Roll No: | | | | | | | | | | | |

GAIN MORE KNOWLEDGE
REACH GREATER HEIGHTS

PRESIDENCY UNIVERSITY

Presidency University Act, 2013 of the Karnataka Act No. 41 of 2013 | Established under Section 2(f) of UGC Act, 1956
Approved by AICTE, New Delhi | Approved By BCI
Bengaluru

Mid Term Examinations - October 2026

Date: 05/10/2026 **Time:** 02:00 PM - 03:30 PM

Course Code: BBA2088 **Course Name:** MANAGEMENT AND BEHAVIOURAL PRACTICES

Semester: Fifth Semester **Max. Marks:** 50 **Weightage:** 50%

CO - Levels	CO1	CO2
Marks	92	88

PART A: Answer Following Questions. 10 M

Q.N.	Questions	M	CO	BT
1	Define Management.	2	CO1	BT1
2	What do you mean by Interpersonal Skills in Management?	2	CO1	BT1
3	State any two differences between Administration and Management.	2	CO1	BT1
4	Give the meaning of Management by Objective (MBO).	2	CO2	BT1
5	Explain any two reasons for Management by Exception (MBE).	2	CO2	BT2

PART B : Answer Any 1 Following Questions. 10 M

Q.N.	Questions	M	CO	BT
6	Henri Fayol's 14 principles of management are foundational guidelines created in the early 20th century to help managers run organizations efficiently and lead people effectively. Explain Henri Fayol's 14 principles of management.	10	CO1	BT2
7	The nature of management is essential because it defines whether management operates as a universal science, art, or profession, guiding organizations to adapt to changing environments. Understanding this nature helps managers systematically coordinate resources, improve efficiency, and achieve goals across any industry or organizational scale. Explain the Nature of Management with suitable examples.	10	CO1	BT2

PART C: Answer Any 1 Following Questions. 10 M

Q.N.	Questions	M	CO	BT
8	Planning is a continuous, goal-oriented mental exercise focused on anticipating the future and deciding actions in advance. It is vital because it provides direction, minimizes risks, and optimizes resource use to achieve organizational goals. Explain the Nature and the Importance of Planning.	10	CO2	BT2
9	A structured decision-making process is vital because it transforms analytical thinking into effective operational results and optimal resource allocation. It minimizes uncertainty and guides individuals and teams toward achieving their long-term goals. Explain the steps involved in the Decision-Making Process.	10	CO2	BT2

PART D: Answer Any 1 Following Questions. 10 M

Q.N.	Questions	M	CO	BT

PTO (Please Turn Over)

10	Managers play a critical role in organizations by aligning individual employee goals with the company's broader strategic vision. They maximize productivity, foster team collaboration, and drive overall business growth by effectively allocating resources and supporting employee development. Explain the role of Managers.	10	CO1	BT2
11	The functions of management—planning, organizing, staffing, directing, controlling, leading, coordinating, communicating, innovating and representing—are vital because they optimize resource utilization and reduce workplace chaos. By providing a structured roadmap, they align individual efforts with organizational goals to ensure sustained growth and efficiency. Explain the Functions of Management.	10	CO1	BT2

PART E: Answer Any 1 Following Questions. 10 M				
Q.N.	**Questions**	**M**	**CO**	**BT**
12	The planning process is the structured method an individual or organization uses to define goals, map out strategies, and allocate resources to achieve a desired future state. Explain the Planning Process with suitable diagram.	10	CO2	BT2
13	Understanding different types of decisions is critical because it helps organizations allocate the right resources and time to each problem, ensuring day-to-day operations run smoothly while long-term strategic goals are met. Explain the Types of Decisions.	10	CO2	BT2