

## NEP - Semester End Examination – October 2025

Program: S.Y.B.COM (SEM III) Course: PRINCIPLES OF MANAGEMENT

Program Code: UGCOM01 Course Code: NUCM301

Duration: 2 Hours

Max. Marks:

60

## Instructions:

1. Question number 1 is compulsory and any 3 questions from 2 to 6.
2. Figures to the right indicate full marks.
3. Draw neat diagrams wherever necessary.

Q. 1	Analyze the case and answer the questions that are followed.	[15]	Course Outcome	Knowledge Level
	<p>Phoenix Foods Ltd., a successful mid-sized food processing company, plans to expand its operations into three new states. The company is excited about growth but faces <b>management function challenges</b>:</p> <ul style="list-style-type: none"> <li>• <b>Planning:</b> Managers disagree on whether to expand aggressively into all three states at once or gradually, one at a time.</li> <li>• <b>Organizing:</b> The current centralized structure is slowing down decisions, and regional managers are demanding more authority.</li> <li>• <b>Staffing:</b> Skilled food technologists and supply chain managers are hard to find, creating hiring gaps.</li> <li>• <b>Directing:</b> Employees feel disconnected from top management, as communication is mostly one-way.</li> <li>• <b>Controlling:</b> Quality issues have arisen in two factories because monitoring is irregular and reactive rather than preventive.</li> </ul> <p>The CEO believes that aligning all management functions properly will ensure successful expansion while keeping employees motivated and customers satisfied.</p>			
	a) Identify the management functions that Phoenix Foods Ltd. needs to strengthen in order to expand successfully.		CO1	L1
	b) How can effective staffing and directing improve Phoenix Foods' performance during expansion?		CO1	L2
	(c) Explain how the integration of all management functions contributes to organizational success.		CO1	L4
Q. 2	Attempt any TWO of the following.	[15]	Course Outcome	Knowledge Level
	(a) Define management. Explain its importance.		CO1	L1
	(b) Suggest the skills and competencies in 21 <sup>st</sup> century.		CO1	L2

	(c)	List Henry Fayol's eight principles of management.		CO2	1.3
<b>Q. 3</b>		<b>Attempt any TWO of the following.</b>	<b>[15]</b>	<b>Course Outcome</b>	<b>Knowledge Level</b>
	(a)	Define planning. Explain its steps.		CO2	L2
	(b)	State the advantages of Management by Exception.		CO2	L2
	(c)	Identify the essentials of decision making.		CO2	L3
<b>Q. 4</b>		<b>Attempt any TWO of the following.</b>	<b>[15]</b>	<b>Course Outcome</b>	<b>Knowledge Level</b>
	(a)	Describe the features of Line and Staff Organisation structure.		CO3	L2
	(b)	Differentiate between formal and informal organization.		CO3	L4
	(c)	Explain the barriers to delegation of authority		CO3	L2
<b>Q. 5</b>		<b>Attempt any TWO of the following.</b>	<b>[15]</b>	<b>Course Outcome</b>	<b>Knowledge Level</b>
	(a)	Describe the factors influencing motivation.		CO4	L2
	(b)	Discuss the barriers to effective communication.		CO4	L3
	(c)	Suggest the qualities of good leaders.		CO4	L1
<b>Q. 6</b>		<b>Explain any Five concepts</b>	<b>[15]</b>	<b>Course Outcome</b>	<b>Knowledge Level</b>
	(a)	Indian Ethos		CO1	L1
	(b)	Scalar Chain		CO1	L3
	(c)	Management By Objectives		CO1	L3
	(d)	Departmentation		CO1	L3
	(e)	Communication		CO1	L1
	(f)	Consultative Style of Leadership		CO1	L1

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