



**Xaviers Institute of Business Management Studies**

Dear Sir / Madam,

Kindly see this below mentioned small case study to give you a feel of how case studies are.

The actual subject case studies will be bigger and will involve your knowledge of the subject as well as your application of work experience.

Regards

Faculty team

**Mr. Raghu and his Behavior**

You are the head of the Production Department in an industrial concern. Raghu, one of your Supervisors, is continually socializing with your Deputy General Manager. Raghu arranges his coffee breaks with the Deputy General Manager and takes him on fishing trips. Raghu is always getting information about changes that are going to take place in your department before you do. The Deputy General Manager tells Raghu about problems in your department which Raghu shares with the other employees. Raghu pays little attention to you. When

you give him advice, he usually says he will check with the Deputy General Manager the next time they have coffee. The other staffs in your department openly refer to Raghu as Mr. Climber.

### QUESTIONS

1. What do you think is the motivation behind Raghu 's behaviour?
2. Should the Deputy General Manager continue to socialize with Raghu?
3. What action would you take as head of the Production Department? Why?