

# 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