



End Term Semester Examination Nov, 2025

Name of the Course: B.Com (Honours)

Semester: I

Name of the Paper: Principles of Management

Paper Code: BCH-101

Time: 3 Hours

Maximum Marks: 100

Note:

- i. All Questions are compulsory.
- ii. Answer any two sub-questions from (a), (b), and (c) in each main question.
- iii. Total marks in each main question: 20
- iv. Each sub-question carries 10 marks.

Q1. (CO1)

- (a) Discuss and define management. Give its importance and features.
- (b) What are the different functions of management?
- (c) Write short notes on:
 - i) Systems approach
 - ii) Levels of Management.

Q2. (CO2)

- (a) Discuss the two analytical tools SWOT and PESTLE Analysis.
- (b) Why Decision making is important in an organization along with the steps?
- (c) Write short notes on:
 - i) Types of plans
 - ii) Forecasting

Q3. (CO3)

- (a) Discuss the process of organizing. Give the steps in organization structure and formation.
- (b) Explain the importance of planning in business and elaborate the different steps in the planning process.
- (c) Write short notes on:
 - i) Authority, responsibility, and accountability
 - ii) Centralization and Decentralization

Q4. (CO4)

- (a) What is an effective leadership? Explain different types or styles of leadership?
- (b) How Group formation and Team building happen in an organisation? Explain different stages in group formation.
- (c) Write short notes on:
 - i) Theory X and Theory Y
 - ii) Coordination

Q5. (CO5)

- (a) What is controlling? Describe any two techniques of control used in management.
- (b) What are KPI's (Key Performance Indicators)? How they are important in measuring performance?
- (c) Write short notes on:
 - i) Types of Control
 - ii) CSR