

(i) Printed Pages: 2

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(ii) Questions : 6

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**Bachelor of Commerce 1<sup>st</sup> Semester**

**(1129)**

**PUNJABI**

**Paper—BCM-101-A**

**Time Allowed : Three Hours]**

**[Maximum Marks : 45**

**ਨੋਟ :—** (1) ਲਿਖਾਈ ਸੁਧ ਅਤੇ ਸਾਫ ਸਪਸ਼ਟ ਹੋਣੀ ਚਾਹੀਦੀ ਹੈ।

(2) ਇੱਕ ਤੋਂ ਵੱਧ ਭਾਗਾਂ ਵਾਲੇ ਪ੍ਰਸ਼ਨਾਂ ਦਾ ਉੱਤਰ ਇੱਕ ਥਾਂ ਲਿਖਿਆ ਜਾਵੇ।

1. (ੳ) ‘ਧੂਏਂ ਦਾ ਜੰਗਲ’ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

**ਜਾਂ**

‘ਟੁੱਟੀ ਭੱਜੀ ਨੌਕਰੀ’ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

(ਅ) ‘ਵਿਹੁਲਾ ਚੱਕਰ’ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

**ਜਾਂ**

‘ਨਵੇਂ ਲੋਕ ਨਵੇਂ ਨਜ਼ੀਏ’ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ। 6+6=12

2. ‘ਗਲੀਏ ਚਿੱਕੜ ਦੂਰਿ ਘਰ’ ਪਾਠ ਪੁਸਤਕ ਦੇ ਅਧਾਰ ਤੇ ਹੇਠ ਲਿਖੇ ਪ੍ਰਸ਼ਨਾਂ ਵਿਚੋਂ ਚਾਰ ਦੇ ਉੱਤਰ ਦਿਓ :

(ੳ) ਗਲੀਏ ਚਿੱਕੜ ਦੂਰਿ ਘਰ ਤੋਂ ਕੀ ਭਾਵ ਹੈ ?

(ਅ) ਥਾਨੇਦਾਰ ਵਾਲੀ ਘਟਨਾ ਬਾਰੇ ਦੱਸੋ।

(ੲ) ਲਾਹੌਰ ਨਾਲ ਪੰਜਾਬੀਆਂ ਦੀ ਭਾਵੁਕ ਸਾਂਝ ਕਿਵੇਂ ਜੁੜੀ ਹੋਈ ਸੀ ?

- (ਸ) ਮੁਸਲਮਾਨ ਅਫਸਰ ਦੀ ਕੋਠੀ ਦੀ ਲੁੱਟ ਦਾ ਵਰਨਣ ਕਰੋ।  
 (ਹ) ਲੇਖਕ ਨੂੰ ਸਰਕਾਰੀ ਨੌਕਰੀ ਤੋਂ ਚਿੜ੍ਹ ਕਿਉਂ ਸੀ ?  
 (ਕ) ਲੇਖਕ ਦੀ ਪਤਨੀ ਨੇ ਆਪਣੀਆਂ ਚੂੜੀਆਂ ਕਿਉਂ ਵੇਚੀਆਂ ?

2×4=8

3. ਕਿਸੇ **ਇੱਕ** ਵਿਸ਼ੇ ਤੇ ਲੇਖ ਲਿਖੋ :

- (ੳ) ਸ੍ਰੀ ਗੁਰੂ ਨਾਨਕ ਦੇਵ ਜੀ  
 (ਅ) ਜੇਕਰ ਮੈਂ ਪ੍ਰਧਾਨ ਮੰਤਰੀ ਹੋਵਾਂ!  
 (ੲ) ਪੰਜਾਬੀ ਬੋਲੀ (ਭਾਸ਼ਾ)  
 (ਸ) ਕਰ ਮਜ਼ੂਰੀ, ਖਾਹ ਚੂਰੀ।

10

4. ਹੇਠ ਲਿਖੇ ਇਸ਼ਤਿਹਾਰ ਦਾ ਪੰਜਾਬੀ ਵਿਚ ਅਨੁਵਾਦ ਕਰੋ :

Sealed tenders are invited for the sale of scrap of iron to be opened on 3.1.20 this scrap is available at scrap yards B.B. Complex and Shop No. 11, Guru Nanak Pura, Ludhiana. The material can be inspected at the scrap yards between 11:00 A.M. to 4:00 P.M. on all working days.

