



PRACTICE SET
End Semester Examination, December, 2025

Program: BBA

Semester: I

Subject: Principles of Management & Organizational Behavior

Course Code: 11CC101

Course Learning Objective:

CLO1: To understand the foundational concepts, functions, and historical evolution of management and organizational behaviour.

CLO2: To apply core management functions of planning, organizing, staffing, and controlling to organizational situations and decision-making processes.

CLO3: To analyze individual behavior in organizations by interpreting theories related to learning, perception, motivation, and personality.

CLO4: To evaluate group dynamics, team behavior, and leadership theories to improve performance and decision-making in organizational contexts.

Course Outcome:

On completion of the Course, the students will be able to:

CO 1: Understand the basic concepts, nature, scope, and functions of management.

CO 2: Compare and contrast the planning, organizing, staffing, and controlling functions, and apply them to managerial decision-making scenarios.

CO 3: Analyze individual behavior in organizations through psychological theories of learning, perception, motivation, and personality.

CO 4: Evaluate the influence of group behavior in decision-making processes and assess various leadership styles for managing teams in different organizational contexts. To understand the

foundational concepts, functions, and historical evolution of management and organizational behaviour.

SECTION – A

Question for Five (5) marks:

- 1) **Define** management and **state** its main features. [CO1, Unit 1, BTL – LOT, Remember]
- 2) **List** the various functions of management as proposed by Henry Fayol. [CO1, Unit 1, BTL – LOT, Remember]
- 3) “Define scientific management and state the key principles of scientific management developed by F. W. Taylor.” [CO1, Unit 1, BTL – LOT, Remember]
- 4) **Explain** the concept of *management by objectives (MBO)*. [CO1, Unit 1, BTL – LOT, Understand]
- 5) **State** the importance of planning as a management function. [CO1, Unit 1, BTL – LOT, Remember]
- 6) **List** the advantages and limitations of planning. [CO2, Unit 2, BTL – LOT, Remember]
- 7) **Define** organizing and **explain** its nature and significance. [CO2, Unit 2, BTL – LOT, Remember]
- 8) **Explain** departmentation by function with suitable examples. . [CO2, Unit 2, BTL – LOT, Understand]
- 9) **Explain** the importance of control in achieving organizational objectives. . [CO2, Unit 2, BTL – LOT, Understand]
- 10) **Describe** how planning contributes to achieving organizational goals. [CO2, Unit 2, BTL – LOT, Understand]
- 11) **Define** *Organizational Behaviour (OB)* and **list** its *key features*. [CO3, Unit 3, BTL – LOT, Remember]
- 12) Describe how perception affects employee behaviour. [CO3, Unit 3, BTL – LOT, Remember]
- 13) **Define** *Motivation* and **state** its importance in organizations. [CO3, Unit 3, BTL – LOT, Remember]
- 14) Explain the contribution of *Scientific Management* to Organizational Behaviour . [CO3, Unit 3, BTL – LOT, Understand]
- 15) Describe *Trait Theory* of personality. [CO3, Unit 3, BTL – LOT, Remember]

- 16) **Describe** the *merits and demerits* of group decision making. [CO4, Unit 4, BTL – LOT, Remember]
- 17) **Define** *leadership* in organizational behaviour. . [CO4, Unit 4, BTL – LOT, Remember]
- 18) **Explain** the *importance of group behaviour* in organizational effectiveness. [CO4, Unit 4, BTL – LOT, Remember]
- 19) **List** the *different styles of leadership*. [CO4, Unit 4, BTL – LOT, Remember]
- 20) **Describe** the different *types of groups* found in organizations. . [CO4, Unit 4, BTL – LOT, understand]

Section – B

Question for ten (10) marks:

