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PRESIDENCY UNIVERSITY

BENGALURU

Mid - Term Examinations – October 2025

Date: 10-10-2025

Time: 02.00pm to 03.30pm

School: SOD/SOIS/SOL/SOE/SOC	Program: All Programs	
Course Code: BBA2088	Course Name: Management and Behavioral Practices	
Semester: III/V/VII/IX	Max Marks: 50	Weightage: 25%

CO - Levels	CO1	CO2	CO3	CO4	CO5
Marks	36	14	-	-	-

Instructions:

- (i) *Read all questions carefully and answer accordingly.*
- (ii) *Do not write anything on the question paper other than roll number.*

Part A

Answer ALL the Questions. Each question carries 2 marks.

5Q x 2M=10M

1	List any two functions of management.	2 Marks	L1	CO1
2	Identify any two roles of a manager as per Mintzberg.	2 Marks	L1	CO1
3	State any two principles of Henry Fayol.	2 Marks	L1	CO1
4	Mention any two types of plans.	2 Marks	L2	CO2
5	List any two types of decisions in decision making.	2 Marks	L2	CO2

Part B

Answer ALL the Questions. Each question carries 10 marks.

4Q x 10M=40M

6.	Differentiate between administration and management with real-life examples.	10 Marks	L2	CO1
Or				
7.	Discuss the importance of Management principles in business.	10 Marks	L2	CO1

8.	Analyze how the principles of management by Fayol can be applied in modern IT companies.	10 Marks	L2	CO 1
Or				
9.	Illustrate the process of management with a neat diagram.	10 Marks	L2	CO 1

10.	Explain the functions of management as per Koontz and O'Donnell.	10 Marks	L2	CO 1
Or				
11.	Evaluate the role of remuneration and equity principles in employee motivation.	10 Marks	L2	CO 1

12.	Explain the nature and importance of planning with suitable examples.	10 Marks	L2	CO 2
Or				
13.	Describe the Management by Objectives (MBO) process and its relevance in modern organizations.	10 Marks	L2	CO 2