

Total No. of Questions : 3]

SEAT No. :

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T.Y. B.B.A. (IB)

GC - 603 : DECISION MAKING AND RISK MANAGEMENT

(2019 Pattern) (CBCS) (Semester-VI) (Paper-I)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) A) Multiple Choice Questions (any 5) : [5]

- a) _____ are subordinates with less power and they obey the instructions of the supervisors.
- | | |
|---------------|---------------|
| i) Leaders | ii) Followers |
| iii) Managers | iv) Directors |
- b) The decision making process of Herbert Simon contains _____ stages of effective decision making.
- | | |
|------------|-----------|
| i) Two | ii) Three |
| iii) Seven | iv) Nine |
- c) Self-awareness of ones and other persons emotions is the part of _____.
- | | |
|--------------------------|------------------------|
| i) Intelligence Quotient | ii) Emotional Quotient |
| iii) Data Quotient | iv) Aptitude Quotient |
- d) Introduction of a new product in the new market is a _____ decision.
- | | |
|----------------------------|-----------------------------|
| i) Routine decision | ii) Supervisor's decision |
| iii) Individual's decision | iv) Non-programmed decision |

P.T.O.

- e) _____ is the process of analysing the risks numerically with the purpose of identifying its impact on the project.
- i) Theoretical risk analysis ii) Qualitative risk analysis
 - iii) Quantitative risk analysis iv) Goodwill risk analysis
- f) In conflict handling techniques, _____ is a mid way solution particularly used where two parties to the conflict are equal in power and interdependent goals.
- i) Forcing
 - ii) Compromising
 - iii) File a case in court
 - iv) Fight & abuse in press conference

B) Answer in one sentence (any 5) : [5]

- a) What are the indicators of strong IQ?
- b) Name two characteristics of Good Leaders?
- c) What is routine decision?
- d) What does L stand for in IDEAL Problem Solving?
- e) What is Team composition?
- f) What is a conflict?

C) Match the pairs : [5]

- | | |
|---------------------------------------|---|
| a) Bottom of Ladder of Inference | i) Pricing strategy of a new product |
| b) Bounded rationality decision model | ii) Review decisions and follow-up |
| c) Strategic decision | iii) Prioritizing tasks on the principle of 80-20 |
| d) Final step in decision making | iv) Reality and Facts of the problem |
| e) Pareto analysis | v) Satisficing model |

D) Fill in the blanks : [5]

- a) In OODA model, letter d stands for _____.
- b) _____ of Qualitative risk analysis involves anonymous risk brainstorming among experts.
- c) Dissonant leaders are _____ and they want employees to complete the assigned task quickly with questioning.
- d) Right business decisions determines the balance between _____ & _____.
- e) _____ helps managers in decision making by accessing large volume of information in a computer based systems.

Q2) Long Answer Questions (any 3 out of 5) : [30]

- a) What is decision making? Explain the factors affecting decision making?
- b) What is Problem solving? Explain the creative problem solving model in detail?
- c) Define Leadership. Explain the important characteristics of Leaders & Followers.
- d) Explain the decision model in strategic management?
- e) Explain the concept of Risk analysis and highlight the qualitative measures to deal with organizational risks?

Q3) Short notes (any 4 out of 6) (Five marks each) : [20]

- a) Role of Technology in Decision making.
- b) Ladder of Inference.
- c) EQ Vs IQ in decision making perspective.
- d) Hurdles or Barriers in effective decision making.
- e) Measures to deal with Workplace problems.
- f) Team Composition.

