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Total No. of Pages : 02

Total No. of Questions : 09

B.Com (Hons) (2018 & Onwards) (Sem.-1)
BUSINESS ORGANIZATION AND MANAGEMENT
Subject Code : BCOM-101-18
M.Code : 75090

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A** is **COMPULSORY** consisting of **TEN** questions carrying **TWO** marks each.
2. **SECTION-B** consists of **FOUR** Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains **TWO** questions each, carrying **TEN** marks each.
4. Students have to attempt any **ONE** question from each Sub-section.

SECTION-A**Q1. Write short notes on :**

- a) What are business ethics? Give example.
- b) What do you understand by the term 'Esprit de corps'?
- c) What do you understand by MBO?
- d) Differentiate between line and staff authority.
- e) Who developed Theory X and Theory Y? Differentiate between Theory X and Theory Y.
- f) Explain the term 'Gang plank'.
- g) What do you understand by the term 'Unity of Command'?
- h) What are various hygiene factors of motivation?
- i) Explain the highest level of need in Maslow's need hierarchy theory.
- j) Explain any three types of internal recruitment techniques.

SECTION-B**UNIT-I**

- Q2. *'Management is getting things done through others'*. Comment on this statement.
- Q3. Explain how effective management of operations is done in case of a Sole Proprietorship?

UNIT-II

- Q4. Briefly discuss the nature of planning. Is planning economic? Also, point out various limitations of planning.
- Q5. Which ethical dilemmas a business may have to face while exercising its operations? How can a manager effectively overcome these?

UNIT-III

- Q6. *'Co-ordination is a thread that binds whole of the organization'*. Comment on this statement while explaining its various techniques.
- Q7. Explain various types of organizational structures prevailing in Indian scenario. Give suitable examples.

UNIT-IV

- Q8. *'Control is all pervasive function in management'*. Do you agree with this statement? Justify your answer.
- Q9. Write short notes on following :
- a) Vroom's expectancy model.
 - b) Factors affecting span of control.

NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.