

UNIT-I

1	What is management? Discuss its main characteristics and significance.	[10M]
2	Write a descriptive note on the managerial levels and their functions	[10M]
3	Explain the views of Mintzberg on managerial roles.	[10M]
4	Explain Henry Fayol's administrative school	[10M]
5	Examine the different roles played by a manager of a typical business organisation.	[10M]
6	Briefly describe the functions of management?	[10M]
7	Write a descriptive note on the fourteen principles propounded by Henry Fayol in his administrative management.	[10M]
8	Explain the views of managerial skills and qualities.	[10M]
9	Bring out the challenges faced by the managers in the globally competitive world of the 21st century.	[10M]
10	What is a system? Discuss the key characteristics of management as a system.	[10M]
	UNIT-II	
11	What is Planning? Explain the nature, importance and process of planning.	[10M]
12	What is controlling? Explain the importance, types and techniques of controlling.	[10M]
13	Discuss different types of plans with examples.	[10M]
14	a) Delphi technique b) Brainstorming technique	[5M][5M]
15	What do you mean by qualitative techniques? Explain the main qualitative techniques for decision making.	[10M]
16	Enlist controlling techniques. Discuss any three techniques.	[10M]
17	Define controlling. Write a note on the importance of controlling.	[10M]
18	Discuss important modern controlling techniques.	[10M]
19	Comment on the planning process and explain various steps in the planning process	[10M]
20	What are the tools and techniques of decision making?	[10M]
	UNIT-III	
21	Define the term organisational behaviour. Explain the organising process	[10M]
22	Define the term perception. Explain various steps in the perceptual process.	[10M]
23	What is learning? Discuss various learning theories	[10M]
24	Explain the personality traits. State in detail the big five personality traits.	[10M]
25	Define the term attitude. Explain the functions of attitude.	[10M]
26	Explain the Group Dynamics in relation to organizational behavior	[10M]
27	What is a Group? Explain the Benefits of Groups.	[10M]
28	"Types of groups in an Organization may lead to dynamic approachability" comment on this	[10M]
29	How Groups can be Formed in an organization in view of its development?	[10M]
30	How groups can be Developed in an organization towards its behavioural context?	[10M]
	UNIT-IV	
31	Define the Concept of Motivation. Explain its key drivers.	[10M]
32	What is the concept of Motivation? How this can be theoretically explained?	[10M]
33	Explain the theories of Motivation researched by Abraham Maslow.	[10M]
34	What are the Hierarchical need stages in human life according to Maslow?	[10M]
35	Explain the concepts and themes of Herzberg's motivational theory	[10M]

36	What are hygiene and d dissatisfiers of motivational theory Conceptualized by Herzberg?	[10M]
37	Explain the theories of Motivation proposed by David Mc Clelland, and Porter and Lawle	[10M]
38	What is leadership? Make a note on this concept in relation to management view.	[10M]
39	“Leadership has to be developed as human trait” articulate this statement	[10M]
40	What is Managerial Grid and Transactional Vs Transformational Leadership	[10M]
	UNIT-V	
41	What is Organisational Culture? Explain its climate and Development.	[10M]
42	What are the functional areas of Culture in any organization? Write about them pointedly.	[10M]
43	Explain about Functionality and Dysfunctionality of Culture.	[10M]
44	Define Organisational Change. Explain its Process and Implementation of Change	[10M]
45	How an organization can manage Change Resistance through a specific strategy?	[10M]
46	What is Organisational Development? Write about Phases and Interventions of OD	[10M]
47	What is Conflict Management? Explain its sources in an organization.	[10M]
48	Narrate the concept of Johari window- Transactional Analysis	[10M]
49	What are the blocks set rated in Johari Window? Explain each of them clearly	[10M]
50	Explain the rational relationship Conflict management and Organizational Development.	[10M]

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