

**2023/TDC(CBCS)/ODD/SEM/  
COMHCC-303T/324**

**TDC (CBCS) Odd Semester Exam., 2023**

**COMMERCE**

**( Honours )**

**( 3rd Semester )**

**Course No. : COMHCC-303T**

**( Management Practice and Application )**

Full Marks : 70

Pass Marks : 28

**Time : 3 hours**

*The figures in the margin indicate full marks  
for the questions*

**SECTION—A**

**Answer ten questions, selecting any two from each**

**Unit :**

**2×10=20**

**UNIT—I**

- 1. What do you mean by scientific management?**
- 2. State two principles of coordination.**
- 3. Define MBO.**

( 2 )

**UNIT—II**

4. Point out two differences between single-use plans and multiple plans.
5. What is strategic planning?
6. Write the concept of business environment.

**UNIT—III**

7. State two differences between formal and informal organizations.
8. What is span of management?
9. Mention two features of a good organization structure.

**UNIT—IV**

10. Point out two characteristics of staffing.
11. Define leadership.
12. Mention four barriers to communication.

( 3 )

UNIT—V

13. State any two limitations of controlling.
14. What is return on investment?
15. Mention two advantages of budgetary control.

SECTION—B

Answer *five* questions, selecting *one* from each  
Unit :  $10 \times 5 = 50$

UNIT—I

16. What is management process? Briefly state the various features of management process.  $2+8=10$
17. Explain the neo-classical approaches of management thought. 10

UNIT—II

18. Delineate the different environmental factors that create a profound impact on business. 10
19. What is group decision-making? Narrate the merits and demerits of group decision-making in an organization.  $2+4+4=10$

UNIT—III

20. What is decentralization of authority? How does it differ from centralization of authority? 3+7=10
21. Write a detailed note on the basic principles of organizing. 10

UNIT—IV

22. What is motivation? Critically explain Herzberg's two-factor theory of motivation. 2+8=10
23. Define communication. Explain the significance of communication in a modern business. 2+8=10

UNIT—V

24. What is meant by controlling? State the essentials of a good control system in an organization. 2+8=10
25. How should the managers be prepared to face new challenges in future? Discuss. 10

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