

Total No. of Pages : 02

Total No. of Questions : 07

MBA (Sem.-1)
ORGANISATIONAL BEHAVIOUR
Subject Code : MB-101
Paper ID : [Z0101]

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY** consisting of **TEN** questions carrying **TWO** marks each.
2. **SECTION-B** contains **SIX** questions carrying **TEN** marks each and students have to attempt any **FOUR** questions.

SECTION-A

- 1. Answer briefly :**
- Define Personality.
 - What is Perceptual Threshold?
 - What is Self Actualisation need?
 - What are Life Positions?
 - Define Attitude.
 - Why listening is important?
 - What is the concept of leadership?
 - Define Authority.
 - What are the essentials of effective communication?
 - Define Organisational culture.

SECTION-B

2. Explain the role of behavioural sciences in organisation behavior.
3. Define learning. Explain the principles of learning.
4. Explain MC Gregor's Theory X and Theory Y of motivation.
5. Explain the concept of Transactional Analysis. Also explain various types of transactions.
6. Explain trait Theory of leadership.
7. Define Power. Discuss the sources of power in organizations.

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