

Roll No.

Total No. of Pages : 02

Total No. of Questions : 15

MBA / MBA(IB) (2012 & Onward) (Sem.-1)

ORGANIZATIONAL BEHAVIOUR

Subject Code : MBA-102

Paper ID : [C0102]

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTION TO CANDIDATES :

1. **SECTION-A** contains **SIX** questions carrying **FIVE** marks each and students has to attempt any **FOUR** questions.
2. **SECTIONS-B** consists of **FOUR** Subsections : Units-I, II, III & IV. Each Subsection contains **TWO** questions each carrying **EIGHT** marks each and student has to attempt any **ONE** question from each Subsection.
3. **SECTION-C** is **COMPULSORY** and consist of **ONE** Case Study carrying **EIGHT** marks.

SECTION-A

1. Define attitude. How are attitudes formed?
2. What is the attribution theory? What is its application in OB?
3. Discuss the leadership pattern followed in Indian organizations.
4. How does conflict differ at individual, group and organizational level?
5. Discuss the concept of power and politics. Also mention the various sources of power.
6. What role do ethics play in creating a positive organizational culture?

SECTION-B

UNIT-I

7. What are the challenges and opportunities for OB in today's turbulent times?
8. What is perception? Why does perception fail?

UNIT-II

9. Critically examine achievement motivation theory.
10. What are the four leadership styles according to the situational theory?

UNIT-III

11. Define the term groups. What is the relationship between group norms and group cohesiveness?
12. Differentiate between functional and dysfunctional conflict. What are the sources of interpersonal conflict?

UNIT-IV

13. Explain the forces leading to change. Why is change resisted?
14. Define learning organisations. Identify the main characteristics of learning organisations.

SECTION-C

15. Case Study :

In XYZ organisation, the members of a project management team used to report directly to the project manager. However, a change in the hierarchy was implemented, wherein the role of a team leader came into picture. The members of the team now had to report to that team leader directly. Some resistance was arising because of this new arrangement.

Question

1. As a project manager how will you convince the team members by specifying the merits of the new arrangement to report to the team leader?