

Reg. No.: .....



Name: .....

**University of Kerala**

W7409

First Semester FYUGP Degree Examination, December 2025

Discipline Specific Core Course

**COMMERCE**

**UK1DSCCOM101 - Management Concepts and Practices**

Academic Level: 100-199

**2024 Admission onwards**

**Time: 2 Hours(120 Mins)**

**Max. Marks: 56**

**Part A.6 Marks:Time 5 Minutes.(Cognitive Level :Remember(RE)/Understand(UN)) Objective Type.1 mark each,  
Answer all questions**

| Qn No. | Question                                                                                                                                                                                                                                                                  | CL | CO |
|--------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|----|
| 1      | Identify the primary focus of controlling:-<br>a) Developing long term organisational goals<br>b) Implementing decisions made by top management<br>c) Monitoring performance and taking corrective actions<br>d) setting up organisational structures for better workflow | RE | 2  |
| 2      | Who is the father of Modern Management?<br>Options :<br>A)Peter F. Drucker<br>B)F.W.Taylor<br>C)Henry Fayol<br>D)Mc. Gregor                                                                                                                                               | RE | 1  |
| 3      | A team formed for a specific task and dissolved after completion is called:<br>Options :<br>A)Permanent team<br>B) Formal team<br>C)Task force<br>D) Virtual team                                                                                                         | UN | 4  |
| 4      | Setting assumptions about future conditions to guide the development of the plan is known as<br>Options :<br>A)Setting objectives<br>B)Planning premises<br>C)Identifying alternatives<br>D) Implementing the plan                                                        | UN | 2  |

| Qn No. | Question                                                                                                                                                                                                                                                   | CL | CO |
|--------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|----|
| 5      | What is the primary focus of the Systems Approach to management.<br><br>Options :<br>A)To maximize efficiency and productivity<br>B)To understand the organization as a whole system<br>C)To emphasize human relationships<br>D)To focus on customer needs | UN | 1  |
| 6      | Which stage of team development focuses on resolving conflicts and building relationships<br><br>Options :<br>A)forming<br>B)storming<br>C)norming<br>D)performing                                                                                         | UN | 3  |

**Part B.10 Marks.Time:20 Minutes (Cognitive Level:Understand(UN)/Apply(AP))Two-three sentences.2 marks each.Answer all questions**

| Qn No. | Question                                                             | CL | CO |
|--------|----------------------------------------------------------------------|----|----|
| 7      | Differentiate recruitment and selection.                             | UN | 2  |
| 8      | Describe the key characteristics of effective teams.                 | UN | 4  |
| 9      | Suggest an appropriate leadership style for a startup business.      | AP | 3  |
| 10     | Analyse the concept of long-term and short-term plans                | AP | 2  |
| 11     | What is the difference between staffing and directing in management? | AP | 2  |

**Part C.16 Marks.Time:35 Minutes.(Cognitive Level :Apply(AP)/Analyse(AN))Short Answer.4 marks each, Answer all 4 questions,choosing among options \* within each question**

| Qn No. | Question                                                                                                                                                                                      | CL | CO   |
|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|------|
| 12     | A)<br><br>Employ planning steps to develop a new business idea.<br><br>OR<br>B)<br><br>Demonstrate how does the degree of centralization or decentralization impact organizational efficiency | AP | 2, 2 |
| 13     | A)<br><br>Exhibit Henry Fayol's principles and point out any two contradictions with Taylor's approach.                                                                                       | AP | 1, 1 |

| Qn No. | Question                                                                                                                                                                                            | CL | CO   |
|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|------|
|        | OR<br>B)<br><br>Explain major stages of evolution of management thought.                                                                                                                            |    |      |
| 14     | A)<br><br>Examine the key features of MBO<br><br>OR<br>B)<br>A) Analyse and compare the roles of managers and employees in the MBO process. How do their responsibilities and contributions differ? | AN | 3, 3 |
| 15     | A)<br><br>Analyze the role of Quality Circle in management<br><br>OR<br>B)<br><br>Analyse the factors that lead to the failure of teams in organizations.                                           | AN | 4, 4 |

**Part D.24 Marks.Time: 60 Minutes.(Cognitive Level :Analyse(AN)/Evaluate(EV)/Create(CR)) Long Answer 6 Marks each.Answer all 4 questions choosing among options \* within each question**

| Qn No. | Question                                                                                                                                                                                                                                               | CL | CO   |
|--------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|------|
| 16     | A)<br><br>Discuss the contributions of great leaders in success of business organizations.<br><br>OR<br>B)<br><br>Analyze the concept of management by exception                                                                                       | AN | 3, 3 |
| 17     | A)<br><br>Assess the different types of teams commonly found in organisations. How does each type of team serve a specific purpose or function.<br><br>OR<br>B)<br><br>Is team building more important than individual skills? Explain your judgement. | EV | 4, 4 |
| 18     | A)                                                                                                                                                                                                                                                     | EV | 2, 2 |

| Qn No. | Question                                                                                                                                                                                                                                                                                                                                                   | CL | CO   |
|--------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|------|
|        | <p>Evaluate the major techniques of scientific management</p> <p>OR</p> <p>B)</p> <p>Assess the different methods of employee development</p>                                                                                                                                                                                                              |    |      |
| 19     | <p>A)</p> <p>A) Construct a framework for effective organizational management by applying Henry Fayol's principles of Management</p> <p>OR</p> <p>B)</p> <p>How does F.W. Taylor's principle of 'Time and Motion Studies' contribute to improving task efficiency? What are the potential challenges of implementing this method in modern workplaces?</p> | CR | 1, 1 |