5

5. ਹੇਠ ਲਿਖੇ ਸ਼ਬਦਾਂ ਵਿਚੋਂ **ਪੰਜ** ਦੇ ਸ਼ਬਦ-ਜੋੜ ਸੁਧ ਕਰਕੇ ਲਿਖੋ :

ਫੇਰ, ਛਾਂਡੀ, ਸੋਹਰਾ, ਮਾਨਸਕ, ਖੰਗ, ਪੀਂਗ ਸੁੰਗਣਾ।

5

6. ਹੇਠ ਲਿਖੇ ਸ਼ਬਦਾਂ ਵਿਚੋਂ **ਪੰਜ** ਦੇ ਪੰਜਾਬੀ ਰੂਪ ਲਿਖੋ :

Advance, Bond, Cash-Book, Competition, Deduct, Export Tax, Floation, Hidden Tax.

5

(i) Printed Pages: 2 Roll No. ....  
(ii) Questions : 9 Sub. Code : 

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**Bachelor of Commerce 1<sup>st</sup> Semester**

**(1129)**

**HISTORY AND CULTURE OF PUNJAB**

**History and Culture of Punjab from the Earliest Times to 1849  
(BCM-101-B) (Common with BBA/BCA)**

**Time Allowed : Three Hours] [Maximum Marks : 45**

**Note :—** (i) Attempt any **five** questions.

(ii) Question No. 1 is compulsory.

(iii) Attempt one question from each Unit.

(iv) An outline map of Punjab is attached herewith.

1. Answer any **five** questions the following and answer should be in **25-30** words each :

(i) Why is Lothal famous in Indus Valley ?

(ii) Two natural causes for the disappearance of Indus Valley.

(iii) What was the meaning Griha or Kula in Vedic State.

(iv) Position of women in Vedic Age.

(v) Two principles of Mahayana.

(vi) Name of one book of Kalidas.

(vii) Name of the father of Guru Nanak Dev Ji.

- (viii) Who started masand Pratha ?  
(ix) Two causes of Guru Arjan Dev martyrdom.  
(x) What was rakhi system ? 1×5=5

**UNIT—I**

2. Describe the economic and religious life of Vedic Age.

**OR**

3. What do know the political and social environment in Punjab at time of Jainism and Buddhism ? 10

**UNIT—II**

4. Describe the Social and Cultural life of the people in the Mauryan age.

**OR**

5. What do know about the cultural developments in the Gupta Age ? 10

**UNIT—III**

6. Explain the life and teachings of Guru Nanak Dev Ji.

**OR**

7. Describe the causes of martyrdom of Guru Arjan Dev Ji. 10

**UNIT—IV**

8. Discuss the social unrest in Punjab in post Khalsa period.

**OR**

9. On the outline map of Punjab, show following places and write explanatory note on any two : Lahore, Sangol, Kiratpur, Ropar, Goindwal and Harappa. 6+4=10

(i) Printed Pages : 4

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(ii) Questions : 7

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**Bachelor of Commerce 1<sup>st</sup> Semester**  
(1129)

**ENGLISH AND BUSINESS COMMUNICATION SKILLS**  
Paper : BCM-102

Time Allowed : Three Hours]

[Maximum Marks : 80

- Note :—** (1) Parts of a question should be attempted together.  
(2) Write in neat and legible hand.

**UNIT—I**

1. Answer any **THREE** questions in about **100-120** words each :
- What were the qualities that made Hughie Erskine popular with men and women ? (The Model Millionaire)
  - Do you approve of Della's decision to sell her hair ? Why ? (The Gift of Magi)
  - What was the last angel's question ? Discuss the significance of this question ? (The Judgement Seat of Vikramaditya)
  - Discuss significance of title of story 'Fur'.
  - How did it happen that Lomov failed to propose to Natalia ? (A Marriage Proposal)

12

2. Write answer to any **ONE** of the following in (300-350 words) :

- (i) Draw the character-sketch of Natalia. (A Marriage Proposal)
- (ii) 'The Gift of Magi' is a well-knit story with a twist at the end so as to mingle pathos and humour. Elaborate. 10

