

**Exam. Code : 304301**

**Subject Code : 7394**

**P.G. Dip. in Business Management I<sup>st</sup> Semester**

**PGDBM-101 : MANAGEMENT AND  
ORGANIZATIONAL BEHAVIOUR**

Time Allowed—3 Hours] [Maximum Marks—50

**SECTION—A**

**Note :—** Answer any **FIVE** questions from this section. Answer to each question should be upto **5** lines. Each question carries **2** marks.

1. (i) What is 'Unity of Direction' ?
- (ii) Define strategy.
- (iii) What are the advantages of MBO ?
- (iv) Define authority.
- (v) Write the essentials of communication.
- (vi) What is 'Self Actualisation' need ?
- (vii) Why control is required ?
- (viii) What is organisational development ?

**SECTION—B**

**Note :—** Answer any **TWO** questions from this section. Answer to each question should be upto **5** pages. Each question carries **10** marks.

2. Explain the functions of management in detail.
3. Define Decision Making. Explain the process of Decision Making.

4. What is span of management ? Discuss the factors affecting span of management.
5. Discuss the importance of human factor in an organisation.

**SECTION—C**

**Note :—** Answer any **TWO** questions from this section. Answer to each question should be upto **5** pages. Each question carries **10** marks.

6. What are the barriers to communication ? Suggest their solutions.
7. Explain Theory 'X' and 'Y' of motivation.
8. Discuss the traditional techniques of control.
9. What are the possible reasons of conflict in organisations ? How can managers prevent conflicts ?