



| | | | | | | | | | | | | | | |
|----------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Roll No. | | | | | | | | | | | | | | |
|----------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|

PRESIDENCY UNIVERSITY

BENGALURU

Mid - Term Examinations – October 2025

Date: 07-10-2025

Time: 02.00pm to 03.30pm

| | | |
|----------------------|---|---------------|
| School: SOL | Program: BBL | |
| Course Code: BBL3001 | Course Name: Management and Behavioral Practice | |
| Semester: I | Max Marks:50 | Weightage:25% |

| | | | | | |
|-------------|-----|-----|-----|-----|-----|
| CO - Levels | C01 | C02 | C03 | C04 | C05 |
| Marks | 26 | 24 | | | |

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 2marks.

5Q x 2M=10M

| | | | | |
|---|--|---------|----|-----|
| 1 | Explain the significance of management in an organization? | 2 Marks | L2 | C01 |
| 2 | Illustrate the main focus of behavioral management approach? | 2 Marks | L2 | C01 |
| 3 | What are technical skills in management? | 2 Marks | L1 | C01 |
| 4 | What is meant by Management by Objectives (MBO)? | 2 Marks | L1 | C02 |
| 5 | Outline any two steps in the planning process. | 2 Marks | L2 | C02 |

Part B

Answer the Questions.

Total Marks 40M

| | | | | |
|----|--|----------|----|-----|
| 6. | A financial services company uses statistical tools and research methods (science), require creativity and judgment (art), and follows a professional code of conduct. Discuss whether management can be regarded as science, art and profession with justification. | 10 Marks | L3 | C01 |
| Or | | | | |
| 7. | A start-up company with young entrepreneurs is struggling with | 10 Marks | L3 | C0 |

| | | | | |
|--|---|--|--|----------|
| | planning, organizing resources, and motivating employees. Discuss in detail the nature, process, and significance of management in ensuring the growth and stability of the start-up. | | | 1 |
|--|---|--|--|----------|

| | | | | |
|-----------|---|-----------------|-----------|-----------------|
| 8. | A factory faces problems in productivity and employee dissatisfaction. The management is confused about whether to follow Fayol's administrative principles or Taylor's scientific management. Discuss in detail the differences and contributions of both approaches and how they can complement each other in solving the factory's problems. | 10 Marks | L3 | CO 1 |
|-----------|---|-----------------|-----------|-----------------|

Or

| | | | | |
|-----------|---|-----------------|-----------|-----------------|
| 9. | In a government ministry, top officials focus on framing policies, while department heads and supervisors carry out execution. Differentiate between administration and management with reference to this case, explaining in detail. | 10 Marks | L3 | CO 1 |
|-----------|---|-----------------|-----------|-----------------|

| | | | | |
|------------|--|-----------------|-----------|-----------------|
| 10. | A manufacturing company prepares policies for recruitment, standard procedures for quality testing, and also prepares budgets for production. Explain the different types of plans reflected here. | 10 Marks | L3 | CO 2 |
|------------|--|-----------------|-----------|-----------------|

Or

| | | | | |
|------------|--|-----------------|-----------|-----------------|
| 11. | XYZ Ltd. is planning to launch a new product. Describe in detail the planning process the company should follow. | 10 Marks | L3 | CO 2 |
|------------|--|-----------------|-----------|-----------------|

| | | | | |
|------------|---|-----------------|-----------|------------|
| 12. | In a software firm, managers set goals jointly with employees, monitor progress, and evaluate results at the end of the project. Explain the process and importance of MBO with reference to this case. | 10 Marks | L3 | CO2 |
|------------|---|-----------------|-----------|------------|

Or

| | | | | |
|------------|--|-----------------|-----------|------------|
| 13. | A start-up achieved high sales initially but failed due to poor forecasting and lack of clear strategies. Discuss the importance of planning in ensuring growth and stability. | 10 Marks | L3 | CO2 |
|------------|--|-----------------|-----------|------------|