



## Term Evaluation (Odd) Semester Examination September 2025

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Name of the Program: B.COM(H)

Semester: I

Paper Name: Principles of Management

Paper Code: BCH101

Time: 1.5 Hours

**Max Marks: 50**

**Note:**

- (i) Answer all the questions by choosing any one of the sub-questions
- (ii) Each question carries 10 marks.

**Q1.**

- a. What is management? Explain its nature and scope.

OR

- b. Briefly describe the evolution of management thought – Classical and Modern theories.

CO 1

**Q2.**

- a. Explain the main functions of management with examples.

OR

- b. Differentiate between strategic, tactical, and operational plans with examples. CO 2

**Q3.**

- a. What is the role of managers in organizations? How do they connect employees and top management?

OR

- b. What is planning? Explain its objectives and importance.

CO

3

**Q4.**

- a. What are the different levels of management? State the skills needed at each level.

OR

- b. What is decision making? Explain its steps.

CO 4

**Q5.**

- a. Describe the planning tools: SWOT and PESTLE.

OR

- b. What challenges do managers face in a globalized world? Discuss.

CO 5