

**B.Com. (ISM) DEGREE EXAMINATION, NOVEMBER 2018**  
**II Year III Semester**  
**Core Major- Paper V**  
**PRINCIPLES OF MANAGEMENT**

**Time : 3 Hours**

**Max.marks :75**

**Section A** ( $10 \times 2 = 20$ ) Marks

Answer any **TEN** questions

1. Define Management.
2. Expand "PODSCORB".
3. What is planning?
4. What do you mean by Decision Making?
5. Write a note on Informal Organisation.
6. What is committee?
7. Define Delegation.
8. What is meant by recruitment?
9. State any two benefits of control.
10. Who is a Leader?
11. Define the term controlling.
12. What is internal co-ordination?

**Section B** ( $5 \times 5 = 25$ ) Marks

Answer any **FIVE** questions

13. Difference between management and administration.
14. What are the different kinds of policies?
15. What are the features of decision making?
16. Discuss the types of leader?
17. Explain importance of Training.
18. What are the principles of co-ordination?
19. What are the basis of Departmentation in an Organisation?

**Section C** ( $2 \times 15 = 30$ ) Marks

Answer any **TWO** questions

20. Explain the functions of management.
21. Discuss the steps involved in the process of planning.
22. Explain the techniques of control.
23. Explain the selection procedures.

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