

Total No. of Printed Pages—4

3 SEM TDC MP & A (CBCS) C 307

2025

(Nov/Dec)

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) Efficient management leads to better economical production which helps in turn to increase the welfare of people.
 - (ii) Taylor called his philosophy of work as scientific management.
 - (iii) Management planning involves the development of forecasts, objectives, policies, programmes, procedures, scheduled and budget.

(2)

- (iv) Brainstorming is a powerful decision-making technique used to extract ideas from a group of people.
- (b) Choose the correct answer from the given alternatives : $1 \times 4 = 4$
- (i) Management deals with
- (1) internal environment
 - (2) external environment
 - (3) both internal and external environments
- (ii) Classical approach of scientific management consists essentially of
- (1) observation
 - (2) measurement
 - (3) experimentation
- (iii) _____ is about grouping of jobs.
- (1) Organizing
 - (2) Directing
 - (3) Planning
- (iv) Which of the following is not management authority?
- (1) The legal right of a person
 - (2) Delegated by a superior to subordinate
 - (3) It flows from bottom to top

(3)

2. Write short notes on any *three* of the following : $4 \times 3 = 12$
- (a) Formal organization
 - (b) Line and staff organization
 - (c) Essentials of good staffing policy
 - (d) Behavioural theories of leadership
3. (a) Define management and discuss about the evolution of the management thought. $2 + 10 = 12$
- Or
- (b) Write a detailed note on Hawthorne experiment. 12
4. (a) Discuss the importance of planning functions of management. 12
- Or
- (b) What is the term of planning? Explain the various techniques of planning. $4 + 8 = 12$
5. (a) What is communication? Discuss about the barriers of communication and how we can overcome it. $3 + 9 = 12$
- Or
- (b) Discuss about the major techniques of control. 12

6. (a) Distinguish between the following : $6+6=12$

- (i) Transactional leadership and Transformational leadership
- (ii) Verbal communication and Non-verbal communication

Or

(b) "Strong and effective leader is an asset for an organization." Give your comment. 12

7. (a) Explain the following : $6+6=12$

- (i) Social environment of business
- (ii) Management information system and limitations

Or

(b) What is business environment? Write down the salient features of business environment. $4+8=12$

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