

(6 pages)

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B.Com. (CBCS) DEGREE EXAMINATION,  
NOVEMBER 2025.

First Semester

Commerce/Honours/Professional Accounting/Corporate  
Secretaryship/Banking and Finance/Banking and  
E-Commerce — Core

**PRINCIPLES OF MANAGEMENT**

(For those who joined in July 2023 onwards)

Time : Three hours Maximum : 75 marks

PART A — (10 × 1 = 10 marks)

Answer ALL questions.

Choose the correct answer :

1. The practice of management of book is written by  
(a) Hendry Fayal  
(b) Peter F. Drucker  
(c) FW Taylor  
(d) Elton Mayo

2. Management is \_\_\_\_\_

- (a) A science
- (b) An art
- (c) Both a science and Art
- (d) None of these

3. Planning is

- (a) Looking back
- (b) Forward looking
- (c) Departmentation
- (d) Astatic process

4. Expand MBO

- (a) Marketing and Business Organization
- (b) Marketing Management Objectives
- (c) Management Buying Offline
- (d) Management By Objectives

5. Formal Organization is based on

- (a) Delegation of authority
- (b) Social interaction of people
- (c) Decision making
- (d) Staffing

6. Line organization is also called as \_\_\_\_\_  
(a) Formal (b) Informal  
(c) Military (d) None of the above

7. \_\_\_\_\_ is the selection technique which enable the employer to give the total individual.  
(a) Placement (b) Interview  
(c) Training (d) Promotion

8. Staffing function is concerned with \_\_\_\_\_  
(a) People (b) Sales  
(c) Purchase (d) Machines

9. Hybrid theory is also known as  
(a) Theory X (b) Theory Y  
(c) Theory Z (d) Theory W

10. Which of the following the leader should have  
(a) self-confidence  
(b) hard work  
(c) solve the critical situation  
(d) all the above

**PART B — (5 × 5 = 25 marks)**

Answer ALL questions choosing either (a) or (b).

Each answer should not exceed 250 words.

11. (a) What are the contribution of F. W. Taylor to the management?  
Or  
(b) Is management art or science? Explain.

12. (a) Discuss in details the various process of planning.  
Or  
(b) Explain the criteria of good forecasting.

13. (a) What are the characteristics of organization?  
Or  
(b) What are the types of Span of management?

14. (a) List out the benefits of work from home.  
Or  
(b) State the objectives of performance appraisal.

15. (a) Explain the characteristics of coordination.

Or

(b) What is motivation? Explain the Maslow theory.

PART C — (5 × 8 = 40 marks)

Answer ALL questions choosing either (a) or (b).

Each answer should not exceed 600 words.

16. (a) Explain the qualification of manager.

Or

(b) Explain the different functions of management.

17. (a) Discuss the various methods of planning.

Or

(b) Define decision making. What are the types of a decision making?

18. (a) Explain the types of organization with its merits and demerit.

Or

(b) Explain the merits and demerits of decentralization.

19. (a) Explain the procedure for staff selection.

Or

(b) List out the need for training.

20. (a) What are the measures to overcome the barriers of communication?

Or

(b) Explain the qualities of a good leader.