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**GIET UNIVERSITY, GUNUPUR – 765022**  
B. B. A(Second Semester) Examinations, August – 2021  
**20BBA205 – Organizational Behaviour**

Time: 2 hrs

Maximum: 50 Marks

**The figures in the right hand margin indicate marks.**

**PART – A: (Multiple Choice Questions) (1 x 10 =10 Marks)**

Q. 1 Answer ALL questions

- a. Who classified the functions of Management as POSDCORB?
  - (i)Louis Allan
  - (ii)Henry Mintzberg
  - (iii)Henry Fayol
  - (iv) None of them
- b. Who is an individual who achieves goal through other people?
  - (i)Leader
  - (ii)Follower
  - (iii)Manager
  - (iv)Subordinate
- c. What is the first and foremost function of the Manager?
  - (i)Leading
  - (ii)Organizing
  - (iii)Controlling
  - (iv) Planning
- d. The term that is widely used to describe the discipline is called what?
  - (i)Leadership styles
  - (ii)Charismatic leader
  - (iii)Organizational Behaviour
  - (iv)All of the above
- e. What is the basic characteristic of Organizational Behaviour?
  - (i)Democratic in nature
  - (ii)Participative in nature
  - (iii)Both (1) and (ii)
  - (iv)Human in nature
- f. According to John Stacey Adams, what is Personality?
  - (i)We
  - (ii)Looking beautiful
  - (iii)I
  - (iv)None of them
- g. Which type of Personality is based on active participation towards the organization system?
  - (i)Type O
  - (ii)Type C
  - (iii)Type B
  - (iv)Type A
- h. What do you mean by the term RSOICR?
  - (i)Stages of Motivation
  - (ii)Stages of success
  - (iii)Stages of Perception
  - (iv) None of them
- i. When individuals are judged on the basis of the characteristics of the group to which they belong:
  - (i)Attribution
  - (ii)Perceptual defence
  - (iii)Projection
  - (iv)Stereotyping
- j. Abraham H. Maslow pin pointed how many needs in his Hierarchy Need of Motivational Theory?
  - (i)Six needs
  - (ii)Eight needs
  - (iii)Five needs
  - (iv) One need

**PART – B: (Short Answer Questions) (2 x 5 = 10 Marks)**

Q.2. Answer ALL questions

- a. What do you mean by the term POSDCORB?
- b. Define the term Perception?
- c. What do you mean by Halo effect?
- d. Write the difference between a good leader and a great leader?
- e. What do you mean by Group-Cohesiveness?

**PART – C: (Long Answer Questions) (6 x 5 =30 Marks)**

Answer ANY FIVE questions

	Marks
3. Describe the nature and scope of Organizational Behaviour?	6
4. What is Personality? Explain the factors governing Personality?	6
5. What are the internal and external factors influencing perceptual selection?	6
6. Briefly explain the nature and importance of Motivation?	6
7. Explain Maslows Need Hierarchy Theory of Motivation with diagram?	6
8. What are the different levels of Conflict Process? How conflicts are resolved?	6
9. What are the different stages of Group development? Show with diagram.	6
10. Explain the Autocratic and Democratic style of Leadership?	6

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