



**MBA 101**

**I Semester Master of Business Administration  
Examination, August 2011  
MANAGEMENT THEORY AND PRACTICE**

Time : 3 Hours

Max. Marks : 80

**All questions are compulsory : (6 marks each)**

1. Explain the concept of leadership.
2. Define the link between planning and controlling.
3. Elaborate the system approach of Management.
4. Explain the role of Managers.
5. Define various control systems.

**Answer any five questions : (10 marks each)**

1. Define management and trace out the evolution of management theories.
  2. Discuss functions of management ? Explain the link between planning and controlling.
  3. What do you understand by motivation, how it affects behavior. Discuss various factors that influence motivation with the help of Maslow's need theory.
  4. How does personality affect individual perception ? What are common errors that an individual does while judging others ?
  5. Conflict can be beneficial if it is kept to minimum. Explain the statement.
  6. How can managers play power to their advantages to improve self-image ?
  7. Define organisational structure and explain various implications that are associated with the organisational structure.
  8. Why is organisational change often resisted by individuals and groups ? Suggest strategies to prevent such resistance.
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