



## 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