

(i) Printed Pages : 2

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(ii) Questions : 9 Sub. Code : 

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**Bachelor of Commerce 1<sup>st</sup> Semester**  
**(2124)**

**PRINCIPLES AND PRACTICES OF MANAGEMENT**

**Paper : BCM-107**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note :—**Attempt **FIVE** short answer type questions from  
Section-A. Attempt **TWO** questions each from  
Sections-B and C respectively.

**SECTION—A**

1. Write short notes on any **four** of the following :

- (a) How is proper span of management determined ?
- (b) Describe the contingency or situational approach of management thought.
- (c) Discuss the steps involved in the process of MBO.
- (d) Explain the process of decision making.
- (e) Discuss the various steps involved in control process.
- (f) Name the various styles of leadership. 4×5=20

## **SECTION—B**

2. Explain the principles of management suggested by Henry Fayol for running the business efficiently. 15
3. Discuss the concept of Planning. Explain in detail the steps followed in planning process. 15
4. What is delegation of authority ? How can it be made effective ? Discuss the difficulties faced in the process of delegation of authority. 15
5. Define direction. Explain in detail importance of direction. Also discuss the elements of direction. 15

## **SECTION—C**

6. What is need of motivation ? Explain different theories of motivation. 15
7. "Leadership is situational" In the light of this statement discuss in brief the various theories of leadership. 15
8. Discuss the principles of effective communication. Also describe the barriers of communication and how to overcome them. 15
9. What do you understand by Controlling in management ? Explain the various control techniques in detail. 15