## Goa Vidyaprasarak Mandal's

# GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS FARMAGUDI, PONDA – GOA

## B.COM. UGC-CCFUP (SEMESTER-I) REGULAR EXAMINATION NOVEMBER 2023

#### MINOR-1 COM-111 – PRINCIPLES AND PRACTICE OF MANAGEMENT

Time: 2 Hours Marks: 80

### **Instructions:**

- 1. All questions are compulsory.
- 2. Internal Choices are given.
- 3. Figures to the right indicate maximum marks to the questions.
- Q.1.A) Answer the following question: -

(2x8 Marks)

- 1) Define and explain in brief the concept of Management.
- 2) What is SWOT analysis?
- 3) State and explain in brief any two barriers to communication.
- 4) Define and explain the concept of Controlling.
- 5) Why is Management Considered to be a goal-oriented process?
- 6) Describe in brief the Brainstorming technique of Decision making.
- 7) Write a note on concept of Staffing.
- 8) Recall and write any two limitations of controlling.
- Q.2.A) Explain Fayol's 14 principles of management. (any eight) (12 Marks)

OR

- Q.2.A) Critically Examine Porters Five Forces Model. (12 Marks)
- Q.2.C) Write a short note on need of Management in an organisation. (4 Marks)
- Q.3.A) Alexis Ltd. Is into the manufacturing sector, however the sales of this company has been drastically falling since last six months as a result of which it is facing frequent losses and is about to close down. Explain how a manager will use the Decision-making process to find a solution to this problem. (12 Marks)
- Q.3.B) Span of Management determines how well a job is completed-state your opinion and justify your answer. (4 Marks)

OR

Q.3.B) Demonstrate how External Environmental factors influences the Managers to execute their plans. (any two) (4 Marks)

- Q.4.A) Consider a scenario in which an individual has recently lost their job and is struggling to meet their basic needs. Analise and explain how Maslow's Hierarchy of Needs could help this person prioritize their immediate concerns and plan their path towards recovery. (12 Marks)
- Q.4.B) List and Examine the Intrinsic and Extrinsic motivational factors that a manager can use to bring out the best from his employees to achieve organisational goals.

  (any two for each)

  (4 Marks)

OR

- Q.4.B) Illustrate how a Democratic Styles of leadership helps to develop creativity of employees. (4 Marks)
- Q.5.A) Sketch and Explain the control process used in a company. (12 Marks)
- Q.5.B) Demonstrate with an example how Coordination helps companies to progress and achieve organisational objectives. (4 Marks)

OR

Q.5.B) Write a short note on Stress Management. (4 Marks)