

# END TERM EXAMINATION

THIRD SEMESTER [BCA] JANUARY-FEBRUARY 2023

Paper Code: BCA 221

Subject: Principles of Management &  
Organizational Behaviour

Time: 3 Hours

Maximum Marks: 75

Note: Attempt five questions in all including Q.No. 1 which is compulsory. Select one question from each unit.

- Q1. Write short notes of the following (Any Five): (5x5=25)
- (a) Define self-learning.
  - (b) Discuss different roles and function of a Manager.
  - (c) Differentiate between authority and responsibility.
  - (d) Stereotyping.
  - (e) Describe theory of cognitive dissonance.
  - (f) Halo effect.

## UNIT-I

- Q2. (a) "Management is the art of getting things done". Do you agree? Give reasons. (6)  
(b) Explain the Managerial Levels in an organization. (6.5)
- Q3. (a) How pertinent today is Taylor's assumption that management and labour had a common cause. Explain your view with justification. (7.5)  
(b) Differentiate between Effectiveness Vs Efficiency. (5)

## UNIT-II

- Q4. (a) 'Decision making is the essence of managing.' Comment and explain the features of a rational decision. (7)  
(b) "Planning is mere ritual in the fast-changing environment." How far do you agree with this statement? Why? (5.5)
- Q5. (a) "Planning is nothing without control and control is aimless without planning". Explain the statement with examples. (6.5)  
(b) Differentiate between Long term planning and short term planning. (6)

## UNIT-III

- Q6. (a) "Organizational Behavior represents interactions among individuals, groups and the organization. Elucidate. (6)  
(b) A large unit manufacturing goods which has been known for its HR policies and fringe benefits is facing the problem of low productivity and high absenteeism. How should the management improve the organizational climate? (6.5)
- Q7. (a) "Motivation is the core of management". What are the suggestion would you offer to the management to motivate its staff? (5.5)

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- (b) Distinction between Maslow and Herzberg theories of motivation. What is the role of money/monetary benefits in motivating the managers? (7)

**UNIT-IV**

- Q8. (a) Define Organizational Behavior and explain the need of understanding human behavior in organizations. (6)
- (b) Explain the concept of personality. Discuss personality traits that affect the human behavior. (6.5)
- Q9. (a) 'If organizational change is to be real change, it has to happen at the level of culture.' Elaborate this statement. (6.5)
- (b) "Perception is a process of input- throughput- output Analysis". Comment and examples of perceptual sets from work settings. (6)

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