

Roll No. ....

Subject Code—2135

M. Com. (Part I) EXAMINATION

MC-101

MANAGEMENT CONCEPTS &  
ORGANISATIONAL BEHAVIOUR

Time : 3 Hours

Maximum Marks : 100

Note : Attempt *Five* questions in all. Question No.  
1 is compulsory.

1. Write short notes on the following :

- (i) Managerial Skills
- (ii) Managerial roles
- (iii) Operant conditioning
- (iv) Role conflict
- (v) Managerial decision-making
- (vi) Resistance to change
- (vii) Recruitment vs selection

- (viii) Training vs development
- (ix) Attitude
- (x) Trait theory of leadership.

2. Define Management. Discuss in detail different managerial functions highlighting their respective importance in organisations.
3. What do you mean by social responsibility of business ? Towards which stakeholders an organisation, must discharge its social responsibility ?
4. Define Personality. Discuss different theories of personality specifically highlighting their contribution toward understanding human behaviour at work.
5. What is Perception ? What are perceptual errors ? How does perception of an individual affect his behaviour at his work-place ?
6. Define Motivation. Discuss in detail different theories of motivation with special reference to their relevance in organisational behaviour.

7. How organisational change and organisational development are linked ? Discuss different OD interventions.