

# CBCS SCHEME

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MBA101

## First Semester MBA Degree Examination, Dec.2025/Jan.2026 Management and Organisational Behaviour

Time: 3 hrs.

Max. Marks: 100

- Note: 1. Answer any FOUR full questions from Q.No.1 to Q.No.7.  
2. Question No. 8 is compulsory.  
3. M : Marks , L: Bloom's level , C: Course outcomes.**

|            |           |                                                                                                             | M         | L         | C          |
|------------|-----------|-------------------------------------------------------------------------------------------------------------|-----------|-----------|------------|
| <b>Q.1</b> | <b>a.</b> | Explain the Term Management.                                                                                | <b>03</b> | <b>L1</b> | <b>CO1</b> |
|            | <b>b.</b> | Identify different types of organizational structures and explain any two with suitable illustrations.      | <b>07</b> | <b>L2</b> | <b>CO2</b> |
|            | <b>c.</b> | Demonstrate how the Organizational Learning Process contributes to business growth with practical examples. | <b>10</b> | <b>L3</b> | <b>CO2</b> |
| <b>Q.2</b> | <b>a.</b> | List and Explain the different types of Plans.                                                              | <b>03</b> | <b>L1</b> | <b>CO1</b> |
|            | <b>b.</b> | Assess the role of key stakeholders in Organizational Behaviour (OB) and justify the importance of any two. | <b>07</b> | <b>L3</b> | <b>CO2</b> |
|            | <b>c.</b> | Illustrate the essential managerial roles required in an organization with real-world examples.             | <b>10</b> | <b>L4</b> | <b>CO4</b> |
| <b>Q.3</b> | <b>a.</b> | Define OB.                                                                                                  | <b>03</b> | <b>L1</b> | <b>CO1</b> |
|            | <b>b.</b> | Explain levels of management required in the Present Scenario.                                              | <b>07</b> | <b>L2</b> | <b>CO2</b> |
|            | <b>c.</b> | Design a framework for an effective Control Process in management by integrating key principles.            | <b>10</b> | <b>L4</b> | <b>CO3</b> |
| <b>Q.4</b> | <b>a.</b> | Explain Motivation.                                                                                         | <b>03</b> | <b>L2</b> | <b>CO2</b> |
|            | <b>b.</b> | Explain Sources of Power.                                                                                   | <b>07</b> | <b>L2</b> | <b>CO2</b> |
|            | <b>c.</b> | Explain Action Research approach.                                                                           | <b>10</b> | <b>L2</b> | <b>CO2</b> |
| <b>Q.5</b> | <b>a.</b> | Define Team.                                                                                                | <b>03</b> | <b>L1</b> | <b>CO1</b> |
|            | <b>b.</b> | Explain the meaning and importance of organizational culture .                                              | <b>07</b> | <b>L2</b> | <b>CO3</b> |
|            | <b>c.</b> | Explain Maslow's Hierarchy of Needs, at each stage quote examples.                                          | <b>10</b> | <b>L2</b> | <b>CO2</b> |
| <b>Q.6</b> | <b>a.</b> | Define Organizational Change.                                                                               | <b>03</b> | <b>L1</b> | <b>CO1</b> |
|            | <b>b.</b> | Explain in short MARS model of Individual Behaviour.                                                        | <b>07</b> | <b>L2</b> | <b>CO2</b> |
|            | <b>c.</b> | Explain the Stages of Team Development.                                                                     | <b>10</b> | <b>L2</b> | <b>CO2</b> |
| <b>Q.7</b> | <b>a.</b> | Mention the objectives of Management.                                                                       | <b>03</b> | <b>L1</b> | <b>CO1</b> |
|            | <b>b.</b> | Explain the different types of control.                                                                     | <b>07</b> | <b>L2</b> | <b>CO2</b> |
|            | <b>c.</b> | Discuss the Ethical issues of Organizational Behaviour.                                                     | <b>10</b> | <b>L2</b> | <b>CO3</b> |
| 1 of 2     |           |                                                                                                             |           |           |            |

## Compulsory Questions

|     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |    |    |     |
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| Q.8 | <p><b>Case Study</b></p> <p>Dinesh, a young executive in Softech Ltd., has become irritable, unpopular with colleagues and subordinates: and a problem for the boss. His performance has started to slacken and mistakes plague his every action and recommendation. What is surprising is just three months back Dinesh was quite opposite. He also has a brilliant track record. With a gold medal from a prestigious B- School, Dinesh entered his vocational area of finance and proved an instant success. He has revamped the cost and budgetary control systems, set up a management accounting procedure and created a reliable and efficient management information system. Dinesh received awards and is slated to climb up the organizational hierarchy further.</p> <p>Yet such a man has gone to pieces all of a sudden. Several things transpired against Dinesh. His only son has turned out to be a spastic child, he has been overlooked for a promotion, with a less flamboyant outsider being preferred for the no 1 slot by the management, which has suddenly exhibited its preference to a traditional accountant and he has fallen foul of powerful line executive.</p> <p>To compound the problem further, what had been a mild filtration with an office colleagues has assumed the proportion of a major sex scandal.</p> <p>With his emotional relationship in a mess and worried about his son's health and his own future in Softech, Dinesh's morale has gone bust. His self confidence has been rudely shaken.</p> <p>Questions.</p> |    |    |     |
|     | <p><b>a.</b> Analyze how the prior knowledge of OB can help describe these sudden happenings in the life of Dinesh?</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 10 | L5 | CO4 |
|     | <p><b>b.</b> Suggest the way forward for Dinesh</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 10 | L5 | CO4 |

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