MBHC-1.1

Sl.No. : **Total No. of Pages : 3**

First Semester M.B.A. Degree Examination, June - 2025
(SLM Scheme) (CBCS)
MANAGEMENT
Management and Organisational Behaviour

Time : 3 Hours **Max. Marks : 80**

SECTION - A

Answer any five questions. Each question carries five marks. **[5 × 5 = 25]**

Q1) Explain the types of organizations.

Q2) What are the qualities of a successful leader?

Q3) Bring out the factors determining Job satisfaction.

Q4) What are attitudes? How are they acquired?

Q5) What is conflict ? Why do they arise in organization?

Q6) What is communication? Explain its significance.

Q7) Explain the Reasons for group formation.

SECTION - B

Answer any four questions. Each question carries ten marks. **[4 × 10 = 40]**

Q8) Discuss the models of organizational behaviour.

Q9) Explain the personal factors and organization factors influencing individual behaviour.

Q10) Explain the nature of management and different functions of management.

Q11) Explain the types of organizational structure in modern business organizations.

Q12) What is essence of vrooms expectancy model of motivation? What are its merits and limitations?

Q13) What is controlling? Explain the steps involved in it.

SECTION - C

Q14) **Case (Compulsory)** **[1 × 15 = 15]**

Mr. Subramani, a brilliant Young man obtained his MBA degree from am Indian University in 2019 with specialisation in the area of finance. His basic degree in B.E in Chemical Engineering. The Engineering background coupled with the management education aroused in him new spirits to strike on his own and thus developed a penchant to start an enterprise. Careful and systematic analysis of the various opportunities enabled him finally to zero in on the production and marketing of polythene bags that are increasingly used fertiliser and Cement industries. The location of a fairly good number of units of these two industries in the South (for instance, of the about 95 cement units nearly 40 are concentrated in the four Southern States) influenced his decision of the product choice. The fact that technology involved is also not complicated and volatile further reinforced his belief about the market potential. To reap certain locational advantages, he preferred to set up the unit in a fast growing district headquarters town connected with a good network of transport and communication facilities. But the cost of land as well as its availability became a problem. With the limited funds at his disposal, he could not afford to buy land and construct the unit which involves the commitment of substantial portion of his meagre funds.

On enquiry he came to know of certain sick units in the industrial estate in the outskirts of the town, which have ceased to function for some time in the past. The machinery in a few such units having been already auctioned, the sheds were available for sale lease. This opportunity came in handy for Mr. Subramani, He took on lease one such shed and spent about one lakh to effect a few changes to suit his requirements. He started contacting the suppliers for the plant and machinery. He is confident of obtaining financial assistance to meet the fixed as well as working capital requirements of the business. But at the same time, he is also confused of the multiplicity of organisations/agencies that have come up to cater to the needs of small scale entrepreneurs. He doesn't have adequate knowledge of the assistance available and the incentives offered by all these agencies to promote entrepreneurship. Further, even though he doesn't for see any problems in the technical aspects relating to production, he is rather apprehensive of marketing the product. The demand for his product, being a derived one, is influenced by two factors – one, the demand for fertilisers, cement and other bulk commodities and two, the extent of the success made in replacing the gunny bags which are still in wider use. To add to his bother, Government of India, of late, is understood to have been contemplating to insist the use of gunny bags to protect the jute industry which has been languishing and is likely to vanish. However, all these problems could not deter the spirit of Mr. Subramani who is fully 342 determined and bent on going ahead.

Questions :

a) Where did Mr. Subramani go wrong in the whole plan of establishment of the unit?

b) Assuming that government had made the use of gunny bags compulsory, what alternatives do you suggest to Mr. Subramani at this stage?

c) How to educate the publics in using environment pollution free products?

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