

6. Write a detail note on Transactional Analysis. 14

UNIT-IV

7. What is Motivation? State briefly the different types of Motivation. Explain briefly the Malow's theory of motivation. 3+4+7=14
8. Write notes on the following : 7+7=14
- (i) ERG theory of Motivation
- (ii) Various Expectancy Theory of Motivation

UNIT-V

9. Define Leadership. State the various leadership styles along with their relative merits and demerits. 2+12=14
10. What is conflict? Explain the different types and sources of conflict. 2+6+6=14

PG Odd Semester Examination, 2022

COMMERCE

(1st Semester)

Course No.: COMCC-101 (O)

(Management Thought and Organisation Behaviour)

Full Marks: 70

Pass Marks: 28

Time: 3 hours

The figures in the right margin indicate full marks for the question.

Answer any five questions, taking one from each unit.

UNIT-I

1. What do you mean by management? Discuss briefly the concept, importance and nature of management. 3+3+5+3=14
2. Write a detail note on Henry Fayol's contribution to management. 14

UNIT-II

3. Define organisation. Explain briefly the different types of organisation. 3+11=14
4. What is Delegation of Authority? State the steps in Delegation of Authority. Also mention the measures to be followed for effective delegation. 3+4+7=14

UNIT-III

5. Define the term 'Learning' and state its elements. Discuss briefly the classical conditioning theory and cognitive theory of learning. 2+2+5+5=14