

NEP - Semester End Examination – October 2025

Program: F.Y.B.Com (MS) SEM I Course: Principles of Management
 Program Code: UGMS02 Course Code: NUMS101

Duration: 2 Hours Max. Marks: 60

Instructions:

1. All questions are compulsory.
2. Figures to the right indicate full marks.
3. Draw neat diagrams wherever necessary.

Q. 1		Attempt the following.	[15]	Course Outcome	Knowledge Level																																								
	(a)	<p>Fill in the blanks with an appropriate answer from the alternatives given.</p> <p>I) According to the Principle of _____ a subordinate should receive orders only from one superior.</p> <table border="1"> <tr> <td>a.</td><td>Unity of Command</td> <td>b.</td><td>Scalar Chain</td> </tr> <tr> <td>c.</td><td>Unity of Direction</td> <td>d.</td><td>Order</td> </tr> </table> <p>II) _____ is deciding in advance what to do, how to do, when to do and who is to do it.</p> <table border="1"> <tr> <td>a.</td><td>Controlling</td> <td>b.</td><td>Planning</td> </tr> <tr> <td>c.</td><td>Organising</td> <td>d.</td><td>Directing</td> </tr> </table> <p>III) Performance appraisal comes under the _____ aspect of management.</p> <table border="1"> <tr> <td>a.</td><td>Machine</td> <td>b.</td><td>Method</td> </tr> <tr> <td>c.</td><td>Money</td> <td>d.</td><td>Manpower</td> </tr> </table> <p>IV) _____ refers to the line of command which runs from the top level to the lowest level in the organisation.</p> <table border="1"> <tr> <td>a.</td><td>Stability of Tenure</td> <td>b.</td><td>Scalar Chain</td> </tr> <tr> <td>c.</td><td>Esprit de Corps</td> <td>d.</td><td>Remuneration</td> </tr> </table> <p>V) A _____ is a timetable for activities.</p> <table border="1"> <tr> <td>a.</td><td>rule</td> <td>b.</td><td>schedule</td> </tr> <tr> <td>c.</td><td>budget</td> <td>d.</td><td>Policy</td> </tr> </table>	a.	Unity of Command	b.	Scalar Chain	c.	Unity of Direction	d.	Order	a.	Controlling	b.	Planning	c.	Organising	d.	Directing	a.	Machine	b.	Method	c.	Money	d.	Manpower	a.	Stability of Tenure	b.	Scalar Chain	c.	Esprit de Corps	d.	Remuneration	a.	rule	b.	schedule	c.	budget	d.	Policy	[08]	CO1	L1
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	VI)	_____, father of scientific management, was the first person to consider management as a science.			
		a. Henry Fayol	b. Louis Allen		
		c. F.W Taylor	d. Peter Drucker		
	VII)	Which technique involves giving financial incentives for better performance?			
		a. Unity of Command	b. Differential Piece Rate		
		c. Order	d. Remuneration		
	VIII)	_____ is the sum total of physical, mental and social qualities.			
		a. Intelligence	b. Personality		
		c. Innovation	d. Initiative		

	(b)	State whether the following statements are true or false.	[07]		
	I)	According to Henry Fayol's principles, the interest of the organization should be secondary.			
	II)	In the case of formal organization, the need for superior-subordinate relationship does not arise.			
	III)	Subordinates should be given freedom to come up with suggestions and ideas.			
	IV)	Under POSDCORB, the R stands for Remuneration.			
	V)	By delegating authority to the subordinates, the superior is free from the corresponding authority.			
	VI)	Informal organisations do not have specific and well-defined goals.			
	VII)	There must be cost-benefit analysis of every alternative plan.			

Q. 2	Attempt the following.	[15]	Course Outcome	Knowledge Level
(a)	Describe in detail any 8 Principles of Management given by Henry Fayol.	[08]	CO2	L2
(b)	Prepare a flowchart and explain the 6 'M's of Management.	[07]	CO1	L3

OR

	(c)	Briefly explain the functional areas of management with respect to POSDCORB.	[08]	CO2	L2
	(d)	Illustrate with suitable examples the various bases of Departmentation.	[07]	CO1	L3
Q. 3		Attempt the following.	[15]	Course Outcome	Knowledge Level
	(a)	Distinguish between: Formal and Informal Organization.	[08]	CO5	L4
	(b)	Elaborate on the essentials of sound decision-making.	[07]	CO4	L2
		OR			
	(c)	Compare and contrast the different modern leadership styles.	[08]	CO5	L4
	(d)	Describe the decision-making process in detail.	[07]	CO4	L2
Q. 4		Attempt the following.	[15]	Course Outcome	Knowledge Level
	(a)	<p>FutureTech Pvt. Ltd. was launching a new smart device. The manager, Mr. Roshan, began by setting clear goals for the launch, created a team structure, hired marketing specialists, motivated the team with bonuses, and tracked sales progress weekly. The launch was a huge success.</p> <p>Questions:</p> <ol style="list-style-type: none"> 1. Examine the actions taken by Mr. Roshan and classify them under the different functions of management. 2. Analyze the interrelationships between the functions of management in this case. 3. Evaluate Mr. Roshan's approach in managing the launch. Do you think his emphasis on motivating employees with bonuses was the most effective strategy for long-term success? Justify your answer with reasoning. 		CO3	L4, L5

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