Reg No:..... K24FY1316 (A)
Name :.....

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)

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)

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)

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

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