

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

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

Subject Code : BBASM-GE 301-18

M.Code : 76825

Date of Examination : 19-12-22

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) Meaning of Organisational Behaviour
- b) Classical Conditioning
- c) Behaviour Modification
- d) Definition of Attitude
- e) Non- financial factors of motivation
- f) Informal Group
- g) Team Effectiveness
- h) Leadership Traits
- i) Eustress
- j) Clan culture.

## SECTION-B

### UNIT-I

2. Discuss the challenges and opportunities for organizational behaviour in modern business environment.
3. Explain the social learning theory.

### UNIT-II

4. Explain the determinants of personality.
5. Critically evaluate Maslow's theory of motivation.

### UNIT-III

6. Explain the stages of group development.
7. Define Leadership. Explain Leadership Styles.

### UNIT-IV

8. Discuss the process of conflict management.
9. Explain various sources of stress. How can organisations help in stress coping?

**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.**