



BRAINWARE UNIVERSITY

Term End Examination 2023

Programme – B.Tech.(CSE)-2018/B.Tech.(CSE)-2019/B.Tech.(CSE)-2020

Course Name – Management II

Course Code - HSMC(CSE)501
(Semester V)

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Time : 2:30 Hours

Full Marks : 60

[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)

1 x 15=15

1. Choose the correct alternative from the following :

- (i) Motivation includes
- a) Job Enrichment
 - b) Job Rotation
 - c) Job Enlargement
 - d) All of these
- (ii) The teacher asked a question to the class. Abhishek raised his hand and answer the question correctly. The teacher praised him and everyone clapped. Now Abhishek tries to raise his hand first, whenever a question is asked in class. This can be interpreted as
- a) Positive reinforcement
 - b) Negative reinforcement
 - c) Positive reinforcement
 - d) Negative reinforcement
- (iii) Select the option that does not include OB's challenges and opportunities.
- a) reinforcing the importance of traditional methods of management.
 - b) offering specific insights to improve interpersonal and people skills.
 - c) helping us learn to cope in a continuously changing world.
 - d) facilitating the improvement of quality and employee productivity.
- (iv) Rearrange the correct sequence of steps to be followed in the organizing process.
- a) Departmentalization, establishing reporting relationships, assignment of duties, identification and division of work
 - b) Identification and division of work, assignment of duties, Departmentalization, establishing reporting relationships
 - c) Identification and division of work, establishing reporting relationships, Departmentalization, assignment of duties
 - d) Identification and division of work, Departmentalization, assignment of duties, establishing reporting relationships
- (v) Your relationship with your friend is under a lot of stress lately, and his/her outbursts of anger are beginning to trouble you greatly. Devise a way to manage the anger of your friend?
- a) Validate your friend
 - b) Be asymmetrical
 - c) Probe
 - d) All the above

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- (vi) Process which begins when one party perceives that the other has frustrated, or is about to frustrate, some concern of his, is known as
- a) Conflict
b) Risk
c) Uncertainty
d) Poor management
- (vii) According to the situational leadership theory, if employees are unwilling and unable, which appropriate leadership style in this situation would you choose?
- a) participative
b) democratic
c) person-oriented
d) directive
- (viii) The ability to influence people through granting or withholding benefits that are of interest to them is called.
- a) reward power.
b) coercive power.
c) expert power.
d) reference power.
- (ix) The Great Man theory is associated with which of the following approaches to studying leadership? Select.
- a) skills
b) intelligences
c) styles
d) traits
- (x) Which one of the following is NOT a pair of Gestalt psychology principles? Compare and select.
- a) continuity and closure principles
b) similarity and emergence principles
c) symmetry and order principles
d) proximate and eminence principles
- (xi) If your team-member is not cooperative in the execution, you should
- a) Warn him openly so that others will not learn from him
b) Talk to him in private and avoid causing any disunity in your team
c) Give him some 'goodies' so that he will be motivated to work
d) None of the above
- (xii) Theory Y infers that
- a) In general, for most people, the excuse of physical and mental effort in work and play is as natural in play or rest
b) Man will exercise self control in those spheres where the objectives tally with his own
c) The capacity for developing and utilising their capacities, knowledge and skill does exist in people
d) All of these
- (xiii) Susan is so beautiful. I bet she is smart. Relate this as an example of _____.
- a) The halo effect
b) The primary effect
c) A self-fulfilling prophesy
d) The recency effect
- (xiv) Albert Bandura is Associated with
- a) Cognitive learning
b) Behaviorism
c) social Learning
d) Mental learning
- (xv) Who is the developer of 'Two Factors theory' of Motivation?
- a) Herzberg
b) Lawless, David. J.
c) A. H. Maslow
d) Porter, Lyman W. and Hackman

Group-B
(Short Answer Type Questions)

3 x 5=15

2. Discuss the significance of the study of OB for an engineer. (3)
3. Describe how does OB benefit from other disciplines of study? Give examples. (3)
4. Illustrate two classifications of formal group. (3)
5. Explain perception with examples. (3)
6. Write a detailed note on team development. (3)
- OR**
- write a short note on organizational conflict with examples. (3)

Group-C
(Long Answer Type Questions)

5 x 6=30

7. Define management. Explain various functions of management (5)
8. Describe in your own words what you mean by Organisational Behaviour. State its importance and scope. (5)
9. Explain McGregor's theories X and Y and the situations in which they can be applied. (5)
10. How can managers increase the efficiency of organizational communication? Illustrate with two examples. (5)
11. The most information-rich communication channel is always the best choice. Illustrate your answer with two examples. (5)
12. "Google has topped Fortune 100 Best Companies to Work for the last two years". Justify your answer in terms of leadership style. (5)

OR

Are controlling techniques very effective in an organization? Justify (5)

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