

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

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

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
