

**Exam. Code : 217601**

**Subject Code : 4602**

**M.Com. 1<sup>st</sup> Semester**

**MANAGEMENT PRINCIPLES AND ORGANIZATION  
BEHAVIOUR**

**Paper—MC-103**

Time Allowed—3 Hours] [Maximum Marks—100

**Note :—** Attempt **FIVE** questions in all, selecting at least **one** question from each Section. The fifth question can be answered from any Section. Each question carries **20** marks.

**SECTION—A**

1. Explain the nature and purpose of management.
2. Discuss the factors affecting decentralisation of an organisation.

**SECTION—B**

3. Write short notes on :
  - (a) Alderfer's ERG Theory.
  - (b) Equity Theory of Motivation.
4. Explain the managerial Grid of leadership.

**SECTION—C**

5. Discuss various determinants of personality.

6. Write short notes on :

- (a) Cognitive Dissonance Theory.
- (b) Types of Attitudes.

**SECTION—D**

7. Write short notes on :

- (a) Concept of Emotional Intelligence.
- (b) Sources of Emotions.

8. Define Perception. Explain the factors affecting perception.

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