

**B.E. / B.Tech. - DEGREE EXAMINATIONS, NOV / DEC 2025**

Fifth Semester

**Computer Science and Business Systems**

**20CBMG501 – FUNDAMENTALS OF MANAGEMENT**

Regulation - 2020

Duration: 3 Hours

Max. Marks: 100

**PART - A (MCQ) (10 × 1 = 10 Marks)**

Answer ALL Questions

	<i>Marks</i>	<i>K- Level</i>	<i>CO</i>
1. Management is primarily concerned with:	1	K1	CO1
a) Execution only			
b) Planning and control			
c) Getting things done through others			
d) Employee welfare			
2. The entrepreneurial role of a manager refers to:	1	K1	CO1
a) Monitoring performance			
b) Initiating change and innovation			
c) Controlling costs			
d) Recruiting employees			
3. The main objective of planning is to:	1	K1	CO2
a) Minimize risk			
b) Achieve organizational goals			
c) Maximize authority			
d) Reduce delegation			
4. McClelland's theory of motivation includes:	1	K1	CO2
a) Achievement, power, and affiliation needs			
b) Safety and security needs			
c) Job rotation needs			
d) Hygiene and motivator needs			
5. The Big Five model includes all EXCEPT:	1	K1	CO3
a) Conscientiousness			
b) Extraversion			
c) Agreeableness			
d) Intelligence			
6. Country Club management shows:	1	K1	CO3
a) High concern for people, low concern for production			
b) High production, low people			
c) Low production, low people			
d) Balanced concern			
7. Which structure combines line and functional authority?	1	K1	CO4
a) Committee structure			
b) Line and staff organization			
c) Matrix organization			
d) Network organization			
8. Unfreezing, changing, and refreezing are stages of:	1	K1	CO4
a) Innovation			
b) Lewin's change model			
c) Kotter's model			
d) Culture			
9. Ethical issues in marketing often relate to:	1	K1	CO5
a) Product pricing and promotion fairness			
b) Machinery maintenance			
c) Accounts finalization			
d) Transport scheduling			
10. A company's ethical responsibility includes:	1	K1	CO5
a) Treating employees fairly			
b) Spreading pollution			
c) Hiding financial records			
d) Manipulating prices			

**PART - B (12 × 2 = 24 Marks)**

Answer ALL Questions

11. State any three characteristics of management.	2	K1	CO1
12. Explain the significance of the scalar chain in communication.	2	K2	CO1
13. List out the steps of decision-making.	2	K1	CO2
14. Describe the different types of communication in an organization.	2	K2	CO2
15. Define stress.	2	K1	CO3
16. If a team leader uses only punishment to control the team, what kind of power is being applied?	2	K2	CO3

- |   |   |    |     |
|---|---|----|-----|
| 17. Define line organization.   | 2 | K1 | CO4 |
| 18. List two types of organizational change and provide a suitable example.   | 2 | K1 | CO4 |
| 19. Define Corporate Social Responsibility (CSR).                             | 2 | K1 | CO5 |
| 20. Green washing has become a very common trend nowadays – Comment.          | 2 | K2 | CO5 |
| 21. Interpret the concept of "unity of command" in an organizational setting. | 2 | K2 | CO2 |
| 22. Define organizational change.   | 2 | K1 | CO4 |

**PART - C (6 × 11 = 66 Marks)**

Answer ALL Questions

- |  |    |    |     |
|--|----|----|-----|
| 23. a) Explain the contribution of Henry Fayol's 14 principles of management.  | 11 | K2 | CO1 |
| <b>OR</b>  |    |    |     |
| b) Discuss the five main functions of management with examples.  | 11 | K2 | CO1 |
| 24. a) Define motivation and explain any 3 different motivational theories, including merits and demerits.   | 11 | K2 | CO2 |
| <b>OR</b>  |    |    |     |
| b) Explain various types of departmentation with suitable examples.  | 11 | K2 | CO2 |
| 25. a) Imagine employees in your organization are resisting a new technology. Apply personality and perception concepts to explain their behavior.         | 11 | K3 | CO3 |
| <b>OR</b>  |    |    |     |
| b) Explain the causes and effects of workplace stress.   | 11 | K3 | CO3 |
| 26. a) Examine the concept of traditional organization and discuss the strengths and weaknesses of traditional organizational types. Suggest improvements. | 11 | K3 | CO4 |
| <b>OR</b>  |    |    |     |
| b) "Modern organizations must continuously innovate to survive." – Justify with examples.  | 11 | K3 | CO4 |
| 27. a) Discuss the role of Ethics in Marketing and advertising with a suitable example.  | 11 | K2 | CO5 |
| <b>OR</b>  |    |    |     |
| b) Explain the challenges in implementing ethical practices in organizations.  | 11 | K3 | CO5 |
| 28. a) Explain the process and types of organizational innovation with examples from the IT or automobile industry.  | 11 | K2 | CO4 |
| <b>OR</b>  |    |    |     |
| b) Examine the strengths and weaknesses of traditional organizational types. Suggest improvements.   | 11 | K2 | CO4 |