

**MASTER OF BUSINESS ADMINISTRATION
(MBACT)**

**Term-End Examination
December, 2011**

MCT-014 : LEADERSHIP IN ORGANISATION

Time : 3 hours

Maximum Marks : 100

Note : Answer any five questions. All questions carry equal marks.

1. Describe in detail the five functions of managers with examples. 20
2. Explain three managerial skills and describe how these three skills operate at top management, middle management and supervisory management levels. 20
3. Define motivation. Describe Maslow's Need Hierarchy Theory with examples. 20
4. What is the difference between Content Theory and Process Theory ? Explain with examples. 20
5. Define 'Personality'. Explain Five Personality Traits. 20

6. What are the barriers to changing attitudes and how can these be effectively addressed by organizational managers ? 20
7. (a) Distinguish between leader and manager. 10
(b) How transformational leadership differs from transactional leadership ? 10
8. Write short notes on *four* of the following : 20
- (a) Expectancy Theory
 - (b) Halo Effect
 - (c) Equity Theory
 - (d) Managerial Grid
 - (e) Situational Leadership
 - (f) Attribution
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