

Roll No. ....

**12601**

**MBA 2 Year 1st Semester (CBCS)  
2019-20 (New Scheme)  
Examination – December, 2022**

**MANAGEMENT CONCEPT AND ORGANIZATIONAL  
BEHAVIOR**

**Paper : 19IMG21C1**

*Time : Three hours ]*

*[ Maximum Marks : 80*

*Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard, will be entertained after examination.*

*Note : Section-A is compulsory. Attempt four questions from Section-B (one question from each Unit).*

**SECTION – A**

1. Write short notes on the following :

- (a) Dynamics in Social Milieu.
- (b) Emotional Intelligence.
- (c) Process Theories.
- (d) Trait Theory.

- (e) Group behaviour.
- (f) Intrapersonal process.
- (g) Job Design.
- (h) Organisational Control.

## SECTION – B

### UNIT – I

2. "Mr. A is a sales manager in XYZ organization. He feels de-motivated, stressed and his job performance is reducing everyday because his boss Mr. B lacks Empathy, Self awareness, Self regulation, Motivation and Social skills." Discuss the concept we are referring in the situation. How you will handle this situation ?
3. Write note on Dynamics in Social Milieu. What kind of core competencies and skills are required in today's situation. Support your answer with example.

### UNIT – II

4. Write notes on :
  - (a) Behavioral approach.
  - (b) Leadership development.
5. Compare and contrast trait and contingency approach. Which of these is more appropriate for today's world ? Support your answer with examples.

### UNIT - III

6. Explain the foundation and importance of organisational behaviour in managing people in an organisation.
7. Define Personality. Explain theories of personality.

### UNIT - IV

8. Compare organization climate from organisation culture. And identify cultures core competencies in organisations.
9. A well established firm wants to introduce the implementation of new technology and new machines for production. The workers in the firm (total 238) are in fear because of change and are resisting in many ways. What would you suggest to management and tackle the situation?