

Roll No.

Total Pages : 2

301105

January 2023

BBA(Gen) 1 SEMESTER

Organisational Behaviour (BBA-G-105)

Time : 3 Hours

Max. Marks : 75

Instructions :

1. *It is compulsory to answer all the questions (1.5 marks each) of Part-A in short.*
2. *Answer any four questions from Part-B in detail.*
3. *Different sub-parts of a question are to be attempted adjacent to each other.*

PART-A

1. (a) Discuss the importance of OB. (1.5)
- (b) Briefly describe relevant disciplines that contribute to OB. (1.5)
- (c) Explain reinforcement in the context of learning. (1.5)
- (d) Can attitudes be changed? Suggest managerial actions to change attitudes. (1.5)
- (e) What is social loafing? (1.5)
- (f) What is Group cohesiveness? (1.5)
- (g) Write a note on cross functional teams. (1.5)

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- (h) Enumerate the elements of organisational culture. (1.5)
- (i) Depict the relationship between stress and performance. (1.5)
- (j) Enlist the sources of power. (1.5)

PART-B

- 2. Enumerate motivation theories. Discuss Maslow's Need Hierarchy in detail along with its managerial implications. (15)
- 3. Define the team. List its features. Suggest techniques to make the team more effective. (15)
- 4. What are the primary sources of conflict? Discuss the most widely used methods of conflict resolution. (15)
- 5. "A person's personality is the outcome of the net impact of a variety of variables". Elaborate the statement and discuss those factors. (15)
- 6. Describe different types of organisational structures. How does matrix organisation differ from project organisation? Write about its merits and demerits. (15)
- 7. How does organisational development differ from organizational change? Explain OD techniques. (15)