	III Sem Nov,17 Wilson
10 to	Reg Exam C0143FR/C014302 COMMERCE III SYBCOM
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Toon	COLASSIC COMMERCE III
989	Please check whether you have got the right question paper.  N.B.: 1. All questions are compulsory.  2. Figures to the right indicate maximum marks.
	Q1. Objective Questions:
	A) Choose the correct answer from the options given below (any ten): (10 Marks)
	1. Henri Fayol stated principles of management.
	(Ten, Twelve, Fourteen)
	2. Ethos is originally a word that signifies character.
	(Roman , Greek , Indian)
	3 skills are also known as interpersonal skills.
	(Technical, Human Relations, None of these)
	4 is a long-term action plan for achieving the goals.
	(Strategy, Procedure, Program)
5	5. Planning needs to be
	(complicated , flexible , rigid)
ì	6. Heuristic technique is a technique.
	(rule of thumb , blind , trial and error)
*	7. Formal organisation structure is in nature.
	(official, un-official, un-structured)
	8. Delegation of authority the burden on superior.
	(maintains, reduces, increases)
	9. De-centralization is necessary for effective management of a
	Business organisation. (small, medium, large)
	10uses network analysis by identifying critical and non-critical activities.
	(PERT, CPM , Budgetary Control)
	11. Noise and distance are barriers to effective communication.
	(physical, cultural, psychological)
12	12is a function of leadership.
	(Directing, Confidence, Vision)

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# B) State whether the following statements are True or False (any ten): (10 Marks)

- 1. Staffing involves selection of right person for the right job.
- 2. Division of work leads to specialization.
- 3. Controlling is a measuring and correcting device.
- 4. Only external environmental factors are analyzed in the planning process.
- 5. In Management By Exception, the managers get involved in day to day activities of the employees.
- 6. Use of technology leads to quick decision-making.
- 7. Matrix Structure is a combination of project and functional organisation.
- 8. Tall Organisation Structure has very few levels of hierarchy.
- 9. Successful Functional Departmentation requires good co-ordination.
- 10. Leadership is a personal quality.
- 11. Budgetary Control technique is qualitative in nature.
- 12. Cultural diversity causes communication problem.

### Q 2. Answer any two of the following:

(15 Marks)

- a) Define Management. Explain the nature of management.
- b) Explain the F.W. Taylor's Theory of Scientific Management.
- c) Explain the dimensions of management stated by Peter Drucker in Modern Approch.

## Q 3. Answer any two of the following:

(15 Marks)

- a) Define Planning and state its importance.
- b) Explain briefly the steps involved in the MBO process
- c) What are the essentials of sound Decision Making?

### Q4. Answer any two of the following:

(15 Marks)

- a) Explain the features of Line and Staff Organisation Structure.
- b) Discuss Tall and Flat Organisation in detail.
- c) What is Delegation of Authority? Describe the process of Delegation of Authority.

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#### Q.5 Answer any two of the following:

(15 Marks)

- (a) What is Motivation? State its importance.
- (b) Explain the different Styles of Leadership.
- (c) What are the essentials of a good Control System?

#### Q6. Answer any four Short Notes:

(20 Marks)

- i) Indian Ethos in Management
- ii) Management Information System

iii) Virtual Organisation

iv) Departmentation

v) Management Audit

vi) Financial factors influencing Motivation

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