

Mid-West University
Examinations Management Office
Surkhet, Nepal
End-Semester Examination-2080
Bachelor of Business Studies (BBS)
Semester - VI

Subject: Organizational Behavior
Full Marks: 60 Pass Marks: 30

Course Code: MGMT 362
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 1 = 10 MARKS)

Answer ALL the questions.

1. List out any three challenges and opportunities of organizational behavior.
2. What is value?
3. Make a list of determinants of personality.
4. What is perception.
5. Define the meaning of decision making.
6. Write any three functions of communication.
7. Define organizational behaviour.
8. What is charismatic leadership?
9. Define negotiation.
10. What is organizational development?

SECTION B: SHORT ANSWER QUESTIONS (5 X 8 = 40 MARKS)

Answer any TWO questions.

11. What is organizational behavior? Explain the various disciplines contributing to the field of organization behavior. [3+8]
12. Define learning. Discuss the classical conditioning theory of learning. [3+5]
13. What is group? Differentiate between the groups and team. [3+5]
14. What do you mean by conflict? Describe the process of conflict. [3+5]
15. What are the major forces that make an organization necessary to change? Explain. [8]

SECTION C: LONG ANSWER QUESTIONS (1 X 13 = 13 MARKS)

Answer any ONE questions.

16. What is motivation? Discuss the Maslow's hierarchy needs theory and Mc Gregor's X and Y theory. [3+5+5]
17. Who is leader? Explain the Fiedler's contingency theory of leadership and what is its implication to the organizational leaders? [3+7+3]
18. What is organizational changes? Why do employees resist changing? Describe the approaches to managing organizational changes. [3+3+7]

THE END