



PRESIDENCY UNIVERSITY

BENGALURU

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End - Term Examinations - December 2025

Date: 05-12-2025

Time: 01:00pm - 04:00pm

School: COMMON TO ALL SCHOOL	Program: COMMON TO ALL PROGRAM	
Course Code : BBA2088	Course Name: Management and Behavioral Practice	
Semester: OE	Max Marks: 100	Weightage: 50%

CO - Levels	CO1	CO2	CO3	CO4	CO5
Marks	22	26	26	26	---

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.

10Q x 2M=20M

1.	Define Management in your own words	2 Marks	L1	CO1
2.	State any two characteristics of Management	2 Marks	L1	CO1
3.	List any two significances of Management	2 Marks	L1	CO1
4.	Name any two principles of management formulated by Henri Fayol	2 Marks	L1	CO1
5.	What is Management by Objectives (MBO)?	2 Marks	L1	CO2
6.	Identify whether the decision is Programmed or Non-programmed when a manager handles a routine employee leave request.	2 Marks	L1	CO2
7.	Define Organizing.	2 Marks	L1	CO3
8.	List any two principles of Organization.	2 Marks	L1	CO3
9.	Define directing in the context of management.	2 Marks	L1	CO4
10.	List any four principles of directing.	2 Marks	L1	CO4

Part B

Answer ALL the Questions. Each question carries 7 marks.

5Q x 7M = 35M

11.	Explain the Nature of Management and illustrate how it functions as both a group activity and a dynamic process within organizations.	07 Marks	L2	C01
Or				
12.	Summarize the Significance of Management and justify how effective management contributes to organizational stability and growth with suitable examples.	07 Marks	L2	C01
13.	Interpret Henri Fayol's principle of Authority and Responsibility and demonstrate how imbalance between them affects managerial performance. Provide examples from airline industry.	07 Marks	L2	C01
Or				
14.	Compare and Differentiate Unity of Command and Unity of Direction with suitable organizational examples to show their practical implications.	07 Marks	L2	C01
15.	Explain the Nature of Planning and illustrate how planning helps organizations deal with uncertainties in a dynamic business environment with suitable examples.	07 Marks	L2	C02
Or				
16.	Interpret the Importance of Planning and justify how planning contributes to resource optimization and reduction of wasteful activities in Apple Incorporation.	07 Marks	L2	C02
17.	Explain the Nature and Purpose of Organizing and demonstrate how organizing contributes to coordination and optimum utilization of resources in an airline industry.	07 Marks	L2	C03
Or				
18.	Discuss the Principles of Organization and illustrate how violation of any two principles can lead to organizational inefficiency with suitable examples.	07 Marks	L2	C03
19.	Describe the role of leadership in managing organizational change during periods of growth, stability, and decline with some organizational examples.	07 Marks	L2	C04
Or				
20.	Distinguish between Maslow's Hierarchy of Needs and Herzberg's Two-Factor Theory with reference to how they view employee motivation with suitable real-life examples.	07 Marks	L2	C04

Part C

Answer any three Questions. Each question carries 15marks

3Q x 15M=45M

21.	<p>In a large organization, every department focuses only on its own success — marketing increases promotions, production speeds output, finance limits spending, and HR hires aggressively.</p> <p>After a few months, the organization begins to face confusion, delays, and internal disagreements.</p> <p>Apply the concept of coordination which acts as the connecting force among different departments, and explain why management cannot succeed without it.</p>	15 Marks	L3	CO1
22.	<p>Demonstrate the Authority–Responsibility–Accountability relationship operates differently in Centralized and Decentralized organizational structures.</p> <p>Apply your analysis by constructing an organizational scenario where imbalance among the three leads to failure in decision execution.</p> <p>Your answer must include:</p> <p>Structural diagram</p> <p>Clear explanation of power flow</p> <p>Specific managerial failure outcome</p>	15 Marks	L3	CO3
23.	<p>At Star Line Electronics, managers introduce Management by Objectives (MBO) to improve performance. Clear targets are set, but some employees feel pressure to meet numbers and worry that creativity may be restricted.</p> <p>Question</p> <p>Apply the concept of MBO to construct an explanation of its strengths and limitations as a performance management system. Develop suggestions on how Star Line Electronics can <i>make use of</i> MBO in a way that maintains employee motivation and supports creativity rather than restricting it.</p>	15 Marks	L3	CO2
24.	<p>Managers are expected to make rational decisions.</p> <p>However, in real situations they face time pressure, limited information, personal bias, and organizational constraints.</p> <p>Explain the concept of bounded rationality and evaluate how behavioral aspects influence managerial decision-making in uncertain or complex business environments.</p> <p>Provide suitable examples.</p>	15 Marks	L2	CO2

25.	<p>A company is undergoing a major digital transformation. Employees who have worked for 15+ years are showing resistance, fear, and reduced productivity, whereas newly hired employees welcome the change confidently. The top management wants to ensure smooth transition without losing employee trust or morale.</p> <p>Apply any two motivational theories and a suitable leadership style to this situation. Explain how your chosen approaches can reduce resistance and improve employee acceptance of change.</p>	15 Marks	L3	C04
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