

**3 SEM TDC MP&A (CBCS) C 307**

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( Held in April–May, 2021 )

COMMERCE

( Core )

Paper : C-307

**( Management Principles and Application )**

*Full Marks : 80*

*Pass Marks : 32*

*Time : 3 hours*

*The figures in the margin indicate full marks  
for the questions*

1. (a) State whether the following statements are True or False : 1×4=4
- (i) Decentralization means delegation of authority to lower level managers.
- (ii) Flat organizational structure promotes innovative abilities of the lower level management.

- (iii) Physiological needs included the basic needs for human to survive.
- (iv) Path-goal theory was developed by James MacGregor Burns.
- (b) Fill in the blanks with appropriate words : 1×4=4
- (i) The span of management is also called as the \_\_\_\_.
- (ii) Delegation of authority may be specific or \_\_\_\_.
- (iii) Staffing promotes optimum utilization of \_\_\_\_.
- (iv) Emotional stability is a quality of a \_\_\_\_.

2. Write short notes on any *three* of the following : 4×3=12
- (a) Scientific management
- (b) Management Information System (MIS)
- (c) Decentralization
- (d) Mechanical barriers of communication
3. (a) What do you mean by management? Discuss about the evolution of management thoughts. 2+10=12

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Or

(b) Define Scientific Management. Discuss about the Taylor's Scientific Management. 2+10=12

4. (a) "Planning is an intellectual process, the conscious determination of course of action, the basing of decisions on purpose, facts and considered estimates." Discuss. 12

Or

(b) What do you mean by decision making? Discuss about the various steps of decision making process. 2+10=12

5. (a) What is delegation of authority? How delegation of authority is responsible for organizing the activity of working in organization? 2+10=12

Or

(b) What do you mean by network organization structure? Discuss its benefits and limitations. 2+10=12

6. (a) What is motivation? Explain the five levels of Maslow's hierarchy of needs. 2+10=12

( 4 )

Or

(b) Define about 'leader and leadership'. Discuss about the Blake and Mouton's managerial grid theory with diagram. 4+8=12

7. (a) What is controlling in management? Discuss about the process of controlling. 4+8=12

Or

(b) "Control is the process of bringing about conformity of performance with planned action." Discuss. 12

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