

SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY:: PUTTUR
(AUTONOMOUS)

MBA I Year I Semester Regular Examinations December-2025
MANAGEMENT & ORGANIZATIONAL BEHAVIOUR

Time: 3 Hours**Max. Marks: 60**

(Answer all Five Units 5 x 12 = 60 Marks)

UNIT-I

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|-----|---|-----|----|----|
| 1 a | Define Management and explain the significance of management. | CO1 | L1 | 6M |
| b | Briefly explain the functions of management. | CO1 | L2 | 6M |

OR

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| 2 | Describe the principles proposed by Henry Fayol. | CO1 | L2 | 12M |
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UNIT-II

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| 3 a | Explain controlling as a function of management. | CO2 | L2 | 6M |
| b | Discuss the steps involved in the controlling process. | CO2 | L2 | 6M |

OR

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| 4 | Define Planning. Explain the steps involved in the Planning process. | CO2 | L1 | 12M |
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UNIT-III

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| 5 a | Compare Maslow's and Herzberg's theory. | CO3 | L4 | 6M |
| b | Discuss McClelland's need theory with suitable examples. | CO3 | L2 | 6M |

OR

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| 6 | Define perception and explain how it affects individual behavior. | CO3 | L1 | 12M |
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UNIT-IV

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| 7 a | Explain the major assumptions of Trait theory of Leadership. | CO4 | L2 | 6M |
| b | Evaluate the relevance of Trait Theory in the modern workplace. | CO4 | L5 | 6M |

OR

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| 8 | Evaluate the role of leadership in shaping organizational culture and climate. | CO4 | L5 | 12M |
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UNIT-V

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|-----|--|-----|----|----|
| 9 a | What are the causes of conflict in organizations. | CO5 | L2 | 6M |
| b | Evaluate different strategies for effective conflict management. | CO5 | L5 | 6M |

OR

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| 10 | Define organizing and explain its process in details. | CO5 | L1 | 12M |
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