

**PSG COLLEGE OF ARTS & SCIENCE  
(AUTONOMOUS)**

**BCom DEGREE EXAMINATION DECEMBER 2017  
(Fifth Semester)**

Branch - **COMMERCE WITH COMPUTER APPLICATIONS**

**PRINCIPLES OF MANAGEMENT**

Time : Three Hours

Maximum : 75 Marks

**SECTION-A (20 Marks)**

Answer **ALL** questions

**ALL** questions carry **EQUAL** marks (10 x 2 = 20)

- 1 Define management.
- 2 What are the different levels of management?
- 3 List out any two different types of planning.
- 4 What is meant by decision making?
- 5 State few benefits of decentralization.
- 6 What do you mean by the term authority?
- 7 Define staffing.
- 8 What is appraisal?
- 9 Give the meaning of motivation.
- 10 What is control?

**SECTION - B (25 Marks)**

Answer **ALL** Questions

**ALL** Questions Carry **EQUAL** Marks (5 x 5 = 25)

- 11 a Explain the different levels of management and their roles.  
OR  
b Explain the features of management.
- 12 a What are the importance of planning in an organisation?  
OR  
b Explain the process of decision making.
- 13 a Explain the features of departmentation.  
OR  
b State the merits of decentralization.
- 14 a What are the significance of staffing in an organization?  
OR  
b Explain the different types of leadership.
- 15 a Explain the control process.  
OR  
b Motivation is the core of management - Comment.

**SECTION - C (30 Marks)**

Answer any **THREE** Questions

**ALL** Questions Carry **EQUAL** Marks (3 x 10 = 30)

- 16 What are the contribution of Henry Fayol towards management?
- 17 Describe the different stages in planning process.
- 18 What is delegation of authority? State the problems of delegation and how they can be solved.
- 19 Elaborate on the steps in selection process.
- 20 Discuss the Maslow's need priority theory of motivation.