

6. What is Perception ? Why managers must understand employee perception ?
7. What is Reinforcement ? What change it brings in behaviour ?
8. What are different types of groups ?
9. What is Stereotyping ?
10. What are the challenges before modern managers ?

### **Section B**

**Note :** Attempt all the questions.

11. Discuss in detail different approaches that have contributed to development of management thought over the ages.

*Or*

What are principles of effective organising ?  
What are different types of organisational structures ?

**12**

12. Write a detailed note on manpower planning.

*Or*

Discuss the process, types and importance of communication. What are different barriers to effective communication ?

**12**

13. Define Learning. Discuss different conditioning models of learning highlighting how they help in understanding employees behaviour.

*Or*

Write in detail about transactional analysis.

**11**

Roll No. ....

Exam Code : J-19

Subject Code—0581

**B.B.A. (First Year) EXAMINATION**

(Batch 2009 to 2017)

FOUNDATIONS IN MANAGEMENT AND  
ORGANIZATIONAL BEHAVIOUR

BBA-101

*Time : 3 Hours*

*Maximum Marks : 70*

**Section A**

**Note :** Attempt any *Seven* questions. **7×5=35**

1. Discuss the concept and nature of management.
2. What are objectives of planning ?
3. Describe delphi method of forecasting.
4. What are benefits of delegation of authority ?
5. Discuss leadership styles.

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**P.T.O.**