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**PRESIDENCY UNIVERSITY
BENGALURU**

SET B

**SCHOOL OF LAW
END TERM EXAMINATION - JAN 2024**

Semester : Semester I - 2023

Course Code : BBL3001

Course Name : Management and Behavioural Practices

Program : BBA LLB Honors

Date : 10-JAN-2024

Time : 1:00 PM - 4:00 PM

Max Marks : 100

Weightage : 50%

Instructions:

- (i) Read all questions carefully and answer accordingly.
 - (ii) Question paper consists of 1 part.
 - (iii) Scientific and non-programmable calculator are permitted.
 - (iv) Do not write any information on the question paper other than Roll Number.
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ANSWER ALL THE QUESTIONS

10 X 10M = 100M

1. A company, which manufactures a popular brand of toys, has been enjoying good market reputation. It has a functional organisational structure with separate departments for Production, Marketing, Finance, Human Resources and Research and Development. Lately to use its brand name and also to cash on to new business opportunities it is thinking to diversify into manufacture of new range of electronic toys for which a new market is emerging.

Q. Prepare a report regarding organisation structure giving concrete reasons with regard to benefits the company will derive from the steps it should take.

(CO1) [Comprehension]

2. For the last three years, Mahagun Industries is not functioning smoothly and systemically. The relations between management and employees are becoming bitter day by day. After a complete analysis, it was observed that employees are not working effectively and efficiently and management is not fulfilling its commitment of increments and promotions.

1) Can the problem be solved if only management becomes in fulfilling its promises? Suggest the appropriate course of action to achieve smooth and systematic functioning.

(CO1) [Comprehension]

3. In what ways does the nature of planning accommodate flexibility and adaptability to changing circumstances?

(CO2) [Comprehension]

4. Design a comprehensive decision-making process that incorporates risk assessment and contingency planning.
(CO2) [Comprehension]
5. Design a comprehensive strategy for preventing the escalation of line-staff conflict.
(CO3) [Comprehension]
6. Analyze the advantages and disadvantages of a centralized decision-making process.
(CO3) [Application]
7. In the context of organizational planning, can you distinguish between tactical, operational, and strategic plans?
(CO4) [Application]
8. Compare and contrast the assumptions and implications of Maslow's Hierarchy of Needs and Herzberg's Two-Factor Theory.
(CO4) [Application]
9. Analyze how control steps analysis can be used to identify the root causes of performance deviations in a manufacturing process.
(CO5) [Application]
10. Describe how communication plays a vital role in the process of providing clear direction to a team.
(CO5) [Application]