

A1013

Name.....

Register No.....

**NAIPUNNYA INSTITUTE OF MANAGEMENT AND INFORMATION
TECHNOLOGY (AUTONOMOUS)**

FIRST SEMESTER (FYUG) DEGREE EXAMINATION NOVEMBER 2025

MANAGEMENT STUDIES

BBA1CJ101 - FOUNDATIONS IN BUSINESS DECISION

Time: Two Hours

Maximum: 70 marks

Section A

Answer all questions.

Each question carries 3 marks. Ceiling 24 marks

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| 1. List two roles of a manager in an organization. | CO1 |
| 2. State two types of organisational structures. | CO1 |
| 3. List two situations where brainstorming is useful for group decision-making. | CO1 |
| 4. Explain any two advantages of using decision tree analysis. | CO1 |
| 5. State any three psychological barriers in decision-making. | CO1 |
| 6. Define decision-making and explain its nature. | CO1 |
| 7. List two weaknesses of the Bounded Rationality Model. | CO1 |
| 8. What are the three main levels of management? | CO1 |
| 9. Differentiate between strategic and operational decisions. | CO1 |
| 10. Suggest a suitable leadership style for a startup company. | CO3 |

Section B

Answer all questions.

Each question carries 6 marks. Ceiling 36 marks

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| 11. Explain how HR planning supports the selection process with a suitable example. | CO5 |
| 12. Discuss the use of consensus building and multi-voting in achieving collective decisions. | CO4 |
| 13. Evaluate the impact of using brainstorming in large team decision-making sessions. | CO3 |
| 14. How would you design a training program for newly recruited sales executives? | CO5 |
| 15. Analyze the advantages and limitations of the participative decision-making style. | CO1 |
| 16. Evaluate the effectiveness of consensus decision-making in managing diverse teams. | CO4 |
| 17. Compare Classical and Behavioural approaches to management. | CO2 |
| 18. Analyze how different types of decisions influence business success. | CO1 |

Turn Over

Section C

Answer any one question
The question carries 10 marks.

19. Critically evaluate the importance of the staffing function in modern business organizations. CO4

20. Analyze a business scenario where different types of managers (top, middle, lower) played key roles in a major decision. CO4
