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Total Number of Pages:02

MBAP
PTMNG201

2nd Semester Regular Examination 2016-17
ORGANISATIONAL BEHAVIOUR
BRANCH: MBA()
Time: 3 Hours
Max Marks: 100
Q.CODE: Z1200

Q No 1 and 2 are compulsory and any four from the rest
The figures in the right hand margin indicate marks.

Part – A (Answer all the questions)

Q1 Answer the following questions: (2 x 10)

- a) -All the unique traits and patterns of adjustment of the individual is known as
(A) Personality (B) Responsibility (C) Creativity (D) Authority
- b) The _____ leadership style is an expression of the leader's trust in the abilities of his subordinates.
(A) Participative (B) Delegative (C) Authoritarian (D) All of the above
- c) The model(s) of Organizational Behaviour is (are):
(A) Autocratic (B) Custodial (C) Supportive (D) All of the above
- d) The group _____ are more important to the group members than any financial incentive.
(A) Norms (B) Values (C) Both 'A' and 'B' (D) None of the above
- e) _____ theory is an extension of Maslow's hierarchy of needs.
(A) Two factor (B) Theory X (C) Theory Y (D) ERG
- f) The energizing force that activates behavior and provides purpose and direction to that behavior is known as _____.
A) motivation B) personality C) emotion D) perception
- g) Which term is often used interchangeably with the term "motivation"?
A) personality B) emotion C) need D) perception
- h) Dolly prefers to be in a large group rather than alone. She is talkative when with others and is very bold. Which personality trait best describes Dolly?
A) extroversion B) instability C) agreeableness D) openness to experience
- i) _____ is an individual's characteristic response tendencies across similar situations.
A) Motivation B) Emotion C) Empathy D) Personality
- j) Motives that are either unknown to the consumer or are such that he or she is reluctant to admit them are referred to as _____ motives.
A) manifest B) hidden C) secondary D) latent

- Q2** **Answer the following questions:** **(2 x 10)**
- a) Human behaviour is caused, Explain
 - b) Define perception
 - c) Name the determinants of personality
 - d) Why do people join groups
 - e) What is personality ? Name the determinants of personality
 - f) What do you mean by extroversion and introversion
 - g) Explain the importance of motivation
 - h) Differentiate between a manager and a leader
 - i) What are the different leadership styles
 - j) What is meant by locus of control
- Q3** Critically examine the two factor theory of motivation. How does it compare and contrast with the Need hierarchy theory **(15)**
- Q4** Define Attitude. Explain the ABC model of formation of attitude **(15)**
- Q5** What is meant by a group. Explain the various stages of group formation with examples **(15)**
- Q6** Discuss the pros and cons of autocratic and democratic styles of leadership. Explain the transactional theory of leadership with an illustration **(15)**
- Q7** How does the study of personality help in understanding organizational behavior. Explain MBTI **(15)**
- Q8** Explain the process of Change. Differentiate between proactive and reactive change. Why there is resistance to change **(15)**