

**BACHELOR OF COMMERCE
SECOND SEMESTER [REPEAT]
BUSINESS ORGANISATION & MANAGEMENT PRINCIPLES
BCM – 201**

**SET
A**

[USE OMR SHEET FOR OBJECTIVE PART]

Duration: 3 hrs.

Full Marks: 70

Time: 30 mins.

(Objective)

Marks: 20

Choose the correct answer from the following:

1 × 20 = 20

1. Which of the following is not a part of commerce?
 - a. Trade
 - b. Transportation
 - c. Manufacturing
 - d. Warehousing
2. What is one major disadvantage of a company form of organisation?
 - a. Unlimited liability
 - b. Complex legal formalities
 - c. Lack of capital
 - d. Full control by the owner
3. Business risks arise due to:
 - a. Only external factors
 - b. Government rules only
 - c. Natural causes only
 - d. Both internal and external causes
4. Human values in business help in:
 - a. Building trust and ethics
 - b. Quick profits
 - c. Controlling market
 - d. Avoiding taxes
5. Match the Following
 1. Sole Proprietorship
 2. LLP
 3. HUF
 4. Co-operative Organisation
 - a. 1C, 2D, 3A, 4B
 - b. 1D, 2C, 3A, 4B
 - c. 1C, 2D, 3B, 4A
 - d. 1A, 2D, 3B, 4C
 - A. Family business form
 - B. Member welfare-focused
 - C. Owned by one person
 - D. Hybrid of partnership & company
6. Coordination in management is considered the:
 - a. Result of control
 - b. Essence of management
 - c. Start of planning
 - d. End of staffing
7. Who introduced the concept of the "Learning Organisation"?
 - a. CK Prahalad
 - b. Elton Mayo
 - c. Peter Senge
 - d. Max Weber
8. Decision-making under perfect rationality assumes:
 - a. Incomplete information
 - b. Emotional thinking
 - c. Lack of choice
 - d. Complete and accurate information
9. Strategic planning focuses on:
 - a. Daily activities
 - b. Mid-term objectives
 - c. Short-term goals
 - d. Long-term objectives

10. CK Prahalad is known for:
 a. Scientific Management
 b. Bureaucracy
 c. Bottom of the Pyramid concept
 d. Five forces analysis
11. Formal organisation is characterised by:
 a. Personal relationships
 b. Defined roles
 c. Flexible structure
 d. Lack of hierarchy
12. Span of management refers to:
 a. Number of subordinates under a manager
 b. Number of superiors above a manager
 c. Type of authority
 d. Leadership style
13. Line authority allows a manager to:
 a. Support other departments
 b. Issue instructions directly
 c. Provide advice only
 d. Handle only admin tasks
14. Decentralisation means:
 a. Authority at lower levels
 b. Authority at the top level
 c. Central control
 d. Delegation of tasks
15. Graicunas' Theory relates to:
 a. Motivation
 b. Leadership
 c. Communication
 d. Span of management
16. Which of the following is a non-financial motivator?
 a. Bonus
 b. Commission
 c. Recognition
 d. Salary
17. Match the leadership style with its characteristic:
 A. Autocratic Leader
 B. Democratic Leader
 C. Laissez-Faire Leader
 D. Transformational Leader
 1. Empowers highly skilled teams
 2. Inspires innovation and vision
 3. Involve the team in decision-making
 4. Issues orders without consultation
 a. A4, B3, C2, & D1
 b. A4, B3, C1, & D2
 c. A3, B4, C1, & D2
 d. A3, B4, C2, & D1
18. According to McGregor's Theory Y, employees:
 a. Avoid work and need to be controlled
 b. Are motivated only by monetary rewards
 c. Prefer to work under strict supervision
 d. Seek responsibility and are self-directed
19. Which of the following is not considered a traditional technique of control?
 a. Critical Path Method
 b. Personal observation
 c. Financial statement
 d. Budgetary control
20. Which of the following is a type of non-verbal communication?
 a. Oral communication
 b. Written communication
 c. Body language
 d. Office memo

(Descriptive)

Marks : 50

Time : 2 Hr. 30 Mins.

[Answer question no.1 & any four (4) from the rest]

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| 1. How does Victor Vroom's Expectancy Theory explain employee motivation in an organisational setting? Illustrate your answer with a relevant example. | 10 |
| 2. Define controlling as a function of management. Explain its principles. | 2+8=10 |
| 3. What is staffing? Mention the key steps involved in the selection process. | 2+8=10 |
| 4. Explain the meaning of informal organisation. What are its main characteristics within a workplace setting? | 2+8=10 |
| 5. Examine SWOT analysis and the BCG matrix as strategic tools. In your opinion, which is more effective for diagnosing an enterprise's market position and why? | 3+3+4=10 |
| 6. Analyse the contribution made by Peter Drucker and Michael Porter to the development of management thought. | 5+5 = 10 |
| 7. Evaluate the major factors influencing the choice of the form of business organisation. | 10 |
| 8. Write brief notes on the following:
a) Barriers to effective communication
b) Business Responsibility | 5+5=10 |

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