

Roll No.

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Total No. of Pages : 02

Total No. of Questions : 09

BBA (SIM) (2018 Batch) (Sem.-3)
ORGANIZATIONAL BEHAVIOUR
Subject Code : BBASM-GE 301-18
M.Code : 76825

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) Individual Behaviour
- b) Learning
- c) Operant Conditioning
- d) Halo Effect
- e) Group Dynamics
- f) Leadership Traits
- g) Team Work
- h) Organizational Culture
- i) Attitude
- j) Personality

SECTION-B

UNIT-I

2. Define Organizational Behaviour. Discuss its relevance in today's Business Environment.
3. Discuss Classical Conditioning and Operant Conditioning theories in detail.

UNIT-II

4. Define Perception. Also, discuss the importance and the process of Perception.
5. What is Motivation? Explain any three theories of Motivation with examples.

UNIT-III

6. Define Group Behaviour. Explain the various types of Groups in an Organization.
7. Compare the three types of Leadership (Authoritarian, Laissez-faire and Democratic) as delineated by Lewin, Lippitt and White.

UNIT-IV

8. What is Conflict Management? Explain the types and Sources of Conflict in detail.
9. What do you mean by Stress Management? Discuss the various approaches to Stress Management.

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.