

**BFS CC 5: ESSENTIALS OF MANAGEMENT**

Duration: 2 Hours

Max. Marks: 100

- Instructions: 1. All questions are compulsory.  
2. Figures to the right indicate maximum marks.  
3. Start each question on a fresh page.

**Q1. Answer ANY FOUR of the following:** (4x3= 12 marks)

- a) Write a note on the Trait Oriented Approach of leadership.
- b) Discuss any three barriers to effective Communication in an organization.
- c) Elaborate on the components of Attitude.
- d) State and explain the characteristics of Organizational Development.
- e) Explain any three points of importance of Team Building.

**Q2. A. Elaborate on any four styles of Leadership.** (12 marks)

**OR**

X. Discuss any six points of the importance of motivation in an organization. (6 marks)

Y. State and explain the measures to overcome barriers to Communication. (6 marks)

**Q3. A. What is Management of Change? Explain the steps involved in planned change process.** (12 marks)

**OR**

X. Explain briefly the causes for resistance to change. (6 marks)

Y. Discuss the Challenges faced by organizations in change management. (6 marks)

**Q4. A. State and explain the types of organizations.** (12 marks)

**OR**

X. What is perception? Explain the different stages in Perceptual Process. (6 marks)

Y. Explain in detail any three determinants of personality. (6 marks)

**Q5. A. Elaborate on the causes of conflicts in an organization.** (6 marks)

B. Discuss the positive and negative effects of conflicts. (6 marks)

**OR**

X. Explain the different types of teams in an organization. (6 marks)

Y. Elaborate on the steps for better team work. (6 marks)

\*\*\*\*The End\*\*\*\*