

**POST-GRADUATE COURSE**  
**Term End Examination : June, 2017**  
**COMMERCE**

**Paper-I : Principles & Practice of Management**

**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 calculator is allowed )

**MODULE – I**

Answer any *two* questions :  $12 \frac{1}{2} \times 2 = 25$

1. a) Discuss the basic management functions.  
 b) Discuss the systems approach to management.  $8 + 4 \frac{1}{2}$
2. a) Explain the process of planning.  
 b) Briefly discuss the concept of MBO.  $8 + 4 \frac{1}{2}$
3. a) Explain the principles of organisation.  
 b) Briefly discuss the concept of 'Delegation of Authority'.  $9 + 3 \frac{1}{2}$

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4. a) Explain Maslow's Need Hierarchy theory.  
 b) Briefly discuss Adam's Equity theory.

$8 \frac{1}{2} + 4$

**MODULE – II**

Answer any *two* questions :  $12 \frac{1}{2} \times 2 = 25$

5. a) Explain Hersey and Blanchard's Situational Leadership model.  
 b) Briefly explain the behavioural theories of Leadership.  $9 + 3 \frac{1}{2}$
6. a) Discuss the factors inhibiting communication.  
 b) State the role of 'non-verbal media'.  $8 \frac{1}{2} + 4$
7. a) Discuss the requirements of an effective control system.  
 b) How to identify the strategic control points ?  $10 + 2 \frac{1}{2}$

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8. Write short notes on any *two* of the following :

$$6\frac{1}{4} \times 2$$

- a) Significance of controlling function
  - b) Ways to improve communication in organisations
  - c) Path-Goal theory of leadership
  - d) Diagonal communication.
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