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**EXECUTIVE MBA (EXMBA)**

**Term-End Examination**

**December, 2010**

**MCT-054 : OB AND MANAGEMENT PROCESS  
(MPOB)**

*Time : 3 hours*

*Maximum Marks : 100*

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*Note : Attempt any five questions, all questions carry equal marks.*

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1. Define 'Management.' What are the functions managers perform to attain set goals ? Explain with examples. 20
2. "Decision making is the primary task of the manager." Comment. 20
3. Distinguish between strategies and policies. Why are contingency strategies important ? Cite an example in support of your answer. 20
4. Define motivation. Discuss any three theories of motivation with illustration. 20

5. What is the relationship between a work group and the organisation of which it is a part ? Describe the five - stage group development model. 20
6. Discuss the functions that communication provides within a group or organisation. What can managers do to improve their skills at providing performance feedback ? 20
7. "Learning organisations attack fragmentation, competitiveness and reactiveness". Explain with examples. 20
8. Write short notes on **any two** of the following : 10x2=20
- (a) Distinction between group and team
  - (b) SWOT analysis
  - (c) Competency based management
  - (d) Situational leadership
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