

**Bachelor of Commerce Part - I Examination: May 2018**  
**(Centre of Distance Education)**

| Day & Date              | Part | Subject Name | Time                       | Code | Marks |
|-------------------------|------|--------------|----------------------------|------|-------|
| Wednesday<br>09/05/2018 | I    | Commerce     | 02.30 PM<br>to<br>05.30 PM | 4106 | 100   |

**Instructions: All questions are compulsory.**

**SECTION – I**

**Q.1 A) Fill in the blanks: 05**

- 1) Management is an \_\_\_\_\_ of getting the work done through others.
- 2) Thinking before doing it is called \_\_\_\_\_.
- 3) Management is \_\_\_\_\_ science.
- 4) \_\_\_\_\_ is the father of management.
- 5) Analysis of Employees Performance is called \_\_\_\_\_ appraisal.

**B) Define the following: 10**

- 1) Management is a science.
- 2) Management is a profession.
- 3) Motivation
- 4) Financial Management
- 5) Personnel Management

**Q.2 Answer the following. (Any Two) 15**

- 1) Nature of Management
- 2) Development of Management Thought
- 3) Authority and Responsibility
- 4) Types of Planning
- 5) Techniques of Managerial Control

**SECTION – II**

**Instruction:** 1) Answer any Ten questions from the following.  
2) Each question carries seven marks.

- Q.3**
- 1) State the process of Management. **07**
  - 2) Explain the steps in Planning. **07**
  - 3) Define Management. State the significance of Management. **07**
  - 4) Explain the concept and features of Objective By Management. **07**
  - 5) Define “Decision Making”. Explain the process of Decision Making. **07**
  - 6) State Difference between Centralization and Decentralization of Authority. **07**
  - 7) Explain Maslow’s Theory of Motivation. **07**
  - 8) Explain the structure of organization. **07**
  - 9) Define the term “Leadership”. Explain the various types of Leadership. **07**
  - 10) State and explain the Financial and Non-Financial factors for Motivating Employees. **07**
  - 11) Define “Management Control”. Explain the process of effective Managerial Control. **07**
  - 12) What do you understand mean by “Management of Change”? Explain its nature. **07**