

(6 pages)

Reg. No. : .....

Code No. : 12140 E Sub. Code : EMCO 12

B.Com. (CBCS) DEGREE EXAMINATION,  
NOVEMBER 2023.

First Semester

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. Which of the following is true about managers within an organisation?
  - (a) Management skills apply to managers at top levels in an organisation
  - (b) Management skills apply to managers at all levels in an organisation
  - (c) Management skills apply to managers at middle levels in an organisation
  - (d) Management skills apply to managers at executive levels in an organization

2. Which of the following is the main reason for the existence of an organisation?
  - (a) The vision of an organisation
  - (b) The mission of an organisation
  - (c) The objectives of an organisation
  - (d) The Chief Executive Officer (CEO) of an organization
3. In which step of the planning process pros and cons of each alternative is examined \_\_\_\_\_.
  - (a) Developing Premises
  - (b) Setting up Objective
  - (c) Evaluating alternatives course of action
  - (d) Selecting an alternative premises
4. Planning is the \_\_\_\_\_.
  - (a) Primary function of the manager
  - (b) The last function of the manager
  - (c) Both (a) and (b)
  - (d) None of the options are correct

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5. The form of organisation known for giving rise to rumours is called \_\_\_\_\_.  
(a) Decentralised organisation  
(b) Formal organisation  
(c) Centralised organisation  
(d) Informal organization
6. Decentralisation is \_\_\_\_\_.  
(a) Optional  
(b) Compulsory  
(c) Both (a) and (b)  
(d) None of the options are correct
7. \_\_\_\_\_ refers to careful study of each of each job to determine tasks and responsibility involved in a job.  
(a) Multiplier effect  
(b) Human emphasis  
(c) Job analysis  
(d) Job satisfaction
8. Process of attracting qualified person to apply for the jobs that are open is refer to as \_\_\_\_\_.  
(a) Training  
(b) Recruitment  
(c) Human resource management  
(d) Transfer

9. Coordination is \_\_\_\_\_.  
(a) The essence of management  
(b) An objective of management  
(c) A social objective  
(d) A management function
10. Directing flows in \_\_\_\_\_ direction.  
(a) Upward (b) Downward  
(c) Diagonal (d) Both (a) and (b)

PART B — (5 × 5 = 25 marks)

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

Each answer should not exceed 250 words.

11. (a) State the scope of management.  
Or  
(b) What are the challenges of management?
12. (a) Write a note on decision making.  
Or  
(b) What are the elements of planning?
13. (a) List out the nature of organizing.  
Or  
(b) Write a note on departmentalization.





14. (a) Discuss the benefits of training.

Or

- (b) What are the needs of training?

15. (a) Discuss the theories of leadership.

Or

- (b) Write a note on coordination.

PART C — (5 × 8 = 40 marks)

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

Each answer should not exceed 600 words.

16. (a) Explain the functions of management.

Or

- (b) Explain the responsibility of management.

17. (a) Discuss the types of planning.

Or

- (b) Describe the steps in decision making.

18. (a) State the characteristics of organizing.

Or

- (b) Discuss the functions of organization structure.

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19. (a) Explain the methods of performance appraisal.

Or

- (b) State the procedure for staff selection.

20. (a) Explain the qualities of successful women leaders.

Or

- (b) Describe the importance of control.

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