

Code No: 158CA

**R18**

**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD**

**B. Tech IV Year II Semester Examinations, September - 2022**

**ORGANIZATIONAL BEHAVIOUR**

**(Common to CSE, IT)**

**Time: 3 Hours**

**Max.Marks:75**

**Answer any five questions**  
**All questions carry equal marks**

---

- 1.a) What is meant by culture? What are the dimensions of culture?  
b) What is the effect of culture on International organizational behaviour? [7+8]
- 2.a) What is the figure-ground principle of perceptual organization?  
b) What is Halo effect?  
c) How does sensation differ from perception? [5+5+5]
- 3.a) Briefly discuss the meaning of the term 'personality'.  
b) What is Johari Window? What are its four quadrants? What are its implications? [7+8]
4. What is Vroom's Expectancy theory of motivation? What are its implications for Organizational behaviour? [15]
- 5.a) What are the various decision-making styles?  
b) Explain the difference between convergent thinking and divergent thinking. [8+7]
- 6.a) With example, explain approach-avoidance conflict.  
b) What is non-verbal communication? Highlight its importance. [7+8]
- 7.a) Bring out the differences between referent power and expert power.  
b) What is groupthink? Give an example of groupthink. [8+7]
- 8.a) How does punishment differ from negative reinforcement?  
b) What are the characteristics of transformational leaders? [8+7]

---oo0oo---