

**SEMESTER EXAMINATION-2021**  
**CLASS - BBA**  
**SUBJECT- FUNDAMENTALS OF MANAGEMENT AND ORGANIZATIONAL BEHAVIOR**  
**PAPER CODE: BBA-C102**

**Time: 3 hour**

**Max. Marks: 70**

**Min. Pass: 40%**

**Note:** Question Paper is divided into two sections: **A and B**. Attempt both the sections as per given instructions.

**SECTION-A (SHORT ANSWER TYPE QUESTIONS)**

**Instructions:** Answer any five questions in about 150 words each. Each question carries six marks. (5 X 6 = 30 Marks)

Question-1: Briefly describe 14 principles of Henry Fayol.

Question-2: Explain the process of planning.

Question-3: What are principles of delegation?

Question-4: What do you mean by centralization?

Question-5: What do you mean by determinants of personality?

Question-6: What is transformational leadership?

Question-7: What is group cohesiveness?

Question-8: What is stress management?

Question-9: Describe the concept of transactional analysis.

Question-10: Briefly describe Kurt Lewin Theory of change.

**SECTION-B (LONG ANSWER TYPE QUESTIONS)**

**Instructions:** Answer any FOUR questions in detail. Each question carries 10 marks. (4 X 10 = 40 Marks)

Question-11: What is human relations movement? Discuss the contribution of Elton Mayo to the evolution of management thought.

Question-12: What is decision making? Describe the various types and techniques of decision making.

Question-13: What is the process of perception? Describe various factors affecting perception.

Question-14: What is organizing? Describe common organizational structure.

Question-15: Differentiate between delegation and decentralization. What are the factors affecting the extent of decentralization?

Question-16: What is motivation? Describe need theories of motivation.

Question-17: What do you mean by interpersonal relationships? Describe various types of interpersonal relationships.

Question-18: What are the stages of conflict? Describe the various sources of conflict.