

**Revision Paper (2022-23)**  
**Class-B.Com-I**  
**Subject: Business Management**  
**Paper-BC-105**

**Time: 3 Hours**

**Maximum Marks: 80**

**Note: Attempt five questions in all, selecting at least one question but not more than two questions from any unit. All questions carry equal marks.**

**UNIT -I**

1. Define Management. Explain the Functions or process of management.
2. “The work of Taylor and Fayol is essentially complementary.” In the light of this statement, compare the ideas of Taylor and Fayol.
3. Define Planning. Discuss the essential elements of good planning. Are there any limitations of planning? If yes, then how these can be overcome?
4. What do you mean by delegation of authority? What is its importance? What factors should be kept in mind while delegating?

**UNIT -II**

5. Critically examine the contribution of ‘Maslow’ and ‘Herzberg’ towards the theory of motivation.
6. What is line and staff organization? Discuss the merits and demerits of line and staff system.
7. Define leadership. Mention the essential qualities of leadership. What are the main leadership functions?
8. Define motivation and discuss its feature. Also explain various financial and non-financial incentives used to motivate employee.

**UNIT -III**

8. Discuss the various modern control techniques with suitable example.
9. Define managerial control. Discuss the need and importance of controlling. What are the limitations of controlling?
10. What is management of change? Why do people resist change? How will you overcome their resistance?