



QP CODE: 24800183



Reg No : .....

Name : .....

**M.B.A. DEGREE EXAMINATION, DECEMBER 2023**

**First Semester**

Faculty of Management Science

**Core - MB010101 - MANAGEMENT CONCEPTS AND ORGANIZATIONAL  
BEHAVIOUR**

2019 Admission Onwards

65139B64

Time: 3 Hours

Maximum Marks: 60

**Part A**

*Answer any **five** questions. Each question carries **2** marks.*

1. What is a decision criteria?
2. What is the meaning of Satisfice in decision making?
3. What is SWOT analysis?
4. What is selection?
5. What is a proactive personality?
6. List the five needs in Maslow's hierarchy.
7. What is Creativity?

(5×2 = 10 Marks)

**Part B**

*Answer any **five** questions. Each question carries **6** marks.*

8. Explain the applications of artificial intelligence in managing today's organisations.
9. What are the benefits of control?
10. Explain Locus of Control, Machiavellianism and Self-Monitoring personality traits found in organisations.
11. Explain the errors or biases that distort attributions in the perceptual process.
12. Explain how Pay-for-performance is used for motivating employees.
13. What are the characteristics of effective teams?





14. When are conflicts desirable? How can functional conflicts be stimulated?

(5×6 = 30 Marks)

**Part C**

*Answer any **two** questions. Each question carries **10** marks.*

*Question number 17 is compulsory .*

15. Formal and informal organisations are not two different forms but are dimensions of the same organisation". Discuss bringing out the difference between the two.

16. As humans, we always compare ourselves with others. Explain the motivation theory applicable to this human behaviour.

**Compulsory Question**

17. AB Group is a leading retail firm having more than 200 retail stores throughout the country. It has a marketing manager and ten regional sales managers. Each regional sales manager supervises the work of 20 store managers in the region. Each store manager in turn supervises all the sales persons working in his store. According to Mr. Das, the Marketing Manager, the company policy has always been to permit a person to take responsibility for one's own work. With so many people to supervise, a manager cannot interfere into his subordinates' work.

Questions.

1. What is the span of management found in the company? What are the merits and demerits of the company's approach?

2. If the span is reduced to five, what effect will it have on the company?

(2×10 = 20 Marks)

