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Total No. of Pages: 02

Total No. of Questions: 09

BBA (Sem. – 3)
ORGANIZATIONAL BEHAVIOUR
Subject Code: BBA301-18
M Code: 76655
Date of Examination: 12-12-2022

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

1. **SECTION-A is COMPULSORY** consisting of TEN questions carrying TWO marks each.
2. **SECTIONS-B** consists of FOUR Sub-sections : UNITS-I, II, III & IV. Each Sub-section contains TWO questions each, carrying TEN marks each.
3. Students have to attempt any ONE question from each Sub-section.

SECTION A

1. Write short notes on the following:

- a) Perception
- b) Attitude
- c) Work teams
- d) Social learning
- e) Motives and Motivation
- f) Role of Learning in Managerial Decisions
- g) Leadership
- h) Individual behavior
- i) Group Development
- j) Group Facilitation

SECTION-B

UNIT-I

2. What do you mean by Organization Behavior? Explain its relevance to today's business.
3. Discuss the factors influencing individual behavior.

UNIT-II

4. Discuss the factors influencing perception. What are the perceptual errors?
5. Discuss the characteristics of motivation. Explain the theory of Maslow's of motivation.

UNIT-III

6. What are the types of groups? Explain group cohesiveness.
7. Explain the trait theory of leadership.

UNIT-IV

8. What are the types and sources of conflict?
9. Explain the meaning and concept of organizational culture.

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.