

**P.G Commerce**  
**1st Semester**  
**Paper:- Principles of Management &**  
**Organisational Behaviour(P-101)**

Here's a set of 50 one-mark questions and 20 long questions related to Principles of Management and Organizational Behavior:

**\*\*One-Mark Questions:\*\***

1. What is management?
2. Define organizational behavior (OB).
3. Explain the concept of planning in management.
4. What is organizing in the context of management?
5. Define the term "leadership."
6. Explain the role of motivation in organizational behavior.
7. What is decision making in management?
8. Define the term "communication" in organizational behavior.
9. Explain the concept of authority in management.
10. What is delegation in organizational behavior?
11. Define the term "organizational culture."
12. Explain the role of ethics in management.
13. What is the span of control in organizational structure?
14. Define the term "job satisfaction."
15. Explain the concept of conflict resolution in management.
16. What is the importance of teamwork in organizational behavior?
17. Define the term "leadership style."
18. Explain the role of emotional intelligence in management.
19. What is the Hawthorne effect?
20. Define the term "organizational change."
21. Explain the concept of SWOT analysis in management.

22. What is the Maslow's hierarchy of needs theory?
23. Define the term "organizational development."
24. Explain the role of feedback in performance management.
25. What is the contingency theory of leadership?
26. Define the term "group dynamics."
27. Explain the concept of job enrichment.
28. What is the BCG matrix in strategic management?
29. Define the term "perception" in organizational behavior.
30. Explain the role of power and influence in leadership.
31. What is the Peter Principle?
32. Define the term "organizational citizenship behavior (OCB)."
33. Explain the concept of scientific management.
34. What is the theory X and theory Y in motivation theory?
35. Define the term "cognitive dissonance."
36. Explain the role of mentoring in employee development.
37. What is the contingency approach to management?
38. Define the term "job characteristics model."
39. Explain the concept of total quality management (TQM).
40. What is the autocratic leadership style?
41. Define the term "job crafting" in organizational behavior.
42. Explain the role of culture shock in international management.
43. What is the expectancy theory of motivation?
44. Define the term "job rotation."
45. Explain the concept of organizational learning.
46. What is the role of emotional labor in customer service?
47. Define the term "knowledge management."
48. Explain the role of corporate social responsibility (CSR) in management.
49. What is the transformational leadership style?
50. Define the term "groupthink" in organizational behavior.

**\*\*Long Questions:\*\***

1. Discuss the principles of management and their relevance in contemporary organizations.
2. Explain the various components of organizational behavior and their impact on workplace dynamics.
3. Describe the steps involved in the planning process and its importance in management.
4. Discuss the principles of organizing and their application in structuring organizations.
5. Explain the different leadership theories and their significance in leadership development.
6. Describe the motivational theories and their implications for employee performance and satisfaction.
7. Discuss the decision-making process in management and the factors influencing effective decision making.
8. Explain the role of effective communication in organizational behavior and management.
9. Discuss the concepts of authority and responsibility in organizational hierarchy.
10. Describe the significance of delegation in empowering employees and improving organizational efficiency.
11. Explain the concept of organizational culture and its impact on employee behavior.
12. Discuss the importance of ethics and corporate social responsibility (CSR) in management.
13. Describe the concept of span of control and its effects on organizational structure.
14. Explain the factors influencing job satisfaction and the strategies to enhance it.
15. Discuss the role of conflict resolution techniques in managing workplace conflicts.
16. Explain the benefits and challenges of teamwork in organizational behavior.
17. Describe various leadership styles and their suitability in different organizational contexts.
18. Discuss the significance of emotional intelligence in leadership and management.
19. Explain the Hawthorne effect and its implications for employee productivity.
20. Describe the concept of organizational change and the strategies for managing change effectively.