

Reg No:.....
Name :.....

K24FY1316 (A)

First Semester FYUGP Commerce Examination
NOVEMBER 2024 (2024 Admission onwards)
KU1DSCCOM100 (MANAGEMENT THEORY AND
PRACTICES)
(DATE OF EXAM: 2-12-2024)

Time : 120 min

Maximum Marks : 70

Part A (Answer any 6 questions. Each carries 3 marks)

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| 1. Describe management as an art and a science? | 3 |
| 2. Why is human relations approach so important in the workplace? | 3 |
| 3. Why is quantitative approaches important for decision-making? | 3 |
| 4. What are the different types of plans used in management? | 3 |
| 5. Explain the selection process in recruitment. | 3 |
| 6. Define staffing in management. Why is it considered a crucial function? | 3 |
| 7. What are the steps involved in developing a Quality Circle? | 3 |
| 8. How does TQM enhance organizational performance? | 3 |

Part B (Answer any 4 questions. Each carries 6 marks)

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| 9. How does management ensure long term sustainability of business? | 6 |
| 10. What are the limitations of the classical approach to management? | 6 |
| 11. State the key findings of the Hawthorne Studies, and what do they mean for management? | 6 |
| 12. What is the role of technology in the planning and organizing functions? | 6 |
| 13. Discuss the different types of plans in management. Give examples. | 6 |
| 14. How do principles of directing guide managers in leading their teams? | 6 |

Part C (Answer any 2 question(s). Each carries 14 marks)

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| 15. Explain how managers use Maslow's and Herzberg's theories to motivate employees? | 14 |
| 16. Define motivation. Why is it important and how do motivation theories help managers? | 14 |
| 17. Compare and contrast social audits and management audits. Discuss their objectives and processes? | 14 |