

(Please write your Exam Roll No.)

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END TERM EXAMINATION

FIRST SEMESTER [BBA] JANUARY 2024

Paper Code: BBA(CAM)101
BBA(B&I)101
BBA-101

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

Maximum Marks: 75

Time: 3 Hours

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:
- Managing effective team
 - Components of attitudes
 - Delegation vs Decentralization

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