

Roll No. 

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Total No. of Pages : 02

Total No. of Questions : 09

**BBA (2018 Batch) (Sem.-3)**  
**ORGANIZATIONAL BEHAVIOUR**  
**Subject Code : BBA-301-18**  
**M.Code : 76655**

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

1. **SECTION-A** is **COMPULSORY** consisting of **TEN** questions carrying **TWO** marks each.
2. **SECTIONS-B** consists of **FOUR** Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains **TWO** questions each, carrying **TEN** marks each.
4. Student has to attempt any **ONE** question from each Sub-section.

**SECTION-A****1. Write briefly :**

- a. Factors influencing Individual Behaviour
- b. Challenges to OB
- c. Types of Work related Attitude
- d. Personality Traits
- e. Maslow's Theory
- f. Types of Groups
- g. Group Cohesiveness
- h. Sources of stress
- i. Types of Culture
- j. Process of Conflict management

## SECTION-B

### UNIT-I

2. What do you understand by the organisational behaviour? What is the significance of study the organizational behvaiour?
3. What are the main elements of learning process? Give some suggestions on ways to accelerate and promote learning in the organizations.

### UNIT-II

4. Define Perception. What are the factors influencing perception?
5. Explain the importance of motivation? What are the types of motivation theories?

### UNIT-III

6. Explain the meaning & importance of leadership. What are the different leadership types?
7. What is team management? What are different types of teams working in an organization?

### UNIT-IV

8. What is Conflict? What are its causes and how it can be managed effectively? Explain.
9. What is organizational culture? Explain the factors influencing organization culture.

**NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.**