

Roll.No.

23UBIAT2002

SHRIMATHI DEVKUNVAR NANALAL BHATT VAISHNAV COLLEGE FOR WOMEN  
(AUTONOMOUS)

(Affiliated to the University of Madras and Re-accredited with 'A+' Grade by NAAC)  
Chromepet, Chennai - 600 044.

B.Com. ISM - END SEMESTER EXAMINATIONS - NOVEMBER 2025  
SEMESTER - II

**23UBIAT2002 - Principles of Management**

Total Duration : 2 Hrs.30 Mins.

Total Marks : 60

### **Section B**

Answer any **SIX** questions (6 × 5 = 30 Marks)

1. Difference between Management and Administration.
2. Explain the steps in Decision Making.
3. Explain the sources of Recruitment.
4. Explain the types of training.
5. Describe the planning process in the organisation.
6. Distinguish between centralization and decentralization.
7. Classify the qualities of a good leader.
8. Determine the Management by Exception.

### **Section C**

Answer any **THREE** questions (3 × 10 = 30 Marks)

9. Explain Henry Fayol's 14 Principles of management.
10. Define Decision Making & Discuss the steps involved in decision making.
11. Illustrate the line and staff organization structures and its merits and demerits.
12. Define Performance Appraisal. Explain the various methods of Performance Appraisal.
13. What is motivation? Evaluate the motivational theories.

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