Batch: MBA Semester 1 **SET - A** **Roll No._____**

HI-TECH Institute of Engineering & Technology, Ghaziabad

ODD SEMESTER 2022-23

DEPARTMENT OF MANAGEMENT & COMMERCE

PUT EXAMINATION

Subject Name: Management Concepts & Organisational Behaviour

Subject Code: KMBN101

Time: 3 Hours **Maximum Marks: 100**

Note: Attempt Questions from all Sections as per Instructions

Section -A

Q1) Attempt all Questions in brief **2 x 10 =20**

Q No.	Question	Marks	CO
a.	Planning is pervasive function discuss.	2	1
b.	What are the qualities of manager?	2	1
c.	What do you understand by staffing?	2	2
d.	What is perception?	2	3
e.	Define attitude and how it built?	2	4
f.	What do you mean by leadership?	2	5
g.	Explain Overt behaviour.	2	4
h.	What are Morale Indicators?	2	5
i.	How environmen is helpful in Development of Personality?	2	4
j.	What is decentralisation?	2	1

Section -B

Q2) Attempt any <u>three</u> questions **3 x 10=30**

Q No.	Question	Marks	CO
a.	Define planning. Explain the steps involved in planning and state the limitations in planning.	10	1
b.	Explain the principles of learning. Elaborate on the process of learning.	10	3
c.	" Group dynamic is referred to as an important core of any organization". Comment.	10	5
d.	What do you understand by 'Motives' and explain the Herzberg theory of motivation, with Relevant examples.	10	4
e.	What is departmentation. Explain line & staff authority and de-centralisation.	10	1

Section -C

Q3) Attempt any one part of the following **1x10=10**

Q No.	Question	Marks	CO
a.	Explain trait theory & point out its major limitations.	10	5
b.	Explain the purpose, planning premises and MBO.	10	1

Q4) Attempt any one part of the following **1x10=10**

Q No.	Question	Marks	CO
a.	"Its is remarked that attitudes shape the personality of an individual". Comment	10	3
b.	"Leaders are born & not made". Discuss.	10	5

Q5) Attempt any one part of the following **1x10=10**

Q No.	Question	Marks	CO
a.	Define motivation. Elaborate A.H.Maslow' s hierarchy theory of motivation.	10	2
b.	Define controlling. Elaborate the process of controlling.	10	1

Q6) Attempt any one part of the following **1x10=10**

Q No.	Question	Marks	CO
a.	Explain the theory of transactional analysis. Discuss ego states as its link.	10	3
b.	Define decision making Explain the steps in decision-making.	10	2

Q7) Attempt any one part of the following **1x10=10**

Q No.	Question	Marks	CO
a.	Explain the meaning of personality. What are the determinants of personality?	10	4
b.	What is transactional analysis and explain the use of ego state in trasactioanl analysis.	10	2