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Question Paper Code : X 85121

M.B.A. DEGREE EXAMINATIONS, NOVEMBER/DECEMBER 2020
Elective
BA 5017 – MANAGERIAL BEHAVIOUR AND EFFECTIVENESS
(Regulations 2017)

Time : Three Hours

Maximum : 100 Marks

Answer ALL questions

PART – A

(10×2=20 Marks)

1. Why is an effective worker not necessarily an effective manager ?
2. How is managerial behaviour different from a worker's behaviour ?
3. Distinguish between recruitment and selection.
4. How is career management crucial to retaining managerial talent ?
5. How is person approach different from product approach to measuring managerial effectiveness ?
6. What is managerial effectiveness ?
7. Is a challenging job detrimental to job effectiveness ?
8. Can different managerial styles be equally effective on the same job ?
9. Why should an organization promote self development ?
10. Why should an organization foster creativity ?

PART – B

(5×13=65 Marks)

11. a) Discuss the various types of functional and level differences in behaviours of managerial jobs with examples.

(OR)

- b) Explain the time dimension of a managerial job with examples.

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12. a) What are the key points to look for while identifying managerial talent ?
(OR)
b) How will you design a good pay and rewards system for effective managers. ?
13. a) Describe the product approach to managerial effectiveness.
(OR)
b) Discuss the role of an effective manager as an optimizer with examples.
14. a) How is managerial effectiveness affected by organizational processes ? Mention any five positive and five negative instances.
(OR)
b) Discuss the impact of competition on managerial effectiveness.
15. a) List out five areas in management where negotiation skills are required. Bring out the need for the skill with examples.
(OR)
b) Explain the need for knowledge management in an organisation. Discuss how it can help in developing a winning edge for the business.

PART – C

(1×15=15 Marks)

16. a) You have been assigned to take care of an orphanage. List out the types of jobs you are likely to do and the various factors influencing your effectiveness in the job. How should your effectiveness be measured ? What kind of climate do you think you will help mold ? What style of management do you think will be effective in this organization ?
(OR)
b) You have been asked to manage the tree planting efforts in a district. List out your activities and how you will manage them effectively. What kind of culture will you create among those working with you in this effort ? How will you measure your performance and effectiveness ? What negotiation skills do you foresee using ?
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