

BACHELOR OF COMMERCE
FIRST SEMESTER [REPEAT]
BUSINESS ORGANIZATION & MANAGEMENT PRINCIPLES
BCM – 101

**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. The purpose of engaging in economic activities is to:
 - a. Secure a livelihood
 - b. Earned sympathy
 - c. Display patriotism
 - d. Fulfill emotional needs
2. Sec 135 of the Companies Act, 2013 deals with
 - a. Appointment of Statutory Auditor
 - b. Corporate Social Responsibility
 - c. Contents of MoU
 - d. Registration process
3. One person one vote is the characteristics of which form of business?
 - a. Company
 - b. Cooperatives
 - c. Both a & b
 - d. Neither a nor b
4. The new form of entity introduced by the Companies Act, 2013:
 - a. Private Company
 - b. One person company
 - c. Public Company
 - d. Statutory Company
5. The concept of 'Bottom of the Pyramid' is advocated by _____.
 - a. Peter Senge
 - b. CK Prahalad
 - c. Phillip Kotler
 - d. Michael Porter
6. Which aspect of a learning organization necessitates individuals to discard outdated work methods and reinforce driving forces that align with the organization's values and principles?
 - a. System Thinking
 - b. Personal Mastery
 - c. Mental Models
 - d. Shared Vision
7. Management must adapt itself to the changing environment. This reflects the management is.....
 - a. A continuous process
 - b. Dynamic in nature
 - c. Intangible force
 - d. Multi-dimensional
8. Which of the management functions is closely related to Controlling?
 - a. Planning
 - b. Staffing
 - c. Directing
 - d. Organising

9. "One head one plan" reflects the ethos of which principles of management advocated by Henri Fayol?
- Unity Command
 - Unity of Direction
 - Order
 - Scalar Chain
10. Graicunas theory deals with:
- Span of management
 - Compensation
 - Planning
 - Controlling
11. Which of the following is not correct concerning the informal organisation?
- Satisfies employees' social and psychological needs
 - It focuses on people not on position
 - Deliberately created by management
 - Highly flexible
12. Identify the most appropriate sequence of stages in the recruitment process from the following.
- Receiving job application -> Identification of the sources -> Evaluation of sources -> -> Identification of need
 - Identification of need -> Evaluation of sources -> Identification of the sources -> -> Receiving job application
 - Identification of the sources -> Identification of need -> Evaluation of sources -> -> Receiving job application
 - Identification of need -> Identification of the sources -> Evaluation of sources -> -> Receiving job application
13. Appraisal process based on the mutually defined objectives:
- 360 Degree
 - 720 Degree
 - MBO
 - BARS
14. Statement I- Delegation is impossible without decentralisation.
Statement II- Delegation is a prerequisite to decentralisation.
- Both statements are true
 - Both statements are false
 - Statement I is true but statement II is false
 - Statement I is false but Statement II is true
15. When the subordinates are highly intelligent, skilled, or educated, which of the following leadership style is most suitable?
- Democratic leadership style
 - Autocratic leadership style
 - Participative leadership style
 - Free reign leadership style
16. _____ is a style of leadership in which leaders encourage, inspire, and motivate employees to innovate and create change that will help the company grow and shape its future success.
- Autocratic leadership
 - Free reign leadership
 - Transformational leadership
 - Transactional leadership

17. Who has classified the need into five hierarchical categories?
- a. Abraham Maslow
 - b. Victor Vroom
 - c. Douglas McGregor
 - d. Frederick Herzberg
18.means translating the message into words (written or spoken), symbols or gestures.
- a. Encoding
 - b. Decoding
 - c. Coding
 - d. None of the above
19. The control that is applied before starting the production process, concerning the inputs in the form of men, machines, materials, money and other resources is called:
- a. Feedback control
 - b. Concurrent control
 - c. Feed forward control
 - d. Quality control
20. Which of the following is a traditional method of control?
- a. Management Information System
 - b. Budgetary Control
 - c. Responsibility Accounting
 - d. PERT & CPM

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(Descriptive)

Time : 2 Hr. 30 Mins.

Marks : 50

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

1. You as an HR Manager of a big company have identified a few requirements for an entry-level position in management. Design a selection process to satisfy the identified need. 10
2. Explain the performance appraisal process concerning a sales person. 10
3. a) How environment scanning helps a business enterprise? 5+5=10
b) What is perfect rationality and bounded rationality in decision making?
4. Define management. Elaborate upon the managerial functions. 2+8=10
5. Illustrate the characteristics of sole proprietorship and partnership form of business organisation. 10
6. Write a short note on *any two* of the following: 5+5=10
 - a) Social Responsibility of Business
 - b) Objectives of business
 - c) Leadership Styles
7. Examine the Abraham Maslow's Need Hierarchy Theory of Motivation, emphasizing its critical aspects. 10
8. What is controlling? State the principles of effective control. 2+8=10

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