

END TERM EXAMINATION

FIRST SEMESTER [BBA] FEBRUARY 2023

Paper Code: BBA101

BBA(B&I)101

**Subject: Management Process and
Organizational Behaviour**

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions. All questions carry equal marks.

- Q1 What is management? Give an overview of classical management theories.
- Q2 Explain how planning involves making decisions today that will have an impact later. Assume you have been put in charge of creating a program to control paper waste for a company; as a part of sustainability measures. Set goals and develop plans. What controlling measures would you take?
- Q3 What are attitudes? Describe its components. Discuss job related attitudes.
- Q4 What is the difference between leadership and management? Describe any two types of leadership styles. Suggest in which situations, they are most relevant.
- Q5 What is extrinsic and intrinsic motivation? As a manager, how would you use this understanding.
- Q6 What is the difference between organizational culture and climate? How can a manager create a positive organizational culture?
- Q7 Write a short note on **any one** of the following:
- a) Power tactics
 - b) Values and organizational behaviour
 - c) Business process reengineering

END TERM EXAMINATION

FIRST SEMESTER [BBA] JANUARY 2024

*Paper Code: BBA(CAM)101
BBA(B&J)101
BBA-101*

*SUBJECT: Management Process and
Organizational Behaviour
(Batch 2021 onwards)*

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions. All questions carry equal marks.

- Q1 Who is a manager? What are his/her skills? Discuss three managerial levels.
- Q2 What are the different types of plans? Discuss the planning process in detail.
- Q3 How does the X, Y, Z theory of motivation proposed by Douglas McGregor contribute to our understanding of employee motivation in the workplace?
- Q4 How do different control techniques contribute to effective management in organizations? Give suitable examples.
- Q5 What is personality? How does the Big Five Personality Model contribute to our understanding of individual differences in personality?
- Q6 What is learning? Compare and contrast classical conditioning and operant conditioning, providing examples to illustrate the principles of each.
- Q7 Discuss stages of group development. Explain the key characteristics of each stage.
- Q8 Write a short note on **any two** of the following:
- a) Managing effective team
 - b) Components of attitudes
 - c) Delegation vs Decentralization
