

	<b>Sanjay Ghodawat University, Kolhapur</b> Established as State Private University under Govt. of Maharashtra. Act No XL, 2017		2017-18
<b>Year and Program</b> BBA 2017-18	<b>School of Commerce &amp; Management</b>	<b>Department of FY B.B.A.</b>	
<b>Course Code</b> MBC 101	<b>Course Title</b>	<b>Semester – Odd (I)</b>	
<b>Day and Date</b> Monday, November 19, 2018.	<b>End Semester Examination (OLD)</b>	<b>Time: 3 hrs, Max Marks: 100</b>	

**Instructions:**

- 1) All Questions are compulsory.
- 2) Figures to the right indicate full marks.

Marks COs

Q.1 Solve the Following

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|----|--|----|
| a) | True & False (Solve any 5 out of 6)  | 10 |
|    | <ol style="list-style-type: none"> <li>1) Management has no functions</li> <li>2) Planning comes after the management function of Organizing</li> <li>3) There are two sources of recruitment, namely internal and external</li> <li>4) Leaders can influence their followers</li> <li>5) All organizational conflicts are non productive</li> <li>6) There are three determinants of personality- heredity, environment and situation.</li> </ol> |    |
| b) | Answer the short questions (2×5) out of 6  | 10 |
|    | <ol style="list-style-type: none"> <li>1) Contingency Approach.</li> <li>2) Types of Planning.</li> <li>3) Organizing- meaning</li> <li>4) Selection Process</li> <li>5) Personality</li> <li>6) Stress</li> </ol>   |    |

Q.2 Solve/answer any Two

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|----|--|----|
| a) | Define Administrative management.          | 10 |
| b) | Explain various Functions of Management.   | 10 |
| c) | Discuss Planning with its Steps in detail. | 10 |

Q.3 Solve/answer any Two

- |    |  |    |
|----|--|----|
| a) | Explain Limitation of Planning.                    | 10 |
| b) | Describe the various Bases of Departmentalization. | 10 |
| c) | Explain concept of Organizational Structure.       | 10 |

Q.4 Solve/answer any Two

- |    |  |    |
|----|--|----|
| a) | Explain Controlling with its steps in detail.  | 10 |
| b) | Discuss Approaches of Organizational Behavior. | 10 |
| c) | Discuss Personality in detail.                 | 10 |

Q.5 Solve/answer the following

a) Explain Motivation in detail.

10

b) Define Group Behavior in detail.

10

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