

Roll No



**PRESIDENCY UNIVERSITY
BENGALURU**

SET-A

**SCHOOL OF LAW
END TERM EXAMINATION – MAY/JUNE 2024**

Semester: Semester IV - 2022
Course Code : BBL2008
Course Name: - Management and Behavioral Accounting
Program: BBA LLB Honors

Date : June 18, 2024
Time : 9:30 AM -12:30 AM
Max Marks : 100
Weightage : 50%

Instructions:

- (i) Read all questions carefully and answer accordingly.
- (ii) Question paper consists of 3 parts.
- (iii) Scientific and non-programmable calculator are permitted.
- (iv) Do not write any information on the question paper other than Roll Number.

PART A

ANSWER ANY FOUR QUESTIONS

4Q X 5M = 20 MARKS

1. Discuss about the paternal style of leadership in an organization.
(CO3) [Knowledge]
2. "Management is considered a multi-faceted concept". Explain the mentioned statement.
(CO3) [Knowledge]
3. Discuss about the importance of communication in an organization.
(CO4) [Knowledge]
4. Briefly explain the difference between management and administration in an organization.
(CO4) [Knowledge]
5. Manager Work as a "Negotiator" in an organization. Explain the mentioned term.
(CO5) [Knowledge]
6. Explain the concept of delegation and its relationship to decentralization. How does delegation facilitate decentralization in organizations?
(CO5) [Knowledge]

PART B

ANSWER ANY FOUR QUESTIONS

4Q X 10M = 40 MARKS

7. Imagine you're planning a cross-country road trip. Outline the key steps you would follow to ensure a smooth and enjoyable journey, considering factors such as route planning, accommodation booking, and budgeting.
(CO2) [Application]

8. One of your team members has been consistently missing deadlines and their performance seems to be declining. Explain the motivational techniques you will use to re-engage the team member and improve their performance.
(CO4) [Application]
9. Developing an organizational framework and assigning human resources to ensure the achievement of goals represent the organizing role of management. Describe the principles of Delegation of Authority, Unity of Command and Principle of Responsibility in an organization.
(CO3) [Application]
10. Imagine you're starting a small business. Outline the steps you would take to create a business plan, including conducting market research, defining your target market, and outlining your financial projections.
(CO1) [Application]
11. Motivation is a physiological and psychological process that controls our behaviour based on our needs and desires which also energize behaviour. Based on the statement discuss the McClelland's Achievement, Affiliation and Power theory of Needs.
(CO4) [Application]
12. Organizations need to study individual and group behaviour in order to identify key elements to help improve overall work environments. Explain the organization as intuition and systematic study with examples.
(CO5) [Application]

PART C

ANSWER ANY TWO QUESTIONS

2Q X 20M = 40 MARKS

13. Suppose you're leading a team with members from diverse cultural backgrounds. Explain the steps you would take to ensure effective communication and collaboration while respecting cultural differences.
(CO5) [Analysis]
14. Your team has achieved a significant milestone in a project, but they seem to be lacking enthusiasm for the next phase. Discuss about the motivational techniques used by your team to maintain momentum and continue striving for success.
(CO4) [Analysis]
15. Organizational activity is shaped by organizational structure, which also sets standard operating procedures and practices. Discuss about formal and informal organization structure with diagram.
(CO3) [Analysis]