

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

**BBA (RD) (2018 Batch) (Sem.-3)**  
**ORGANIZATIONAL BEHAVIOUR**  
Subject Code : BBARD-GE-301-18  
M.Code : 76819

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTIONS-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) Individual Behaviour.
- b) Learning.
- c) Decision Making.
- d) Challenges and opportunities for OB.
- e) Interpersonal perception.
- f) Factors influencing individual Perception.
- g) Trait theory.
- h) Creating effective team.
- i) Work team.
- j) Stress Management.

## SECTION-B

### UNIT-I

2. What is organisational behaviour? How individual behaviour affects organisational behavior?
3. What do you understand by operant conditioning theory? How it is different from the social learning theory?

### UNIT-II

4. What do you mean by personality? Explain determinants of influencing personality.
5. Define Motivation. Explain the theories of motivation.

### UNIT-III

6. What is group dynamics? What are the different types of groups?
7. Define leadership. Also explain the different styles of leadership.

### UNIT-IV

8. What is stress management? Explain the sources of stress.
9. What is organisational culture? Explain the dimensions of cultures.

**NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.**