

**FACULTY OF MANAGEMENT****MBA (CBCS) I – Semester Examination, January 2018****Subject: Management and Organization Behaviour****Paper Code – MB – 101****Time: 3 Hours****Max.Marks: 80****Note: Answer all the questions.****PART – A (5x4 = 20 Marks)  
[Short Answer Type]**

- 1 MBWA
- 2 Open Model of decision making
- 3 Personality Trait
- 4 Transitional analysis
- 5 Organization culture.

**PART – B (5x12 = 60 Marks)  
[Essay Answer Type]**

- 6 a) What is Scientific Management? Discuss the principles of Scientific Management.  
**OR**  
b) Explain 3D model of Managerial Behaviour.
- 7 a) Explain the process of Decision Making.  
**OR**  
b) Distinguish between Centralization and Decentralization.
- 8 a) How does Herzberg's Two factor theory help managers motivate employees.  
**OR**  
b) Discuss different process theories of Motivation. To what extent are these theories applicable in actual practice?
- 9 a) What is Conflict? Discuss various modes of Management of conflict.  
**OR**  
b) What is Leadership? Explain the various styles of leadership.
- 10 a) Define organizational culture. Explain the various ways in which organizational culture is created and sustained.  
**OR**  
b) Explain the concept 'Management of Change'. Elaborate the various causes for resistance to change.