

**Total No. of Questions : 09**

**Total No. of Pages : 02**

**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. SECTION-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 behaviour?
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.

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**BBA (Sem.-3)**

## ORGANIZATIONAL BEHAVIOUR

**Subject Code : BBA301-18**

**M.Code : 76655**

**Date of Examination : 23-12-2023**

**Time : 3 Hrs.**

**Max. Marks : 60**

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## SECTION-A

**1. Answer briefly :**

- a) Challenges for organizational behaviour
- b) Social learning theory
- c) Role of perception in decision making
- d) Perceptual errors
- e) Personality traits
- f) Types of teams
- g) Managerial grid
- h) Group cohesiveness
- i) Sources of conflict
- j) Types of organizational culture.

## SECTION-B

## UNIT-I

2. Define organization behaviour. What are the major factors that influence individual behaviour.
3. What do you understand by learning? Explain the classical conditioning and operant conditioning theories of learning with suitable examples.

## UNIT-II

4. Explain the features of attitudes. What are its components? How is attitude formed?
5. What is positive and negative motivation? Explain Maslow's need hierarchy theory and McGregor's X & Y theory in detail

### UNIT-III

6. What are different types of groups? Explain the steps involved in the stages of group formation with suitable examples.
7. What are the styles of leadership? Briefly discuss different theories of leadership

#### UNIT-IV

8. Explain the process of conflict management in an organization.
9. "Coping strategies for job stress exist at both the individual and the organizational levels." Summarize and evaluate these strategies for preventing or effectively managing stress.

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**BBA (Sem.-3)**  
**ORGANIZATIONAL BEHAVIOUR**  
Subject Code : BBA301/18  
M.Code : 76655

Date of Examination : 11-06-2024

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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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. Explain significance of "Organizational Behaviour" in today's business environment.
- b. Explain the foundations of individual behaviour in organizations.
- c. Highlight the challenges and opportunities for Organizational Behaviour in contemporary organizations.
- d. Define "Perception" and explain its importance in Organizational Behaviour.
- e. What is motivation, and why is it important in the workplace?
- f. What are the determinants of personality?
- g. What are the different types of groups commonly found in organizations?
- h. Compare and contrast transformational and transactional leadership styles.
- i. List and explain the common sources of stress in the workplace.
- j. What are the different types of conflict commonly encountered in organizations?

**SECTION-B**

**UNIT-I**

2. Discuss the meaning of Organizational Behaviour and its relevance in today's dynamic business environment. Highlight some of the key challenges and opportunities for Organizational Behaviour.
3. Explore the foundations of individual behaviour in organizations. Discuss the factors that influence individual behaviour and their impact on organizational performance.

**UNIT-II**

4. Discuss the factors that influence perception and the common perceptual errors that individuals may encounter in the workplace.
5. Describe the components of work-related attitudes and discuss the different types of attitudes that influence employee behaviour in organizations.

**UNIT-III**

6. Explain the concept of group dynamics in organizations. Discuss the types of groups, stages of group development, and theories of group development.
7. Define "Leadership" and discuss its nature and various leadership styles. Compare and contrast trait theory and behavioural theories of Leadership.

**UNIT-IV**

8. Define "Conflict Management" and discuss its meaning, types, and sources of conflict in organizations. Explain the process of Conflict Management and different approaches to resolving conflicts.
9. Describe the sources of stress in the workplace and different approaches for stress management. Discuss the importance of managing stress for employee well-being and organizational effectiveness.

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4. Student has to attempt any ONE question from each Sub-section.

**SECTION-A**

**1. Write briefly:**

- a) Opportunities of organizational behaviour
- b) Characteristics of learning
- c) Components of Attitude
- d) Psychoanalytical theory
- e) Two factor theory of motivation
- f) Group dynamics
- g) Leadership styles
- h) Steps in creating effective teams
- i) Approaches to conflict management
- j) Sources of stress

**SECTION-B**

**UNIT-I**

2. What is the importance of organization behaviour? Discuss the scope of organization behavior with suitable examples.
3. Explain different theories of learning with suitable examples

**UNIT-II**

4. Briefly discuss the step-by-step process of perception with example.
5. Define personality. Explain various determinants of personality in detail.

**UNIT-III**

6. What do you mean by leadership? Explain theories of leadership
7. Explain the process of group formation, outlining the hindrance in it and how can they be overcome to form effective groups.

**UNIT-IV**

8. Some people say that conflict is inherently bad, whereas others believe that some degree of conflict in organization is desirable. Which view do you subscribe to and why?
9. What are the types of organizational culture? Discuss various dimensions of organizational culture

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