3. Read the given passage and answer the questions :

It is a common sight in villages and towns that heavy loads on carts that are driven by bulls, horses, camels and donkeys. While already overburdened, they are flogged mercilessly. They are underfed, lean and thin. In the age of science such sights are abominable. Why not use self-driven devices in these carriages? Living animals are sacrificed to propitiate gods and goddesses. The dog is ubiquitous in every Indian street and road. The inhuman treatment of this faithful animal is unbearable. They are driven here and there by lathis of the residents. Cows roaming in cities during day and feeding on the domestic waste, speak of the plight of the animal considered sacred by the Hindus. The use of animals in circuses, enslaving monkeys for livelihood and use of bears and birds by street jugglers are serious acts of cruelty against animals. Poaching and illegal trade in skins and bones of rare animals is a common practice. Indians are said to be most compassionate. But when we come across so many instances of cruelty against animals, it appears that we are hypocrites. The provisions of Wild Life Act should be severely used against the violators of the rights of the animals. Even the slaughter houses should be conditioned on humanitarian grounds. It will avoid agony and cruelty to the helpless creatures. They deserve our pity because they are uncomplaining creatures and

submit silently to every kind of torture committed on them by man. Medical experiments are conducted on rats and frogs. The pain caused to them can be only imagined. We must learn to treat animals as having emotions and feelings, capacity for joy and sorrow. Once we acknowledge this truth we might change our attitude towards them.

Answer the following questions briefly :

- (1) What is a common sight in villages and towns ?
- (2) What is the treatment meted out to dogs ?
- (3) How are animals being misused and exploited ?
- (4) How can we stop the misuse and cruelty against animals ?
- (5) How should be treat our animals ?
- (6) Find synonyms of the following words from the passage.
  - (a) Beat
  - (b) Intolerable

12

4. Match the words in column 'A' with their meaning in column 'B' :

<b>Column A</b>	<b>Column B</b>
(i) Superintend	(i) Search
(ii) Linger	(ii) House
(iii) Pronounce	(iii) Watch
(iv) Cascade	(iv) Delay
(v) Dwelling	(v) Waterfall
(vi) Ransack	(vi) Declare

6

## UNIT-II

5. Write a letter to the company, complaining about supply of inferior articles which were not ordered by your company.

**OR**

Write a letter to a bank for a loan for your business concern.

10

6. Draft any **FOUR** of the following :
- (a) Write a *Memo* to an employee who has lost an important file.
  - (b) Draft a *Public Notice* for free pollution check of your vehicles.
  - (c) Write a *Tender Notice* regarding construction of Boys' Hostel in your college.
  - (d) Draft an *Auction Notice* for the sale of old furniture in your office.
  - (e) Draft an *Advertisement* for a newly launched car by your company. 5×4=20
7. Attempt any **TWO** of the following :
- (a) Define Grapevine communication and its advantages.
  - (b) Objectives of communication.
  - (c) Explain horizontal and vertical communication. 5×2=10



(i) Printed Pages: 2 Roll No. ....  
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Bachelor of Commerce 1<sup>st</sup> Semester  
(1129)

**INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS**

**Paper—BCM-103**

**Time Allowed : Three Hours] [Maximum Marks : 80**

- Note :—** (1) Attempt **four** questions out of **six** from Section A.  
(5 marks each)
- (2) Attempt **two** questions each from Section B and  
Section C. (15 marks each)

**SECTION—A**

1. Outline the disciplines contributing to the study of OB.
2. What are the major factors that determine individual's personality ?
3. What do you understand by perceptual errors ?
4. What are the different types of values that determine individual behavior at the workplace ?
5. Differentiate Motivation from Morale.
6. Outline the organizational and individual stressors at the workplace.

### SECTION—B

7. Define personality. Critically examine the Big Five theory of personality and its significance.
8. How far do you think it is important to understand individual perception ? Discuss its process and principles in detail.
9. What are attitudes and its determinants ? Discuss the significance of cognitive theory of dissonance in understanding individual attitudes towards others.
10. What do you understand by individual values ? Discuss the various workplace values that have evolved over a period of time in organizations and their significance in understanding the psychology of managers.

