

Code No: 781AA

JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD**MBA I Semester Examinations, March - 2023****MANAGEMENT AND ORGANIZATIONAL BEHAVIOR****Time: 3 Hours****Max.Marks:60**

Note: This question paper contains two parts A and B. i) **Part- A** for 10 marks,
ii) **Part - B** for 50 marks.

- Part-A is a compulsory question which consists of ten sub-questions from all units carrying equal marks.
- Part-B consists of **ten questions** (numbered from 2 to 11) **carrying 10 marks each**. From each unit, there are two questions and the student should answer one of them. Hence, the student should answer five questions from Part-B.

PART- A (10 Marks)

- 1.a) Define Management. [1]
- b) Who is the Father of 14 principles of management? [1]
- c) Define Planning. [1]
- d) What is goal? [1]
- e) Define controlling. [1]
- f) Define Benchmarking. [1]
- g) What is perception. [1]
- h) What is feed forward control? [1]
- i) Differentiate power and politics. [1]
- j) What is ERG Theory? [1]

PART-B (50 Marks)

- 2.a) Explain the essential skills of Manager.
b) Discuss briefly about behavioral theory in the evolution of management. [5+5]
OR
- 3.a) Explain about the management process.
b) Discuss Human relations theory in detail. [5+5]
- 4.a) Explain Vrooms Participative decision making model.
b) Enumerate the role of decision making in organizations. [5+5]
OR
- 5.a) Discuss about types of decisions in an organization.
b) Discuss the importance of planning in dynamic environment. [5+5]
- 6.a) Discuss the various contemporary issues in the controlling process.
b) Explain the principles of organizing. [5+5]
OR
- 7.a) Which organization structure is most suitable for small organizations and why? Explain.
b) Discuss the steps involved in controlling process. [5+5]

- 8.a) Discuss the strategies to influence individual and group behavior.
b) Discuss the characteristics of Group cohesiveness. [5+5]
- OR**
- 9.a) Explain the concept of Trait theory and Social Cognitive Theory.
b) Discuss the need to study perception in the organizational behavior. [5+5]
- 10.a) Why is it essential to motivate your employees. Discuss.
b) Discuss two Factor theory of motivation. [5+5]
- OR**
- 11.a) It is found that organizations are struggling to find good of Leaders. What are the reasons and how to overcome it?
b) Discuss the valance theory of motivation. [5+5]

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