

# END TERM EXAMINATION

FIRST SEMESTER (BBA) DECEMBER-2024

Paper Code: BBA-101

BBA(B&I)-101

Subject: Management Process and  
Organizational Behaviour

(BATCH-2021 Onwards)

Time: 3 Hours

Maximum Marks: 60

Note: Attempt all questions as directed. Including Q.No.1 which is compulsory. Internal choice is indicated.

- Q1 Explain the following terms in not more than 40 words. Attempt **any four**:  
(5x4=20)
- (a) Managerial Functions
  - (b) Management by Objectives
  - (c) Types of plans
  - (d) Span of management
  - (e) Any one job related attitude
  - (f) Personality
  - (g) Organizational culture
  - (h) Democratic Leadership
- Q2 Discuss the core principles of the classical approach to management. How have these principles influenced modern management practices? (10)
- OR**
- Q3 Discuss the key principles of Business Process Reengineering (BPR). What are the challenges associated with BPR? (10)
- Q4 Discuss the concept of bounded rationality. How does bounded rationality differ from the classical notion of rational decision-making? (10)
- OR**
- Q5 Differentiate between formal and informal organizational structure. What are some advantages of having an informal organizational structure in a company? (10)
- Q6 What is the concept of classical conditioning as proposed by Ivan Pavlov? How can classical conditioning be used in an organization? (10)
- OR**
- Q7 What is perception? What are the factors influencing perception? Give an example of application of perception in organizational behaviour. (10)
- Q8 What is power? What are some common power tactics used by individuals to influence others in an organizational setting? (10)
- OR**
- Q9 What is motivation? Discuss Maslow's theory of motivation. How can understanding Maslow's Hierarchy of Needs help managers motivate their employees effectively? (10)

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BBA/BBA(B&I)-101