### SECTION—C

11. Critically evaluate the importance of understanding content and the process theories of motivation in understanding individual behavior in the organizations.
12. What is transactional Analysis ? Discuss in detail its significance in improving and conducting successful transactions at the workplace.
13. Discuss the Fiedler's contingency theory of leadership in detail.
14. Why is it important to manage workplace conflict ? Outline the strategies that can be usually adopted for resolving conflict in organizations.

(i) Printed Pages : 2

Roll No. ....

(ii) Questions : 9

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Bachelor of Commerce Ist Semester  
(1129)

BUSINESS ECONOMICS-I  
Paper-BCM-104

Time Allowed : 3 Hours]

[Maximum Marks : 80

Note :- Question No. 1 is compulsory. Attempt **four** questions from Sections-B and C, selecting not more than **two** questions from each Section. Each question from these Sections carries **15** marks.

**SECTION—A**

1. Attempt any **four** questions. Each questions carries **5** marks.
- Define utility and its various concepts.
  - Define Income Elasticity of Demand.
  - Define AC; why is it 'U' shaped ?
  - Give the different concepts of Revenue.
  - Differentiate return to a factor and return to scale.
  - Explain features of Monopolistic Competition.

4×5=20

### SECTION—B

2. Explain diagrammatically The Law of Demand. Give its importance. Why is this law not applicable for Giffen goods ?
3. Explain consumer's equilibrium with the help of utility analysis.
4. Define Indifference Curve. Explain the various properties of Indifference Curve.
5. What is meant by elasticity of demand ? How can the price elasticity of demand be measured ? 15×2=30

### SECTION—C

6. Explain the Law of Variable Proportions. What are the causes of its application ?
7. Explain in detail the various cost concepts. Also explain the relationship between AC and MC.
8. Explain the equilibrium of the firm under perfect competition in the Short and Long Run.
9. Define Price Discrimination. Explain in detail how the discriminating monopolist comes into equilibrium. 15×2=30

(i) Printed Pages: 7

Roll No. ....

(ii) Questions : 9

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**Bachelor of Commerce 1<sup>st</sup> Semester**  
(1129)  
**PRINCIPLES OF FINANCIAL ACCOUNTING**  
**Paper—BCM-105**

**Time Allowed : Three Hours] [Maximum Marks : 80**

**Note :—** The students are required to attempt *four* questions from Section-A of short answer type, *two* questions from Section-B and Section-C each of essay type. Marks are indicated against each question.

**SECTION—A**

I. Explain the following in brief :

- (i) Differentiate between proforma invoice and account sales. 5
- (ii) What are the objectives of IFRS ? 5
- (iii) Kabir took a lease of coal mine @ Rs. 16 per ton of coal extracted subject to a minimum rent of Rs. 70,000 p.a. with a right to recoup short workings over the first three years of the lease. From the following information, prepare analytical table to show amount payable to the landlord :

Year	1	2	3	4	5
Output (tons)	2500	3500	5500	5000	8600

5

- (iv) The Huge Bazaar Departmental Stores has 3 departments D, E and F. The following information relates to the 3 departments for the year ended March 31, 2016. Calculate the departmental net profits :

Particulars	Departments		
	D	E	F
Opening Stock	78,000	91,000	39,000
Purchases	91,000	97,500	61,100
Sales	1,56,000	1,30,000	78,000
Direct Expenses	26,260	18,850	9,230
Closing Stock	1,01,660	1,16,350	46,930

The total indirect expenses of the organisation for the above period was Rs. 18,200. The indirect expenses vary with sales. 5

- (v) From the following balances on 31-12-2018, prepare provisions for bad debts account :

Sundry debtors : Rs. 20,600

Bad debts : Rs. 2,000

Provision for

bad debts A/c : Rs. 1,500

Additional bad debts : Rs. 600

New provision required @ 5%. 5

(vi) Draft journal entries for the following transactions for independent branch in the books of H.O. :

- (a) Cash collected by Branch Rs. 5,000 on behalf of Head Office.
- (b) Machine purchased for Branch by Head Office Rs. 15,000.
- (c) Depreciation on Branch assets Rs. 2,000.
- (d) Head Office expenses charged to branch Rs. 3,000.
- (e) Branch paid Head Office creditors Rs. 8,000. 5

