Paper / Subject Code: 79310 / Commerce III

Q. P. Code: 23779

Time: 3 Hours Marks: 100 Please check whether you have got the right question paper. N.B.: 1. All questions are compulsory. 2. Figures to the right indicate maximum marks. Q1. Objective Questions: A) Choose the correct answer from the options given below (any ten): (10 Marks) Time study is propounded by _ (F.W. Taylor, Peter Drucker, Luther Gulick) 2. _____ refers to team spirit. (Equity , Discipline , Esprit De Corps) 3. Indian ethos in management means the application of principles of management according to our ______ wisdom. (modern , ancient , global) 4. Planning premises are assumptions and (goals, predictions, policies) 5. _____ is a modern programmed technique of decision-making. (Brainstorming, Simulation, Attribute Listing) 6. _____ predicts that certain things would happen in certain way. (Probability Theory, Game Theory, Linear Programming) 7. Line and staff organisation is suitable for business firms. (large, small, tiny) 8. _____ delegation gives clarity to subordinates about the work expected. (Oral , Written , General) 9. Under _____ structure employees' work under dual authority. (Line, Informal, Matrix) 10. The first step in controlling process is _____ (identifying deviation, establishment of standards, measurement of performance) 11. _____ is financial factor influencing motivation. (Job security, Bonus, Participation) 12. _____ is a quality of a good leader. (Optimism, Planning, Controlling)

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B) State whether the following statements are True or False (any ten): (10 Marks)

- 1. Professional management approach is required for success in business.
- 2. Human Relation Approach places higher importance to industrial productivity.
- 3. Indian Ethos focuses more on process oriented work culture.
- 4. Planning is the primary function of management.
- 5. Management Information System helps in decision-making.
- 6. Decision-making is occasional in nature.
- 7. Good organisation structure facilitates efficient management.
- 8. Virtual Organisation is possible without Information Technology.
- 9. Ideal span of management ensures good team spirit.
- 10. In Management Audit, only financial aspects are reviewed.
- 11. A leader acts as a link between top management and employees.
- 12. Motivation is a predictable task.

Q 2. Answer any two of the following:

(15 Marks)

- a) Define Management. Briefly discuss management skills and competencies in 21st century.
- b) Discuss briefly any eight Principles of Management by Henry Fayol.
- c) Describe Peter Drucker's Modern Management Approach.

Q3. Answer any two of the following:

(15 Marks)

- a) Explain the components of Planning.
- b) What are the advantages of Management By Exception?
- c) Explain the techniques of Decision-Making.

Q4. Answer any two of the following:

(15 Marks)

- a) Distinguish between Formal and Informal Organisation Structure.
- b) Explain the Bases of Departmentation.
- c) Discuss the Barriers to Delegation of Authority.

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(15 Marks)

- Q.5 Answer any Two of the following:
- a) Explain the factors influencing Motivation.
- b) Define Leadership. Explain its functions.
- c) What is Controlling? Discuss its features.
- Q6. Answer any four Short Notes:
 - i) Functions of Management.
 - ii) Steps in Planning Process.
 - iii) Management Information System.
 - iv) De-Centralization.
 - v) Autocratic Style of Leadership.
 - rollin_b vi) PERT as a Controlling Technique.

(20 Marks)