

Seat No. : _____

AJ-130

April-2023

Integrated B.Com., Sem.-II

IL – 108 : Principles of Management – II

Time : 2:30 Hours]

[Max. Marks : 70

1. What is training ? Explain methods of training by workers. **18**
OR
(A) What is Job Analysis ? Explain the importance of Job Analysis. **10**
(B) Explain the Internal sources of Recruitment. **8**
2. (A) Discuss the Herzberg's two-factor theory. **10**
(B) Write a detailed note theory Z. **8**
OR
Define Leadership and describe leadership theories. **18**
3. What is Corporate Social Responsibility ? Explain the arguments for and against the CSR. **18**
OR
(A) Discuss Functions and limitations of Technology Management. **10**
(B) Explain the process of control. **8**
4. (A) Write any **two** short notes from the following : **10**
(1) Break-even Analysis
(2) Objectives of Knowledge Management
(3) Theory X
(4) Selection Process
(B) Fill in the gaps : **6**
(1) The difference between actual sales and sales at break even point is known as _____. (Margin of safety, Break - even point, Contribution)
(2) Cost _____ profit is analysis is known as break-even analysis. (volume, image, value)
(3) William Ouchi gave the theory of _____. (Theory X, Theory Y, Theory Z)
(4) The difference between sales and variable cost is termed as _____. (Margin of safety, Break - even point, Contribution)
(5) _____ controls are expressed in monetary terms. (Physical, Monetary, Financial)
(6) Focusing the attention of senior managers on critical deviations is known as _____. (Management by exceptions, Control by exception)