

**MANAGEMENT PROGRAMME
(MP)**

Term-End Examination

June, 2026

**MS-001 : MANAGEMENT FUNCTIONS AND
BEHAVIOUR**

Time : 3 Hours

Maximum Marks : 100

Weightage : 70%

Note : (i) Attempt any **five** questions.

(ii) All questions carry equal marks.

1. What are the prerequisites a leader must possess ? Explain with the help of examples.
2. Identify and explain the skills required for a manager in the growth of an organization.
3. Describe the concept and process of Management by Objectives (MBO) and discuss its merits and demerits.

4. Explain different techniques used in decision making. How to overcome barriers of effective decision making ?
5. Differentiate between organizational culture and climate and explain their characteristics and dimensions.
6. Explain the sources of conflict and their impact on individuals and organizations.
7. What are the triggers of change ? Describe the change process with illustrations.
8. Explain the determinants of interpersonal behaviour. Discuss the process of developing interpersonal relationships by using the concept of Johari window.

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