

**BCOM ( I Semester) End Examination, October,2017**  
**Government College of Commerce and Economics, Borda- Margao, Goa**  
**CC1: General Management**

Time: 2 hours

Total marks: 80

**Instructions:**

- i. Attempt all questions
- ii. Figures to the right indicate full marks.
- iii. Answer sub questions in Q1 and Q2 not more than 100 words.
- iv. Answer Q3 to Q6 in not more than 400 words.

**Q.1 Answer any four of the following:**

(16 marks)

- a) Financial Management
- b) Supply Chain Management
- c) Purchase Management
- d) American Style of Management .
- e) Programmed decisions
- f) Management v/s Administration



**Q.2 Answer any four of the following:**

(16 marks)

- a) Rationality in Decision Making
- b) Steps in Creativity in Decision Making
- c) Green Management
- d) Causes of Inter-Personal Conflict
- e) Conflict Management
- f) Management Change

**Q 3. A. What is Management? Explain the features of Management in business. (12 marks)**

**OR**

**Q 3. B. Explain the following functional areas of Management:**

(12 marks)

1. Human Resource Management
2. Marketing Management

Q. 4. A. What is Decision Making? Explain the guidelines for effective Decision Making.

(12 marks)

OR

Q. 4. B. Explain the steps in Decision Making process.

(12 marks)

Q.5. A. Explain the different reasons for Management Change.

(12 marks)

OR

Q.5.B. Explain the steps in Managing Change.

(12 marks)

Q. 6. A. Explain the different types of stress under Stress Management.

(12marks)

OR

Q.6.B. Explain the process of Supply Chain Management.

(12 marks)

