

Seat No.	
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B.C.A. (Commerce) (Part - I) (Semester - I)**Examination, October - 2017****Principles of Management (Paper - 103)****Sub. Code : 59571****Day and Date : Wednesday, 25 - 10 - 2017****Total Marks : 80****Time : 02.30 p.m. to 05.30 p.m.**

- Instructions :**
- 1) Q.No. 8 is compulsory.
 - 2) Attempt any 4 questions from Q.No. 1 to Q.No. 7.
 - 3) All questions carry equal marks.

- Q1)** Define the term 'management' Explain importance and functions of management. **[16]**
- Q2)** What is planning? Explain various steps in planning process. **[16]**
- Q3)** Explain the importance of organizing and discuss 'virtual organization'. **[16]**
- Q4)** What is staffing? Explain the characteristics and process of staffing. **[16]**
- Q5)** Explain the importance of motivation and discuss the 'Need Theory' of motivation. **[16]**
- Q6)** Explain the functions of a leader and explain the leadership styles. **[16]**
- Q7)** Explain the importance of controlling and discuss various types of control. **[16]**

P.T.O.

Q8) Write short notes (any two) :

- a) Contribution of Peter Drucker to management theory.
- b) Nature and Importance of Planning.
- c) Training and Development.
- d) Techniques of control.

