

Enrollment No.....



Faculty of Commerce
End Sem (Odd) Examination Dec-2022
CM3CO01

Principles of Management & Organizational Behaviour
Programme: B.Com. Branch/Specialisation: Commerce

Duration: 3 Hrs.

Maximum Marks: 60

Note: All questions are compulsory. Internal choices, if any, are indicated. Answers of Q.1 (MCQs) should be written in full instead of only a, b, c or d.

- Q.1 i. Management is an organ, organs can be described and defined only through their functions. This definition was given by _____. **1**
(a) Peter F. Drucker (b) Terry
(c) Louis Allan (d) Henry Fayol
- ii. One good thing about the principles of management is that it helps understand the relationship between human and material resources in achieving organisational goals. Which feature of the principles of management is described in the above statement? **1**
(a) Behavioural
(b) Cause and effect relationships
(c) Use of resources and effective administration
(d) None of these
- iii. Which of the following is a crucial aspect of strategic planning? **1**
(a) It is a broad concept that consists of business and corporate strategy
(b) It is an overall concept that consists of strategy formulation and implementation
(c) It is a broad concept that consists of environmental and internal analysis
(d) It is a general concept that consists of business inputs and outputs
- iv. Which of the following is the correct meaning of concentration of decision-making authority? **1**
(a) Span of management (b) Centralisation
(c) Decentralisation (d) None of these

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- v. Rules, duties and responsibilities of workers are given in writing in _____. **1**
 (a) Formal organization (b) Informal organization
 (c) Business or organisation (d) Strategic organization
- vi. Which of these is the purpose of recruitment? **1**
 (a) Make sure that there is match between cost and benefit
 (b) Help increase the success rate of the selection process by reducing the number of visibly underqualified or overqualified job applicants
 (c) Help the firm create more culturally diverse work – force
 (d) None of these
- vii. _____ are the approaches to the study of leadership which emphasise the personality of the leader- **1**
 (a) Contingency theories (b) Group theories
 (c) Trait theories (d) Inspirational theories
- viii. According to Abraham H. Maslow's Hierarchy of needs, which need is on the bottom among the following needs- **1**
 (a) Physiological needs (b) Safety needs
 (c) Belonginess needs (d) Esteem needs
- ix. Organisational behaviour is _____. **1**
 (a) A Science
 (b) An Art
 (c) A Science as well as an art
 (d) None of these
- x. Scope of organisational behaviour does not include _____. **1**
 (a) Leadership (b) Perception
 (c) Job design (d) Technology
- Q.2 i. Mention the role of managers. **2**
 ii. Discuss functions of management. **3**
 iii. Define administration with suitable example. **5**
- OR iv. How administration is different from management? **5**
- Q.3 i. Define policies. **2**
 ii. What is planning? Explain the steps involved in planning. **8**
- OR iii. Discuss types of decisions. Also mention problems involved in decision making. **8**

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- Q.4 i. State purpose or importance of organizing **3**
 ii. Define Management By Objectives (MBO). What are its advantages and disadvantages. **7**
- OR iii. Briefly explain the objectives and components of performance appraisal **7**
- Q.5 i. Discuss McGregor theory X and Y. **4**
 ii. What are the essential requirements of a control system? **6**
- OR iii. Explain what leadership is, when leaders are effective and ineffective, and the sources of power that enable managers to be effective leaders. **6**
- Q.6 Attempt any two:
 i. What do you mean by organizational behaviour? Explain the scope of organizational behaviour. **5**
 ii. What are the approaches to the study of organisational behaviour. **5**
 iii. Discuss models of organisational behaviour. **5**

Marking Scheme CM3CO01

Principles of Management & Organizational Behaviour

Q.1	i.	Management is an organ, organs can be described and defined only through their functions. This definition was given by _____. (a) Peter F. Drucker	1
	ii.	One good thing about the principles of management is that it helps understand the relationship between human and material resources in achieving organisational goals. Which feature of the principles of management is described in the above statement? (a) Behavioural	1
	iii.	Which of the following is a crucial aspect of strategic planning? (b) It is an overall concept that consists of strategy formulation and implementation	1
	iv.	Which of the following is the correct meaning of concentration of decision-making authority? (b) Centralisation	1
	v.	Rules, duties and responsibilities or workers are given in writing in _____. (a) Formal organization	1
	vi.	Which of these is the purpose of recruitment? (b) Help increase the success rate of the selection process by reducing the number of visibly underqualified or overqualified job applicants	1
	vii.	_____ are the approaches to the study of leadership which emphasise the personality of the leader- (c) Trait theories	1
	viii.	According to Abraham H. Maslow's Hierarchy of needs, which need is on the bottom among the following needs- (a) Physiological needs	1
	ix.	Organisational behaviour is _____. (c) A Science as well as an art	1
	x.	Scope of organisational behaviour does not include _____. (d) Technology	1
Q.2	i.	Role of managers.	2
	ii.	Functions of management.	3
	iii.	Define administration	3 marks 5

		Suitable example.	2 marks	
OR	iv.	administration is different from management		5
Q.3	i.	Define policies.		2
	ii.	What is planning Steps involved in planning.	3 marks 5 marks	8
OR	iii.	Discuss types of decisions Problems involved in decision making	4 marks 4 marks	8
Q.4	i.	Purpose or importance of organizing		3
	ii.	Define Management By Objectives (MBO). Its advantages and disadvantages.	3 marks 4 marks	7
OR	iii.	Explain the objectives Components of performance appraisal	3 marks 4 marks	7
Q.5	i.	Discus McGregor theory X McGregor theory Y.	2 marks 2 marks	4
	ii.	Essential requirements of a control system?		6
OR	iii.	Explain what leadership When leaders are effective and ineffective Sources of power that enable managers to be effective leaders	2 marks 2 marks 2 marks	6
Q.6		Attempt any two:		
	i.	Organizational behaviour Scope of organizational behaviour	2 marks 3 marks	5
	ii.	Approaches to the study of organisational behaviour As per the explanation		5
	iii.	Models of organisational behaviour. As per the explanation		5
