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PGIS 1238 B-15
M.Com. Ist Semester (CBCS) Degree Examination
Commerce
(Management Theory and Organisational Behaviour)
Paper : H.C 1.1
(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt All sections.

Section-A

Answer all sub-questions. Each sub question carries 2 marks.

(10×2=20)

1. a) What is Human Skill?
- b) Define Decision-Making.
- c) What is Tactical Planning?
- d) What is Heredity?
- e) What do you mean by Cognitive Learning?
- f) What is meant by Negotiating Skill?
- g) What do you mean by Authoritarianism?
- h) What is Bounded Rationality?
- i) What does it mean by Reinforcement?
- j) What is Inter-Personal Conflict?

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Section-B

Answer any Three questions. Each question carries 5 marks.

(3×5=15)

2. Explain the skills required by Managers.
3. Discuss the guide lines for Effective Decision-Making.
4. Explain the Determinants of Personality.
5. Discuss the Life Positions in brief.
6. Explain Ivan Pavlov's Classical Conditioning Theory of Learning.

Section-C

Answer any Three questions. Each question carries 15 marks.

(3×15=45)

7. Explain the 14 Principles of Management.
 8. What is planning? Explain the Steps in the Planning Process.
 9. Describe the Perceptual Mechanism Process in detail.
 10. Discuss the Transactional Analysis with examples.
 11. What are the Conflict Management Styles? Explain.
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