**SECTION—B**

- II. What do you mean by basic accounting concepts and conventions ? Discuss in brief the important concepts and conventions of accounting. 15
- III. What is the meaning of departmental accounts ? Give suitable basis for the distribution of indirect expenses in departmental accounts. 15
- IV. The following is the Trial Balance of Mr. Rajeev Grewal on 31<sup>st</sup> March, 2019 :

Particulars	Dr.	Cr.
Cash in Hand	10,800	—
Cash at Bank	52,600	—
Purchases	8,13,500	—
Sales Account	—	19,75,600
Returns Inward	13,600	—
Returns Outward	—	10,000

Particulars	Dr.	Cr.
Wages	2,09,600	—
Fuel and Power	94,600	—
Carriage on Sales	64,000	—
Carriage on Purchases	40,800	—
Stock (1-4-2018)	1,15,200	—
Building	6,00,000	—
Freehold Land	2,00,000	—
Machinery	4,00,000	—
Salaries	3,00,000	—
Patents	1,50,000	—
General Expenses	60,000	—
Insurance	12,000	—
Capital	—	14,20,000
Drawings	1,04,900	—
Sundry Debtors	2,90,000	—
Sundry Creditors	—	1,26,000
	35,31,600	35,31,600

Taking into account the following adjustments, prepare Trading and Profit & Loss A/c and the Balance Sheet :

- (i) Stock on hand on 31<sup>st</sup> March, 2004 is Rs. 1,36,000.
- (ii) Machinery is to be depreciated @ 10% and patents @ 20%.
- (iii) Salary for the month of March, 2004 amount to Rs. 30,000 were unpaid.
- (iv) Insurance includes a premium of Rs. 1,700 due in next year.
- (v) Wages include a sum of Rs. 40,000 spent on the erection of cycle shed for employees and customers.
- (vi) A provision for bad debts is to be created to the extent of 5% on sundry debtors.

15



V. Mayur Stores Ltd. with their Head Office in Delhi, invoiced goods to its branch at Noida at 20% less than the list price which is cost plus 100% with instructions that cash sales were to be made at invoice price and credit sales at list price. From the following particulars, prepare Branch Stock Account, Branch Debtors Account, Branch Expenses Account, Branch Adjustment Account and Branch Profit & Loss Account for the year ended 31<sup>st</sup> December, 2018 :

	Rs.		Rs.
Branch Stock on 1-1-2018		Loss of Goods by Fire	
at Cost of Branch	40,000	at Invoice Price	2,400
Branch Debtors on		Transfer of Goods to	
1-1-2018	30,000	Faridabad Branch at I.P.	6,000
Goods Received from H.O.		Pilferage at I.P. (Normal)	1,000
at Invoice Price	3,60,000	Remittance to Head Office	3,30,000
Cash Sales	90,000	Insurance Claim Admitted	
Credit Sales	3,00,000	against Loss by Fire	1,200
Cash Received from Debtors	2,40,000	Debtors on 31-12-2018	88,000
Goods in Transit	40,000	Stock on 31-12-2018 at	
Branch Expenses	40,000	Invoice Price	60,000
Bad Debts	2,000		

15

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5

[Turn over

**SECTION—C**

- VI. Pass journal entries in the books of lessee when :  
 (a) Minimum rent account is to be opened 15  
 (b) Minimum rent account is not to be opened. 15
- VII. What is joint venture ? How it differ from consignment ?  
 Explain memorandum joint venture method in detail. 15
- VIII. A, B and C are in partnership sharing Profit and Losses equally.  
 On 31<sup>st</sup> March, 2004 their Balance Sheet was as follows :

	Rs.		Rs.
Creditors	13,000	Cash	1,500
B's Loan	2,500	Debtors	12,500
Bills Payable	500	Stock	29,000
Reserve Fund	3,000	Furniture	1,000
A's Current A/c	1,500	Machinery	5,000
B's Current A/c	1,500	C's Current A/c	3,000
Capitals : Rs.		Goodwill	10,000
A     20,000			
B     10,000			
C     10,000	40,000		
	Rs. 62,000		Rs. 62,000

On the date they dissolved their partnership the following arrangements were made among the partners :

- (i) A agrees to pay creditors.
- (ii) B takes over the stock at an agreed valuation of Rs. 25,000.
- (iii) C takes over goodwill at Rs. 15,000.
- (iv) Bills payable were cleared off, Rs. 10 being allowed for discount.
- (v) The remaining assets were auctioned and realised Rs. 15,000. Expenses of realisation amounted to Rs. 120.
- (vi) B's loan was also paid off.

