POST-GRADUATE COURSE

Term End Examination — June, 2022/December, 2022
COMMERCE (Old Syllabus)
Paper-I : PRINCIPLES & PRACTICE OF MANAGEMENT
(Up to January 2021 Enrolment Session)

Time : 2 hours]   [Full Marks : 50

Weightage of Marks : 80%

Special credit will be given for accuracy and relevance in the answer. Marks will be deducted for incorrect spelling, untidy work and illegible handwriting. The weightage for each question has been indicated in the margin.

Use of scientific calculator is strictly prohibited.

Module - I

Answer any *two* of the following questions :   12½ × 2 = 25

1. (a) Why is management considered important in today's society ?

   (b) Discuss various steps followed while making a plan.   6 + 6½

2. (a) What do you mean by MBO ?

   (b) Discuss the steps in the process of organising.   4½ + 8

3. (a) Discuss ERG theory.

   (b) Define motive and motivation.   6 + 6½

4. Is management an Art or Science ? Justify your answer.   12½

Module - II

Answer any *two* of the following questions :   12½ × 2 = 25

5. (a) Discuss 'Managerial grid' theory of leadership.

   (b) Discuss the basic steps in controlling.   6 + 6½

6. (a) How does PERT operate ?

    (b) Give a brief idea of the dimension of Communication.   6½ + 6

7. (a) As a manager how do you overcome the barriers of communication ?

    (b) Give a brief account of Path-Goal Theory of Leadership.   5 + 7½

8. (a) What do you mean by grapevine communication ?

    (b) Briefly describe the concept of break-even analysis.   6½ + 6

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