Roll No……..….. **Total No. of Printed Pages: 1**
Total No. of Questions: [09]

Bachelor of Commerce (Semester – 1st)
BUSINESS ORGANIZATION AND MANAGEMENT
Subject Code: BCOMS5101
Paper ID: [24140501]

Time: 03 Hours **Maximum Marks: 60**

Instruction for candidates:

1. Section A is compulsory. It consists of 10 parts of two marks each.
2. Section B consist of 5 questions of 5 marks each. The student has to attempt any 4 questions out of it.
3. Section C consist of 3 questions of 10 marks each. The student has to attempt any 2 questions.

Section – A **(2 marks each)**

Q1. Explain the following:

a. Role of manufacturing and service sectors in Indian economy
b. Outsourcing
c. Liberalization and globalization
d. Organizing
e. Johari window
f. Transactional analysis
g. Dysfunctional conflict
h. Feasibility analysis
i. Decentralization of authority
j. Communication process

Section – B **(5 marks each)**

Q2. With the availability of advanced information technology that allows an organization's work to be done anywhere, anytime, is organising still an important managerial function? Why or why not?

Q3. Explain, in detail, the Herzberg's Two-Factor theory of Motivation.

Q4. Define Control. Describe the various steps in control process.

Q5. Discuss the features of various forms of organization that are available to a new enterprise.

Q6. Define Leadership. Describe, in detail, the Trait theory of Leadership. Also, differentiate, between transactional and transformational leaders.

Section – C **(10 marks each)**

Q7. Describe the major initiatives undertaken by Government to enable 'Make in India' program successful.

Q8. Explain the major steps in decision making process. How can managers blend the guidelines for making effective decisions in today's world with the rationality and bounded rationality models of decision making? Also, how can managers improve their decision making skills?

Q9. Define Motivation. Explain the key elements of motivation. Describe how Maslow's hierarchy of needs theory can be used to motivate employees. If you have to develop an incentive system for a small company that makes potato chips, which elements from which motivation theory would you use?