

Roll No.

Subject Code—8148

B.B.A. (First Year) EXAMINATION

(Main/Re-appear Batch 2009 Onwards)

BBA-101

**FOUNDATION OF MANAGEMENT AND
ORGANISATIONAL BEHAVIOUR**

Time : 3 Hours

Maximum Marks : 70

Section A

Note : Attempt any *Seven* questions. **7×5=35**

1. Discuss in brief the Scientific Management.
2. Explain the Planning Process with examples.
3. Discuss the merits and demerits of internal and external sources of recruitment.
4. Write a brief note on manpower planning.

5. Discuss the important personality traits successful business leaders.
6. Discuss the process and benefits of Management by Objectives.
7. Explain the types of transactions with the implications of transactional analysis.
8. Discuss the meaning of decision-making and types of managerial decisions.
9. Write a critical note on classical conditioning theory of learning.
10. Discuss in brief the trait theory of personality.

Section B

Note : Attempt all the questions.

11. Explain the scope of management. Critically discuss whether management is a science, an art or a profession.

Or

Explain the types of authority. While differentiating delegation of authority, discuss the process, merits and demerits of delegation of authority. 12

12. Explain the difference between communication and effective communication. Which barriers make communication ineffective ? Discuss the strategies of effective communication.

Or

Explain the meaning, essentials and types of control. Discuss the steps involved in the controlling process. 12

13. Discuss the nature and significance of organisational behaviour. Explain the contributing disciplines to the discipline of organisational behaviour.

Or

Explain the terms perception and perceptual selectivity. Under what circumstances perception gets distorted ? Discuss the mechanism of correcting distorted perception. 11