Show the Realisation Account, B's Loan Account, Bank Account, Current Accounts and the Partners' Capital Accounts.

15

IX. Oswall Mills Ludhiana consigned 5,000 kg of Vanaspati Ghee to Rajendra Bros. of Delhi. Each kg Ghee cost Rs. 8. Oswall Mills paid Rs. 50 for carriage, Rs. 250 for freight and Rs. 200 for insurance in transit. During transit 500 kgs were accidentally destroyed for which the insurance company paid directly to the consignors Rs. 2,500 in settlement of the claim.

After 3 months from the date of consignment of the goods to Delhi, Rajendra Bros. reported that 1,500 kg of Ghee was sold at Rs. 9.50 per kg. Expenses being on godown rent Rs. 500 and on salesman's salary Rs. 750. Rajendra Bros. are entitled to commission of 5 per cent on sales. They also reported a loss of 20 kg due to leakage.

Prepare the consignment account and consignee's account in the books of consignor.

15

(i) Printed Pages : 2

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(ii) Questions : 9

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Bachelor of Commerce Ist Semester  
(1129)

COMMERCIAL LAW  
Paper-BCM-106

Time Allowed : 3 Hours]

[Maximum Marks : 80

Note :- Attempt any **two** questions each from Sections B and C.  
Section A is compulsory.

**SECTION—A**

I. Attempt any **four** questions :

- (a) What are the agreements opposed to public policy ?
- (b) What is tender of performance ?
- (c) Is invitation to make an offer the same thing as an offer ?  
Discuss.
- (d) What is public authority ?
- (e) Discuss the meaning of 'sub agent' and 'substituted agent.'
- (f) Define term 'Consumer' under Consumer Protection Act,  
1986. 4×5

### SECTION—B

- II. Define 'Fraud'. What are its essential elements ? Distinguish between Fraud and misrepresentation.
- III. What are the various remedies available to a party in case of a breach of a contract ?
- IV. Explain various ways in which contract may be said to be discharged ?
- V. "To form a valid contract, there must be a meeting of minds of the parties". Explain and illustrate this statement. 2×15

### SECTION—C

- VI. Define ratification. Summarise the rules governing ratification by the principal of contract made by an agent without authority.
- VII. Explain in brief redressal machinery under the Consumer Protection Act, 1986.
- VIII. Discuss the main objectives and provisions of 'Right to Information' Act, 2005.
- IX. Define 'Pledge'. Who can make a valid pledge ? Discuss the rights of redemption of the pawner. 2×15

(i) Printed Pages : 2

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(ii) Questions : 9

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**Bachelor of Commerce Ist Semester  
(1129)**

**PRINCIPLES AND PRACTICES OF MANAGEMENT**

**Paper-BCM-107**

**Time Allowed : 3 Hours]**

**[Maximum Marks : 80**

**Note :-** Attempt any **four** questions from Section A carrying **5** marks each and **two** questions from each Section B and C respectively.

**SECTION—A**

1. Write short answers on any **four**. Each question carries **5** marks :
- (a) Elements of delegation of authority
  - (b) Formal communication networks
  - (c) Management as a profession
  - (d) Herzberg's Motivation-Hygiene Theory
  - (e) Nature of decision making
  - (f) Budgetary control technique. 4×5=20

### SECTION—B

2. Explain Henry Fayol's contribution to the development of management thought. 15
3. Discuss the concept of planning. Explain in detail the steps followed in planning process. 15
4. What is management by objectives ? Discuss the benefits and limitations. 15
5. Define organising. Explain its process and significance in detail. 15

### SECTION—C

6. What do you understand by leadership ? Explain Likert's management systems. 15
7. Define controlling. What are its characteristics ? Also explain difficulties of controlling. 15
8. Explain the nature of coordination. Why is it considered as the essence of management ? 15
9. What is meant by the term supervision ? Explain the role and functions of a supervisor. 15