

MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
MAKE-UP EXAMINATION: 2076
BACHELOR OF BUSINESS STUDIES (BBS)
SEMESTER - VI

Subject: Organizational Behavior
Full Marks: 100

Course Code: MGMT 462
Time: 3 Hours

You are required to answer in your own words as far as applicable. Figures in the margins indicate full marks.

SECTION A: VERY SHORT ANSWER QUESTIONS (10 X 2 = 20 MARKS)

Answer **ALL** questions.

- Q1. State any four opportunities of organizational behavior.
- Q2. Give the concept of personality.
- Q3. What do you mean by Attitudes?
- Q4. Define individual decision making in brief.
- Q5. Point out any four determinates of personality.
- Q6. List out the five major stages of group formation process.
- Q7. State any four reasons why people join groups.
- Q8. What is conflict?
- Q9. Mention any three major theory of leadership.
- Q10. Write the meaning of organizational development.

SECTION B: SHORT ANSWER QUESTIONS (6 X 8 = 48 MARKS)

Answer any **SIX** questions.

- Q11. Define organizational behavior. Discuss the disciplines that contribute to organization behavior.(2+6)
- Q12. What is decision making? Explain the steps in rational decision making. (3+5)
- Q13. State the meaning of perception. Explain the factors that influence perception. (2+6)
- Q14. What do you mean by group? Discuss the classification of group. (3+5)
- Q15. What is team? Explain the different types of team. (3+5)
- Q16. Give the meaning of communication. What are the barriers of effective communication? (2+6)
- Q17. Define leadership. Explain the behavioral theory of university of Michigan studies. (3+5)
- Q18. Write short notes on (4+4)
 - a. Distributive
 - b. Integrative bargaining.

SECTION C: LONG ANSWER QUESTIONS (2 X 16 = 32 MARKS)

Answer any **TWO** questions.

- Q19. Define organizational change. Why do people resistance to change? Discuss the approaches to managing organizational change. (4+4+8)
- Q20. What do you mean by learning? Explain the classical conditioning and operant conditioning theory of learning with its advantage. (4+6+6)
- Q21. "One of the major challenges faces by modern managers is to motivate the employees in the organization." In the light of this statement compare and contrast hierarchy theory with two factors theory of motivation? (16)