

Vidya Vikas Mandal's
Shree Damodar College of Commerce & Economics, Margao-Goa
FY BBA(FS), Semester- II (Repeat) Semester End Assessment November 2022
Course Title BFS CC 5: ESSENTIALS OF MANAGEMENT

Duration: 2 Hrs.**Maximum Marks: 60****Instructions:**

- 1) *Start each question on fresh page.*
- 2) *Figures to the right indicate maximum marks.*
- 3) *Q.1 is compulsory*
- 4) *Answer any Four from Q.2 to Q.6*

Q.1. Write Short note on ANY FIVE of the following:**(05*04=20 Marks)**

- a) Leadership.
- b) Staffing.
- c) Co-ordination.
- d) Personality.
- e) Budgeting.
- f) Individual Behaviour.

Q.2. 'Motivation plays a crucial role in deciding the level of performance of employees'. Elaborate. **(10 Marks)**

Q.3. Explain how you can use the interpersonal communication and computer aided communication knowledge to enrich your managerial skills at work. **(10 Marks)**

Q.4. 'If you're a change practitioner, it's your job to prepare and equip people managers for their roles during change'. Recommend how you would overcome the initial resistance to change. **(10 Marks)**

Q.5. 'The study of perception is important in the organization because it is necessary for the manager to perceive individual abilities that would be beneficial for the organization'. Explain. **(10 Marks)**

Q.6. 'Organizational development is a technique used for bringing change in the entire organization, rather than focusing attention on the individuals'. Elaborate **(10 Marks)**
