

2017-2018
B.Com. (I Semester) Examination
(CBCS)
Management Concepts
(CMB-152)

Paper Code -62

Maximum Marks: 60

Duration: 2:00 hours

Q.1. Attempt all questions. All questions are compulsory:

- (i) Which of the following is not the technique of control? 1x5=5
(a) Budget (b) Disciplinary action (c) Policy (d) Praise
- (ii) Management is art and _____
(a) Science (b) Economics (c) Accountancy (d) None of these
- (iii) Which element is not necessary in each objective under MBO approach?
(a) Time element (b) Measurable element
(c) Cost element (d) Human relation element
- (iv) The two factor theory of motivation was proposed by
(a) Peter F. Drucker (b) Maslows
(c) Herzberg (d) Mc-Gregor
- (v) Motivation refers to
(a) Coordinate the people (b) Guide the working people
(c) Terrorise the people (d) Inducing people to work willingly

Q.2. Answer all questions. All questions are compulsory.

- (i) Explain the concept of Neo Classical theory of management. 3x5=15
(ii) Discuss the leadership style.
(iii) What are the uses of Balance score card?

Q.3. Attempt any two from the following questions:

- (i) What is Decision Support System? Also discuss its significance. 2x10=20
(ii) State the basic assumptions of need hierarchy theory of motivation.
(iii) List the different steps to be taken for decision making process.
(iv) Discuss the important element of effective control system.

Q.4. Answer any one from the following questions:

- (i) Write a critical note on the development of classical management thought. 1x20=20
(ii) Distinguish between transactional and transformational leadership.
(iii) How can you manage the resistance to change in a changing environment of your organization?

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**Dr. B.N. Gaur ,Dr. Pramod
Gupta,Ankita Dadhich**

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