

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

**BBA (SIM) (2018 Batch) (Sem.-3)**  
**ORGANIZATIONAL BEHAVIOUR**

Subject Code : BBASM-GE 301-18

M.Code : 76825

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) Operant Conditioning
- d) Halo Effect
- e) Group Dynamics
- f) Leadership Traits
- g) Team Work
- h) Organizational Culture
- i) Attitude
- j) Personality

## SECTION-B

### UNIT-I

2. Define Organizational Behaviour. Discuss its relevance in today's Business Environment.
3. Discuss Classical Conditioning and Operant Conditioning theories in detail.

### UNIT-II

4. Define Perception. Also, discuss the importance and the process of Perception.
5. What is Motivation? Explain any three theories of Motivation with examples.

### UNIT-III

6. Define Group Behaviour. Explain the various types of Groups in an Organization.
7. Compare the three types of Leadership (Authoritarian, Laissez-faire and Democratic) as delineated by Lewin, Lippitt and White.

### UNIT-IV

8. What is Conflict Management? Explain the types and Sources of Conflict in detail.
9. What do you mean by Stress Management? Discuss the various approaches to Stress Management.

**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.**