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CCFUP/1st Sem /BBAHM/25(NEP)

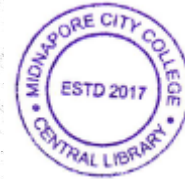
2025

1st Semester Examination (CCFUP : NEP)

BBAHM

Paper : MJ 1-T (Single Core Major)

(Fundamentals of Management  
and Organizational Behaviour)



Full Marks : 60

Time : Three Hours

*The figures in the margin indicate full marks.  
Candidates are required to give their answers  
in their own words as far as practicable.*

**Group - A**

1. Answer any *five* questions : 2×5=10

(a) What do you mean by 'Learning'?

(b) Define sole proprietorship. Give an example.

(c) Define the term 'Motivation'.

(d) What is merger?

(e) Define licensing.

(f) What is delegation of authority?

(g) Define the term 'Team'.

(h) Write any two causes of organizational conflict.

P.T.O.

( 2 )



**Group - B**

2. Answer any **four** questions : 5×4=20

- (a) State the major functions of management in an organization.
- (b) Discuss the process of Resistance to change.
- (c) Distinguish between formal and informal organization.
- (d) Mention and explain any five techniques of decision-making.
- (e) Write a short note on 'Johari Window'.
- (f) Explain Maslow's Hierarchy of Needs theory with help of diagram.

**Group - C**

3. Answer any **three** questions : 10×3=30

- (a) Define planning. Critically discuss the different steps involved in the process of planning.
- (b) What is group? Explain the steps involved in group development. Describe the characteristics of a group. 2+4+4
- (c) Explain the sources of organizational conflict and discuss how to manage this conflict?
- (d) Define organizational structure. State the different types of organisational structure and decentralization.

( 3 )

Differentiate between centralization and decentralization. 2+4+4

- (e) What is controlling? State some features of it. Explain the steps involved in the process of controlling. 2+3+5

