

(ix) Select the one, that is not a broad group of management theories i) Classical management theory ii) Neoclassical management theory iii) Modern management theory

- a) (i) only
- c) (iii) only

- b) (ii) only
- d) None of these

(x) Identify, who is the father of the administrative management theory

- a) Henry Fayol
- c) Harrington Emerson

- b) Henry Gantt
- d) Winslow Taylor

(xi) Select the assumption of rationality to rationale decision making.

- a) Preferences are clear
- c) The problem is clear and unambiguous

- b) Final choice will maximise payoff
- d) All of the these

(xii) Making decisions on the basis of experience, feelings and accumulated judgement is represented as

- a) Decision making
- c) Intuitive decision making

- b) Structured problems
- d) None of these

(xiii) Select which one is a rule of thumb that managers use to simplify decision making.

- a) Heuristics
- c) Sunk - costs

- b) Framing
- d) None of these

(xiv) Trace among the following that is not an element of co-ordination

- a) Integration
- c) Proper timing

- b) Balancing
- d) Directing

(xv) Select the odd one

- a) Goals
- c) Polices

- b) Motivation
- d) Objective

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Group-B

(Short Answer Type Questions)

3 x 5=15

- 2. Describe briefly the functions of management. (3)
- 3. Differentiate centralized and decentralized organizational design. (3)
- 4. Write short notes on leadership grid. (3)
- 5. Explain how key performance indicators can be used for ensuring accountability for performance within an organization. (3)
- 6. Explain briefly the features of motivation. (3)

OR

Briefly explain Maslow's need hierarchy theory of motivation. (3)

Group-C

(Long Answer Type Questions)

5 x 6=30

- 7. Discuss the role of technology in shaping modern organizational design. Analyze how advancements in information technology, automation, and digitalization have impacted the way organizations are structured and operate. (5)
- 8. You are a consultant hired to assess the leadership potential of employees in a large manufacturing company. Utilize the trait theory of leadership to identify and evaluate specific traits and characteristics that are indicative of effective leaders within this industry. Describe the process you would use to assess these traits among employees and how you would use the results to make leadership development recommendations. (5)
- 9. Analyze the differences between intrapersonal, interpersonal, intergroup, and organizational conflicts. Provide examples of each type and discuss their implications for organizational effectiveness. (5)
- 10. Examine the principles of administrative management as outlined by Max Weber. (5)

11. Describe the contributions of Mary Parker Follett to the neo-classical theory of management. (5)
12. Justify the Importance of Group Cohesiveness in Organizational Performance. Provide Examples of How Cohesive Groups Can Enhance Productivity and Collaboration. (5)

OR

Justify the Importance of Motivation in the Workplace. How Does a Motivated Workforce Contribute to Organizational Success? (5)

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