

Roll No.

DEC 2010

Total No. of Questions : 07]

[Total No. of Pages : 02

BBA (Sem. - 1st)
ORGANIZATION BEHAVIOUR

SUBJECT CODE : BB - 104

Paper ID : [C0204]

[Note : Please fill subject code and paper ID on OMR]

Time : 03 Hours

Maximum Marks : 60

Instruction to Candidates:

- 1) Section - A is **Compulsory**.
- 2) Attempt any **Four** questions from Section -B.

Section - A

(10 × 2 = 20)

Q1)

- a) Inter-personal behavior.
- b) Halo effect.
- c) Cognition.
- d) Self esteem.
- e) Esteem and status needs.
- f) Group cohesiveness.
- g) Explain leadership.
- h) Crossed Transactions.
- i) Goal conflict.
- j) Stress management.

Section - B

(4 × 10 = 40)

Q2) Explain meaning of organizational behaviour and its relevance in today's business environment.

Q3) Discuss the nature of learning. Also explain the various theories of learning.

- Q4) What is the importance of perception from the point of view of organisation behaviour? Also discuss the factors influencing perception.
- Q5) Distinguish between Maslow's theory of need hierarchy and Herzberg's two factor theory of motivation.
- Q6) Discuss the trait theory and situation theory of leadership. What are the important traits of an effective leader?
- Q7) Explain the ego states and various types of transactions between two persons.

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