

Roll No. ....

DEC 2010

Total No. of Questions : 07]

[Total No. of Pages : 02

**BBA (Sem. - 1<sup>st</sup>)**  
**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.

XXXX

StudentSuvidha.com