

D Y Patil Agriculture & Technical University, Talsande

Year and Program: 2022-23	School of Agri Business Management	Department of MBA-ABM
Course Code: MABM001101	Course Title: Principals of management & Organizational Behavior	Semester – I
Day and Date: Monday, 13-Feb-2023	End Semester Examination (ESE)	Time: 9.30 To 12.30 Max Marks: 100

Instructions:

- 1) **Q.6 is compulsory**
- 2) **Solve any 4 questions from Q.1 to Q.5**
- 2) Assume suitable data wherever necessary.
- 3) Figures to the right indicate full marks.

Q.1		Answer/Solve the following	Marks	Bloom's Level	CO
	a)	Define communication? Write in detail elements involved in communication Process.	10	L 5	CO 3
	b)	Define management? Discuss in detail about functions of management.	10	L 6	CO 2
Q.2		Answer/Solve the following			
	a)	Define organizational culture? Explain factors affecting Organizational Culture.	10	L 6	CO 5
	b)	Define group dynamics? Discuss various types of the group dynamics.	10	L 5	CO 4
Q.3		Answer/Solve the following			
	a)	What is Staffing? Explain in detail Staffing process.	10	L 5	CO 2
	b)	Define leadership? Explain various styles of leadership in detail.	10	L 5	CO 3
Q.4		Answer/Solve the following			
	a)	Enlist theories of Motivation? Explain Maslow's theory of motivation.	10	L5	CO 2
	b)	Define organizational behaviour? Explain model of organizational behaviour.	10	L 5	CO 4
Q.5		Answer/Solve the following			
	a)	Define personality? Explain big 5 personality traits.	10	L 5	CO 3
	b)	Define organizational conflict? What are the causes of organizational conflict?	10	L 5	CO 5

Q.6	Case Study	20	L 5	CO 1
	<p>Read the following case and answer the following questions on the basis of the same:</p> <p>Nakul belongs to a small village in Varanasi. Being the only literate person in his immediate family, he decides to settle in a city. So he opens a sweets shop in Chandni Chowk, Delhi as he possesses extraordinary culinary skills. Very soon he starts getting requests from his cousins in the village to engage them in some kind of job in his business. Considering it to be his moral obligation, he engages five of his cousins in his business without paying any specific attention to their individual capabilities. This leads to wastage of materials, time, effort and energy, resulting in lower productivity and poor quality of products. As a result, the profitability of his business starts falling. Soon, he realised that for the success of the business it is essential that right kind of people must be available in right number at the right time.</p> <p>Questions: -</p> <ol style="list-style-type: none"> a) You have to Identify and explain in detail the function of management that are being applied by Nakul. b) Suggest in detail selection process to Nakul for new employee. 			