

Registration No. :

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Total number of printed pages – 2

B.Tech / B. Pharm  
HSSM 4202/PH.4.10

**Special Examination – 2012**  
**ORGANISATIONAL BEHAVIOUR**

**Full Marks – 70**

**Time : 3 Hours**

*Answer Question No. 1 which is compulsory and any **five** from the rest.  
The figures in the right-hand margin indicate marks.*

1. Answer the following questions : 2×10
  - (a) What do you mean organizational culture ?
  - (b) What is Performance Appraisal ?
  - (c) What is Cognitive Evaluation theory ?
  - (d) What is Selective Perception ?
  - (e) What do you mean by cultural differences ?
  - (f) Discuss the need of Organisational Behaviour.
  - (g) What are the differences between 'team' and 'group' ?
  - (h) Discuss about Transactional Analysis.
  - (i) What is ERG Theory ?
  - (j) How leader is different from a manager ?
2. Why studying organisation behaviour helps in coping with the recent trends global scenario ? 10
3. What are the types of theories of Motivation ? Discuss them in detail. 10
4. What is perception ? Discuss the perceptual process. How it is important in an organization ? 10

P.T.O.

5. Define 'Performance Appraisal and discuss the ways of increasing work motivation through Performance Appraisal. 10
6. Define 'communication' and discuss barriers and gateways to communication. 10
7. Define 'leadership' and discuss different approaches of studying leadership in organization. 10
8. Write notes on : 5×2
  - (a) Group Decision making
  - (b) Group Cohesiveness

