



**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