

(6 pages)

**Reg. No. :** .....

**Code No.: 10122 E      Sub. Code: CMCO 12/  
CMHO 12**

B.Com. (CBCS) DEGREE EXAMINATION,  
NOVEMBER 2021

First Semester

Commerce/Honours - Main

**BUSINESS ORGANISATION AND MANAGEMENT**

(For those who joined in July 2021 onwards)

Time : Three hours                      Maximum : 75 marks

PART A — (10 × 1 = 10 marks)

Answer ALL questions.

Choose the correct answer :

1. Which of the following is not the characteristic of sole proprietorship
  - (a) Single ownership
  - (b) One man control
  - (c) Whole profit to proprietorship
  - (d) Non-flexibility

2. Co-operative society can be started
  - (a) Only in villages
  - (b) In towns and villages
  - (c) Only in cities
  - (d) Only in State headquarters
3. Ethics is said to
  - (a) Give us clear answers as to what is right
  - (b) Give us answers to what is wrong
  - (c) Encourage us to explore different perspectives
  - (d) Create fear and obedience
4. A business enterprise has the responsibility to provide fair return to
  - (a) Shareholder
  - (b) Customers
  - (c) Employees
  - (d) State government
5. Henry Fayol is known as the
  - (a) Father of scientific management
  - (b) Father of shop floor management
  - (c) Father of administrative management
  - (d) Father of human resource management

6. A decision is \_\_\_\_\_
- (a) The process of developing and analyzing environment
  - (b) A discrepancy between a desirable and an actual situation
  - (c) A reference to the cognitive or “thinking” aspects of the decision-making process
  - (d) A choice from among the available alternatives
7. The selection of best alternative from many alternatives is known \_\_\_\_\_
- (a) Selection
  - (b) Decision making
  - (c) Organising
  - (d) Budgeting
8. Leadership is best defined as \_\_\_\_\_
- (a) the ability to influence a group in goal achievement
  - (b) keeping order and consistency in the midst of change
  - (c) implementing the vision and strategy provided by management
  - (d) coordinating and staffing the organization and handling day-to-day problems

9. \_\_\_\_\_ is the drive to become what we are capable of becoming; includes growth, achieving our potential, and self-fulfilment.
- (a) Esteem (b) Philological  
(c) Self-actualization (d) None of the above
10. The person who desires to convey the message is known as \_\_\_\_\_
- (a) receiver (b) sender  
(c) media (d) none of the above

PART B — ( $5 \times 5 = 25$  marks)

Answer ALL questions, choosing either (a) or (b).  
Each answer should not exceed 250 words.

11. (a) Write short notes on Joint Hindu Family business.

Or

- (b) Distinguish between the Joint Stock Company and Co-operative Society.

12. (a) What do you mean by Franchising? Explain.

Or

- (b) Explain the responsibility of business towards society.

13. (a) Explain the skills required for middle management personnel.

Or

- (b) Briefly explain the functions of a manager.

14. (a) Discuss the difference between Delegation and Decentralisation.

Or

- (b) Why do people form groups?

15. (a) Explain the importance of motivation.

Or

- (b) Discuss the needs in Maslow's Hierarchy of Needs theory.

PART C — (5 × 8 = 40 marks)

Answer ALL questions, choosing either (a) or (b)

Each answer should not exceed 600 words.

16. (a) Discuss the merits and demerits of sole trading form of business.

Or

- (b) Bring out the distinction between a company and a partnership.

17. (a) Elaborate the problems faced by small and medium enterprises.

Or

- (b) Analyse India's experience in liberalisation.

18. (a) Discuss the contribution of F.W. Taylor to the field of management.

Or

- (b) "Management is an art and a science" - Discuss.

19. (a) Discuss the steps in the planning process.

Or

- (b) Outline the bases for departmentation.

20. (a) Discuss the process of coordination.

Or

- (b) Explain the situational theory of leadership.
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