

**COM 103**

**Reg. No. ....**

**CREDIT BASED FIRST SEMESTER B.Com.DEGREE EXAMINATION**  
**OCTOBER 2012**  
**MANAGEMENT PERSPECTIVES**

**Time: 3 Hrs**

**Max. Marks: 80**

**SECTION – A**

**Answer any THREE questions: 3X20=60**

1. Describe Henry Fayol's Principles of Management.
2. What is Planning? Explain different types of Plans.
3. Explain what is Line & Staff organization? What are the causes for Line & Staff conflict? How to overcome these conflicts?
4. What is staffing? Explain the selection procedure followed in an organization.

**SECTION – B**

**Answer any THREE questions: 3X5=15**

5. What are the functions of Top Level Management?
6. Mention the different steps involved in decision making process.
7. Explain Maslow's Hierarchy of needs theory.
8. What is span of Management? Explain any four factors influencing span of management.

**SECTION – C**

**Answer all the following: 5X1=5**

9. Define the term "Management".
10. What is Laissez fair Leadership?
11. What is MBO?
12. What is 'Decentralisation of Authority'?
13. Mention any four financial and non-financial invest to motivate employees of an organization.

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COMMERCE  
MANAGEMENT PERSPECTIVES

Time: 3 Hrs

Max. Marks: 80

SECTION – A

Answer any Three questions:

3X20=60

1. What is meant by Scientific Management? Explain the contribution of F.W. Taylor to Scientific Management.
2. Briefly describe the types of plans.
3. Compare and contrast Maslow's Need Hierarchy theory & Herzberg's two factory theory.
4. What is Line and Staff Organisation? State its merits and demerits.

SECTION – B

Answer any Three questions:

3X5=15

5. Briefly explain the various types of Decisions.
6. Explain the functions of Management.
7. Briefly describe the principles of Delegation.
8. Explain the steps in the process of controlling.

SECTION – C

Answer all the questions:

5X1=5

9. What is meant by Decentralisation of Authority?
10. Give the meaning of Democratic Leadership.
11. What is MBO?
12. Give the meaning of Staffing.
13. What is Planning?

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**CREDIT BASED FIRST SEMESTER B.Com. DEGREE EXAMINATION  
OCTOBER 2014  
COMMERCE  
MANAGEMENT PERSPECTIVES**

Time: 3 Hrs

Max. Marks: 80

**SECTION – A**

**I. Answer any Three questions. 3×20=60**

1. What is meant by Selection? Explain the selection process of a large business organization.
2. Define Management. Explain the contributions of F.W. Taylor to the field of Management.
3. Define Decision-making. Describe the process of Decision-making.
4. What is Motivation? Explain the Herzbergs and Maslows theories of Motivation.

**SECTION – B**

**II. Answer any Three questions. 3×5=15**

5. Distinguish between Management and Administration.
6. Write a note on centralization and decentralization of authority.
7. Enumerate the important functions of a ledger.
8. Describe the importance of Planning.

**SECTION – C**

**III. Answer all the questions. 5×1=5**

9. What is meant by controlling?
10. What is Span of Management?
11. What is MBE?
12. What are Non-Financial Incentives?
13. State any two differences between line and staff organization.

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**CREDIT BASED FIRST SEMESTER B.Com. DEGREE EXAMINATION  
OCTOBER 2015  
COMMERCE  
MANAGEMENT PERSPECTIVES**

Time: 3 Hrs

Max. Marks: 80

**SECTION – A**

**Answer any THREE questions:**

**3×20=60**

1. Explain the contributions of Henry Fayol to the field of Management.
2. What is decision making and explain the process of decision making?
3. State the features of Motivation. Explain Maslow's Need Hierarchy theory of motivation.
4. Explain the features and process of planning.

**SECTION – B**

**Answer any THREE questions:**

**3×5=15**

5. Explain functional foremanship of F.W. Taylor.
6. Briefly explain the types of decisions.
7. Write a note on MBO.
8. Explain Trait Theory of leadership.

**SECTION – C**

**Answer all the questions:**

**5×1=5**

9. State any two differences between administration and management.
10. What is staffing?
11. What is meant by Mc. Gregor's theory?
12. List the functions of management.
13. Mention the Leadership styles followed by business organizations.

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**CREDIT BASED FIRST SEMESTER B.Com. DEGREE EXAMINATION  
OCTOBER 2016  
COMMERCE  
MANAGEMENT PERSPECTIVES**

Time: 3 Hrs.

Max. Marks: 80

**SECTION – A**

Answer any **THREE** questions:

3×20=60

1. Explain the contribution of F.W. Taylor to the Theory of Management. What are the criticisms against Taylor's theory of Scientific Management?
2. What is Managerial Decision Making? Explain the decision making process.
3. Explain the various principles of management suggested by Henry Fayol.
4. Explain the different styles of leadership. Explain the concept of Leadership Continuum.

**SECTION – B**

Answer any **THREE** questions:

3×5=15

5. Explain different levels of Management with the help of a suitable chart.
6. What are the steps involved in the process of planning?
7. Define organization. Explain its significance.
8. Briefly explain Maslow's theory of motivation.

**SECTION – C**

Answer **all** the questions:

5×1=5

9. State any two differences between Administration and Management.
10. Define Planning.
11. State any two functions of management.
12. Mention the different sources of recruitment available to a business enterprise.
13. Define Management.

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