

**2021/TDC/CBCS/ODD/  
COMDSC-102T/338**

**TDC (CBCS) Odd Semester Exam., 2021  
held in March, 2022**

**COMMERCE**

**( 1st Semester )**

**Course No. : COMDSC-102T**

**( Business Organization and Management )**

Full Marks : 70

Pass Marks : 28

*Time : 3 hours*

*The figures in the margin indicate full marks  
for the questions*

**SECTION—A**

**Answer any *twenty* of the following as directed :**

**1×20=20**

- 1. Give an example of chemical industry.**
- 2. What is liberalization?**
- 3. What is the meaning of globalization?**

( 2 )

4. Globalization is the outcome of the policies of liberalization and privatization already initiated by the government.

( Write True or False )

5. Mention one problem faced by the medium and small businesses in India.

6. Write the full form of BPO.

7. How many persons are required to form a partnership firm?

8. How many persons are required to start a public company?

9. What is the maximum number of members in a private company?

10. State one feature of partnership.

11. Mention one disadvantage of partnership.

12. Write one feature of public enterprise.

13. What do you mean by multinational corporation?

14. Give one example of public enterprise.

( 3 )

15. Write one characteristic of management.

16. Management is needed at all levels.

( Write True or False )

17. Name the different leadership styles.

18. Decision-making helps in achieving organizational goals.

( Write True or False )

19. What is departmentation?

20. State one advantage of formal organization.

21. Decentralization gives full power to the subordinates.

( Write True or False )

22. Mention one benefit of democratic leadership style.

23. What is grapevine?

24. State one function of marketing management.

25. What is the main objective of financial management?

( 4 )

SECTION—B

Answer any *five* of the following questions :  $2 \times 5 = 10$

26. What are small and medium enterprises?  
Explain with examples.
27. State the objective of national policy on skill development.
28. Explain the term 'E-commerce' with examples.
29. What do you mean by horizontal communication? Cite examples.
30. Write a short note on Autocratic Leadership Style.
31. Explain the self-actualization need as stated by Maslow.
32. Explain decentralization.
33. What is meant by informal group?
34. State two differences between selling and marketing.
35. State two objectives of Human Resource Management.

( 5 )

SECTION—C

Answer any *five* of the following questions :  $8 \times 5 = 40$

36. Discuss the role of globalization in Indian business. 8
37. Discuss briefly the concept of social responsibility of business. 8
38. Define partnership and mention five differences between Partnership and Joint Hindu Family.  $3+5=8$
39. Define public enterprise and explain its objectives.  $2+6=8$
40. Discuss elaborately the process of decision-making. 8
41. Define motivation and explain the need hierarchy theory of motivation.  $2+6=8$
42. Define leadership and explain the situational theory of leadership.  $2+6=8$
43. Explain the following with examples :  $4+4=8$ 
  - (a) Upward communication
  - (b) Downward communication

( 6 )

- 44.** What is Human Resource Management?  
Explain the functions of HRM in an organization. 8
- 45.** Discuss briefly the various functions of marketing management. 8

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