

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

**SET
A**

[USE OMR SHEET FOR OBJECTIVE PART]

Duration: 3 hrs.

Full Marks: 70

Time: 30 mins.

Marks: 20

(Objective)

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. Family business form
 - B. Member welfare-focused
 - C. Owned by one person
 - D. Hybrid of partnership & company
 - a. 1C, 2D, 3A, 4B
 - b. 1D, 2C, 3A, 4B
 - c. 1C, 2D, 3B, 4A
 - d. 1A, 2D, 3B, 4C
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 c. A3, B4, C1, & D2	b. A4, B3, 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)

Time : 2 Hr. 30 Mins.

Marks : 50

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

- | | |
|--|----------|
| 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 |

== *** ==