

Roll No.

Exam Code : J-19

Subject Code—0751

B. B. A. (First Year) EXAMINATION

(Batch 2009 to 2017 Reappear)

FOUNDATION IN MANAGEMENT AND
ORGANIZATIONAL BEHAVIOUR

BBA-101

Time : 3 Hours

Maximum Marks : 70

Section A

Note : Attempt any *Seven* questions briefly. $7 \times 5 = 35$

1. Discuss the concept and nature of management.
2. What is Forecasting ? How can it be done ?
3. What are principles of effective organising ?
4. Describe different leadership styles.

(3-87-9-0519) J-0751

P.T.O.

5. What is Job Analysis ? What are its components ?
6. Discuss operant conditioning model of learning.
7. What is the nature of human behaviour at work ?
8. Distinguish between formal and informal groups.
9. Why business managers must have a sound understanding of OB ?
10. Compare Maslow's need-hierarchy theory and Herzberg's two-factor theory.

Section B

Note : Attempt all the questions. Internal choice has been given in all the three questions.

11. Write a detailed note on contribution of different schools of thought to the field and practice of management.

Or

Discuss in detail the process and nature of planning. Also discuss different types of planning. What happens when managers fail to plan ? **12**

12. Write a detailed note on manpower planning highlighting training techniques.

Or

Describe in detail mechanism of Transactional Analysis. What are applications of TA in organisations ? **12**

13. Discuss different theories of personality. Clearly pointing out how they help in understanding an individual's behaviour at work.

Or

Write short notes on any *two* of the following :

- (i) Controlling process
- (ii) Perceptions
- (iii) Managerial decision-making. **11**