



SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY :: PUTTUR

Siddharth Nagar, Narayanavanam Road – 517583

QUESTION BANK (DESCRIPTIVE)

Subject & Code : MANAGEMENT AND ORGANISATIONAL BEHAVIOUR(18MB9001)

Course & Branch: MBA

Year & Sem: I-MBA &I-Sem

Regulation: R18

UNIT – I

1. What is management? Discuss its main characteristics and significance.
2. Write a descriptive note on the managerial levels and their functions.
3. Explain the views of Mintzberg on managerial roles.
4. Explain Henry Fayol's administrative school.
5. Examine the different roles played by a manager of a typical business organization.
6. Briefly describe the functions of management.
7. Write a descriptive note on the fourteen principles propounded by Henry Fayol in his administrative management.
8. Explain the views of managerial skills and qualities.
9. Bring out the challenges faced by the managers in globally competitive world of 21st century.
10. What is system? Discuss the key characteristics of management as a system.

UNIT – II

1. What is Planning ? Explain the nature, importance and process of planning.
2. What is controlling ? Explain the importance, types and techniques of controlling.
3. Discuss different types of plans with examples.
4. Explain the following:
 - a)Delphi technique
 - b)Brainstorming technique
5. What do you mean by qualitative techniques? Explain the main qualitative techniques for

decision making.

6. Enlist controlling techniques. Discuss any three techniques.
7. Define controlling. Write a note on importance of controlling.
8. Discuss important modern controlling techniques.
9. Comment on the planning process and explain various steps in the planning process.
10. What are the tools and techniques of decision making?

UNIT – III

1. Define the term Organizational behavior. Explain the organizing process.
2. Define the term perception. Explain various steps in perceptual process.
3. What is learning? Discuss various learning theories.
4. Explain the personality traits. State in details of big five personality traits.
5. Define term attitude. Explain the functions of attitude.
6. Explain the group dynamics in relation to organizational behavior.
7. What is a Group? Explain the Benefits of Groups.
8. “Types of groups in an Organization may lead dynamic approachability” comment on this statement.
9. How Groups can be formed in an organization in view of its development?
10. How groups can be developed in an organization towards its behavioral context?

UNIT – IV

1. Define the concept of motivation. Explain its key drives.
2. What is the concept of Motivation? How this can be theoretically explained?
3. Explain the theories of Motivation researched by Abraham Maslow.
4. What is Hierarchical need stages in human life according to Maslow?
5. Explain the concepts and themes of Herzberg motivational theory.
6. What are hygiene and d dissatisfiers of motivational theory Conceptualized by Herzberg?
7. Explain the theories of Motivation proposed by David Mc Clelland, and Porter and Lawler.

8. What is leadership? Make a note on this concept in relation to management view.
9. “Leadership has to be developed as human trait” articulate this statement.
10. What is Managerial Grid and Transactional Vs Transformational Leadership.

UNIT – V

1. What is Organisational Culture? Explain its climate and Development.
2. What are the functional areas of Culture in any organization? Write about them pointedly.
3. Explain about Functionality and Dysfunctionality of Culture.
4. Define Organisational Change. Explain its Process and Implementation of Change.
5. How an organization can manage Change Resistance through a specific strategy?
6. What is Organisational Development? Write about Phases and Interventions of OD.
7. What is Conflict Management? Explain its sources in an organization.
8. Narrate the concept of Johari window- Transactional Analysis.
9. What are the blocks set rated in Johari Window? Explain each of them clearly.
10. Explain the rational relationship Conflict management and Organizational Development.