

Roll No. 

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Total No. of Pages: 02

Total No. of Questions: 09

**BBA (Sem. – 3)**  
**ORGANIZATIONAL BEHAVIOUR**  
Subject Code: BBA301-18  
M Code: 76655  
Date of Examination: 12-12-2022

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. Each Sub-section contains TWO questions each, carrying TEN marks each.
3. Students have to attempt any ONE question from each Sub-section.

**SECTION A**

1. Write short notes on the following:
  - a) Perception
  - b) Attitude
  - c) Work teams
  - d) Social learning
  - e) Motives and Motivation
  - f) Role of Learning in Managerial Decisions
  - g) Leadership
  - h) Individual behavior
  - i) Group Development
  - j) Group Facilitation

## SECTION-B

### UNIT-I

2. What do you mean by Organization Behavior? Explain its relevance to today's business.
3. Discuss the factors influencing individual behavior.

### UNIT-II

4. Discuss the factors influencing perception. What are the perceptual errors?
5. Discuss the characteristics of motivation. Explain the theory of Maslow's of motivation.

### UNIT-III

6. What are the types of groups? Explain group cohesiveness.
7. Explain the trait theory of leadership.

### UNIT-IV

8. What are the types and sources of conflict?
9. Explain the meaning and concept of organizational culture.

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