

# END TERM EXAMINATION

FIRST SEMESTER [BBA] FEBRUARY 2023

**Paper Code: BBA101**

**Subject: Management Process and**

**BBA(B&I)101**

**Organizational Behaviour**

(BATCH- 2021 ONWARDS)

**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

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