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**UTTARAKHAND OPEN UNIVERSITY, HALDWANI (NAINITAL)**

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उत्तराखंड मुक्त विश्वविद्यालय हल्द्वानी (नैनीताल)

**Programme Name- MBA-First Semester/DIM-First Semester**

**Programme Code- MBA-17/DIM-17**

**Course Name- Principles of Management and Organizational Behaviour**

**Course Code- MS-101 Maximum Marks-20**

**Session - 2017-18, Summer Last Date of Submission: 31<sup>st</sup> October 2017**

**Session - 2017-18, Winter Last Date of Submission: 30<sup>th</sup> April 2018**

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**Section-A**

**Section 'A' contains 08 short answer type questions of 2.5 marks each. Learners are required to answer 4 questions only. Answers of short answer-type questions must be restricted to 250 words approximately.**

**Discuss the following (1-8) –**

1. Nature of Management.
2. F.W. Taylor's Scientific Management.
3. Challenges before Managers in 21<sup>st</sup> century.
4. Z-culture of American Companies.
5. Advantages of Planning.
6. Process of Organising.
7. Factors affecting Recruitment.
8. Management Control.

**Section-B**

**Section 'B' contains 04 long answer-type questions of 05 marks each. Learners are required to answer 02 questions only.**

1. What is the nature of management principles? How do they contribute in effective management?
2. Explain clearly the 'Maslow's need hierarchy theory.' How does it differ from that of McClelland's Need Theory? Identify the motivators that you would address for executives pursuing management programmes.

3. Does leadership make any difference to the effectiveness of an organization? Identify any one charismatic leader and describe his/her leadership traits and behaviour.
4. What is the resistance to change? Why do people resist change? Are there some organisational factors which resist change?

