

## **BRAINWARE UNIVERSITY**

## Course - B.TECH

## Management II (MB 201)

(Semester - 2)

Time	Full Marks : 70					
[The	figure in the margin indicates full mark their own words	ks. Candidates are require s as far as practicable]	d to give their answers in			
	G	roup –A				
	(Multiple Cho	ice Type Question)	$10 \times 1 = 10$			
1.	Choose the correct alternative from the following:					
(i)	Self-actualization need is a/an					
	a. Material need	b. Physiologica	l need			
	c. Abstract need	d. Mundane nee	ed			
(ii)	Two factor theory was developed by					
	a. Maslow	b. Vroom				
	c. Herzberg	d. McClelland				
(iii)						
	a. Progress Conflict	b. Process Conflic	ct			
	c. Task Conflict	d. Relationship C	onflict			
(iv)	Which of the following theories is rela	of a leader?				
	a. Attribution Theory	b. Social Exchang	e Theory			
	c. Trait Theory	d. System Justifica	ation Theory			
(v)	Which of the following is not a conflict resolution process?					
	a. Avoiding	b. Competing				

d. Frustrating

c. Accommodating

(vi)	Who c	Who conducted the experiment called 'Classical Conditioning'?				
	a.	Mayo	b.	Argyris		
	c.	Pavlov	d.	Kolb		
(vii)	Manag	gerial Grid is				
(viii)	c.	A matrix depicting various leadership effectiveness A matrix depicting various organisational functions isational behaviour deals with the	d.	<ul> <li>A matrix depicting various leadership styles</li> <li>A matrix depicting various organisational rules and regulations vioural patterns of</li> </ul>		
	a.	Individual	b.	Group		
	c.	Both group and the individual	d.	None of these		
(ix)	Which one of the following is/are leadership theories?					
	a.	Trait Theory	b.	Path Goal Theory		
	c.	Contingency Theory	d.	All of these		
(x)	(x) Which one is not a Need Based Theory of motivation?					
	a.	Maslow's Theory	b.	Herzberg's theory		
	c.	Alderfer's theory	d.	Vroom's theory		
		Gro	up – l	3		
	$3 \times 5 = 15$					
Ansv	ver any <i>th</i>	hree from the following				
2.	Briefly o	liscuss 'Span of Control'.			[5]	
3.	Make a comparison between Centralised and Decentralised organisations.				[5]	
4.	4. Briefly discuss the leadership skills.					
5. Discuss in brief the importance of organization behaviour.					[5]	
6. Discuss Maslow's Need Hierarchy Theory on motivation.					[5]	

## Group - C

(Long Answer Type Questions)  $3 \times 15 = 45$ Answer any three from the following 7. (a) [2] What is conflict? Discuss conflict resolution models with examples. (b) [13] Elaborate different types of organisational structure citing examples. [15] 8. Define motivation. [2] 9. (a) Write two theories on motivation. [13] (b) Explain the contributions of various disciplines to organisational 10. behaviour. [15] Explain any two theories on leadership. [15] 11.