

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.-3)

ORGANIZATIONAL BEHAVIOUR

Subject Code : BBA-301-18

M.Code : 76655

Date of Examination : 03-07-2025

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.
3. Each Sub-section contains **TWO** questions each, carrying **TEN** marks each.
4. Student has to attempt any **ONE** question from each Sub-section.

SECTION-A

1. Answer briefly:

- a) Define individual behavior.
- b) What do you mean by Behaviour modification?
- c) Explain the Components of attitude.
- d) Define Job satisfaction.
- e) Discuss the Determinants of personality.
- f) What do you mean by Group norms?
- g) Define Group cohesiveness.
- h) Explain the Characteristics of a team.
- i) What is Organizational culture?
- j) List the Traits of an effective leader.

SECTION-B

UNIT-I

2. Define organizational behaviour. Discuss in detail the challenges and opportunities for OB with the help of suitable illustrations.
3. What do you mean by learning? Explain the characteristics of learning. Elaborate the social learning theory with its pros and cons?

UNIT-II

4. Define perception. Explain the steps of perceptual process with the help of examples. Also, give a brief note on the importance of perception in organizational behaviour.
5. Elaborate various types of motivation. Critically analyse McGregor's theory to comprehend the concept of employee motivation.

UNIT-III

6. Define group. Differentiate between formal and informal groups. Also, describe various properties of groups in detail.
7. “Leaders are born” not made. Comment on the statement and explain various styles of leadership with their advantages and disadvantages.

UNIT-IV

8. What do you mean by industrial conflict? Briefly explain the stages of the process of conflict management with the help of examples.
9. Define stress. Discuss in detail various sources of work stress. Also, explain the impact of stress on employee's behaviour.

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