

Printed Pages : 3



HU-401

(Following Paper ID and Roll No. to be filled in your Answer Book)

**PAPER ID : 199415**

Roll No.

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**B. Tech.**

(SEM. IV) THEORY EXAMINATION, 2014-15

**HUMAN BEHAVIOUR**

Time : 3 Hours]

[Total Marks : 80

**Note :** Attempt all Sections.

**SECTION - A**

**1** Attempt all parts of the following : **2×8=16**

- a) Pro-social behaviour
- b) Altruism
- c) Personality
- d) Halo Effect
- e) Attitude
- f) Group Cohesiveness
- g) Social Loafing
- h) Organisational Power and Politics

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[ Contd...

**SECTION - B**

2 Attempt any 3 parts : 8×3=24

- a) Explain the term conflict. What are the various level of conflict in organization ?
- b) Define motivation. Discuss different theories of motivation.
- c) Define personality. Explain psychoanalytical theory of personality.
- d) What do you mean by Group and Group Dynamics? Explain the stages of Group Formation.
- e) Define the concept of learning. What is operant conditioning? How it differs from classical conditioning?

**SECTION - C**

3. Attempt all parts : 8×5=40

- a) Explain the principles of scientific management by F.W. Taylor.

OR

Explain the Piaget theory of cognitive Development.

- b) Discuss the factors that contribute the personality.

OR

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[ Contd...

Define perception. Explain about the social perception model with example.

- c) Discuss the concept of motivation. Differentiate between Maslow Need Hierarchy theory and Herzberg two factor Model.

OR

Define leadership? Discuss leadership styles.

- d) Discuss the determinants that affects the performance of the Group.

OR

Discuss the strategies to manage political behaviour.

- e) "Leadership is the driving force which get things done by other" Comment on this statement.

OR

What is organizational politics? Explain the causes of political activities in an organization. What should be done to handle organizational politics?

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