

PSG COLLEGE OF ARTS & SCIENCE
(AUTONOMOUS)

BCom DEGREE EXAMINATION MAY 2026
(First Semester)

Common to Branches – **COMMERCE/COMMERCE (AF)/COMMERCE(RM)/**
COMMERCE(FT)/COMMERCE(BPS)

PRINCIPLES OF MANAGEMENT

Time: Three Hours

Maximum: 75 Marks

SECTION-A (10 Marks)

Answer **ALL** questions

ALL questions carry **EQUAL** marks

(10 × 1 = 10)

Module No.	Question No.	Question	K Level	CO
1	1	What is the main aim of management? i) Achieving organizational goals ii) Increasing personal income iii) Avoiding competition iv) Profit	K1	CO1
	2	Who is known as the father of Scientific Management? i) Elton Mayo ii) Henry Fayol iii) Peter Drucker iv) F.W. Taylor	K2	CO1
2	3	What is the first step in the planning process? i) Setting objectives ii) Implementation iii) Controlling iv) Staffing	K1	CO2
	4	What is MBO (Management by Objectives)? i) Setting goals jointly by managers and employees ii) Controlling only top managers iii) Ignoring employee participation iv) Focusing only on profits	K2	CO2
3	5	How does decentralization benefit an organization? i) By distributing decision-making power ii) By concentrating power at the top iii) By reducing employee roles iv) By avoiding delegation	K1	CO3
	6	What is departmentation? i) Grouping activities into departments ii) Reducing departments iii) Avoiding specialization iv) Eliminating structure	K2	CO3
4	7	Why is training necessary for employees? i) It improves skills and performance ii) It reduces efficiency iii) It avoids responsibility iv) It increases errors	K1	CO4
	8	Which quality is essential for a good leader? i) Effective communication ii) Lack of confidence iii) Poor decision making iv) Avoiding responsibility	K2	CO4
5	9	Which is an element of motivation? i) Need ii) Machinery iii) Building iv) Capital	K1	CO5
	10	Who proposed the Two-Factor Theory of motivation? i) Frederick Herzberg ii) Abraham Maslow iii) Douglas McGregor iv) Victor Vroom	K2	CO5

Cont...

SECTION - B (35 Marks)

Answer ALL questions

ALL questions carry EQUAL Marks

(5 × 7 = 35)

Module No.	Question No.	Question	K Level	CO
1	11.a.	Explain nature and characteristics of Management.	K2	CO1
		(OR)		
	11.b.	Outline the functions of Management.		
2	12.a.	Identify the principles of Management.	K3	CO2
		(OR)		
	12.b.	How would you apply the planning process in starting a new business?		
3	13.a.	Demonstrate how the nature of organization influences managerial decisions in a business	K3	CO3
		(OR)		
	13.b.	Illustrate the application of organization theories in modern business environment.		
4	14.a.	Compare recruitment and selection and differentiate their functions in staffing.	K4	CO4
		(OR)		
	14.b.	Examine the effectiveness of training programs in improving employee performance..		
5	15.a.	Analyze McGregor's Theory X and compare their assumptions about employees.	K4	CO5
		(OR)		
	15.b.	Discover the importance of Motivation.		

SECTION -C (30 Marks)

Answer ANY THREE questions

ALL questions carry EQUAL Marks

(3 × 10 = 30)

Module No.	Question No.	Question	K Level	CO
1	16	Analyze the advantages and limitations of planning in business organizations.	K4	CO1
2	17	Compare various planning methods and forecasting techniques and distinguish their applications.	K4	CO2
3	18	Differentiate between authority and responsibility and analyze their importance.	K4	CO3
4	19	Justify the need for leadership and recommend qualities required for an effective leader.	K5	CO4
5	20	Evaluate recent trends in management and their impact on organizational success.	K5	CO5