- 21) **Analyze** how *management principles* can be **applied to improve organizational performance**. . [CO1, Unit 1, BTL – HOT, Analyse]
- 22) **Describe** the *Quantitative and Behavioral* approaches to management. [CO1, Unit 1, BTL – LOT, Remember]
- 23) **State** the *nature and scope of management* and **list** the *functions of management*. [CO1, Unit 1, BTL – LOT, Remember]
- 24) **Compare** *short-term and long-term* planning with examples. [CO2, Unit 2, BTL – LOT, Understand]
- 25) **Evaluate** the advantages and disadvantages of *formal and informal* organizations. [CO2, Unit 2, BTL – HOT, Evaluate]
- 26) **Define** *departmentation* and **list** its *basis — function, territory, product/service, and customer*. [CO2, Unit 2, BTL – LOT, Remember]
- 27) **Define** *learning* in the context of *Organizational Behaviour (OB)* and **describe** the *process of learning*. [CO3, Unit 3, BTL – LOT, Remember]
- 28) **Describe** *Maslow's Hierarchy of Needs Theory*. [CO3, Unit 3, BTL – LOT, Understand]
- 29) **Analyze** the *nature and process of perception* and **explain** how they influence behaviour in organizations. [CO3, Unit 3, BTL –HOT, Analyse]
- 30) **Evaluate** the *advantages and limitations* of group decision-making in organizations. . [CO4, Unit 4, BTL –HOT, Evaluate]
- 31) **Describe** the *stages of group development* and **explain** how each stage contributes to team performance. [CO4, Unit 4, BTL –LOT, Understand]

32) **Describe** the *merits and demerits* of group decision-making in organizations. . [CO4, Unit 4, BTL –LOT, Understand]

Section C

Question for Twenty (20) marks:

33) **Design** a *management framework* that integrates planning, organizing, staffing, directing, and controlling for a start-up organization. [CO1, Unit 1, BTL –HOT, Create]

34) **Evaluate** the contributions of *Taylor* and *Fayol* to the foundation of modern management theory. [CO1, Unit 1, BTL –HOT, Evaluate]

35) **Evaluate** the *challenges organizations face* in implementing plans in a dynamic business environment. [CO2, Unit 2, BTL –HOT, Evaluate]

36) **Analyze** how an effective *organization structure* impacts coordination and communication within a company. . [CO2, Unit 2, BTL –HOT, Analyse]

37) **Evaluate** *Maslow's Hierarchy of Needs* and *Herzberg's Two-Factor Theory of Motivation* in explaining employee behaviour and job satisfaction.[CO3, Unit 3, BTL –HOT,Evaluate]

38) **Analyze** how personality traits affect teamwork, communication, and leadership in organizations. .[CO3, Unit 3, BTL –HOT,Analyse]

39) **Evaluate** how different leadership styles affect employee motivation and organizational performance. .[CO4, Unit 4, BTL –HOT,Evaluate]

40) **Differentiate** between autocratic, democratic, and laissez-faire leadership styles and **justify** which style is most effective in a crisis situation. .[CO4, Unit 4, BTL –HOT,analyse]

Summary:

CO Wise:

CO	Ques. No	Marks
CO1	1,2,3,4,5,21,22,23,33,34	95
CO2	6,7,8,9,10,24,25,26,35,36	95
CO3	11,12,13,14,15,27,28,29,37,38	95
CO4	16,17,18,19,20,30,31,32,39,40	95

Unit Wise:

Unit	Ques No	Marks
I	1,2,3,4,5,21,22,23,33,34	95
II	6,7,8,9,10,24,25,26,35,36	95
III	11,12,13,14,15,27,28,29,37,38	95
IV	16,17,18,19,20,30,31,32,39,40	95

Blooms Taxonomy Level (BTL) Wise

BTL	Ques No	Marks
LOT	1,2,3,4,5,6,7,8,9,10,11,12,13,14,15,16,17,18,19,20,22,23,24,26,27,28,31,32	180
HOT	21,25,29,30,33,34,35,36,37,38,39,40	200

Prepared By: Dr Shilpi Bose

Disclaimer: - This is a Practice Set. The Question in End term examination will differ from the Practice set. This Practice set is meant for practice only.