



BRAINWARE UNIVERSITY

Course – B.TECH

Management II (MB 201)

(Semester – 2)

Time allotted: 3 Hours

Full Marks : 70

[The figure in the margin indicates full marks. Candidates are required to give their answers in their own words as far as practicable]

Group –A

(Multiple Choice Type Question)

10 x 1 = 10

1. *Choose the correct alternative from the following:*

(i) Self-actualization need is a/an

a. Material need

b. Physiological need

c. Abstract need

d. Mundane need

(ii) Two factor theory was developed by

a. Maslow

b. Vroom

c. Herzberg

d. McClelland

(iii) Which of the following is not a type of conflict?

a. Progress Conflict

b. Process Conflict

c. Task Conflict

d. Relationship Conflict

(iv) Which of the following theories is related to the characteristics of a leader?

a. Attribution Theory

b. Social Exchange Theory

c. Trait Theory

d. System Justification Theory

(v) Which of the following is not a conflict resolution process?

a. Avoiding

b. Competing

c. Accommodating

d. Frustrating

Group – C

(Long Answer Type Questions)

3 x 15 = 45

Answer any *three* from the following

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|-----|---|------|
| 7. | (a) What is conflict? | [2] |
| | (b) Discuss conflict resolution models with examples. | [13] |
| 8. | Elaborate different types of organisational structure citing examples. | [15] |
| 9. | (a) Define motivation. | [2] |
| | (b) Write two theories on motivation. | [13] |
| 10. | Explain the contributions of various disciplines to organisational behaviour. | [15] |
| 11. | Explain any two theories on leadership. | [15] |