

Roll No.

Total No. of Questions : 13]

[Total No. of Printed Pages : 3

**DQ-1**

**M.B.A. II<sup>nd</sup> Semester (Old/New)**

**Examination, 2019**

**Organization Behaviour**

**Paper - CP-201**

**Time : 3 Hours]**

**[Maximum Marks : 80**

**Note :- Attempt Four** questions from section A and **three** questions from section B. Marks allotted to each section is given against each section.

**SECTION - 'A'**

**8×4=32**

**Short Answer Type Questions**

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**(1)**

**P.T.O.**

- 1. How are OB concepts addressed in management functions, roles and skills ?**
- 2. What are six personality traits identified by Holland ?**
- 3. How does Sensitivity affect Perception ? Give Suitable example of how selectivity can create perceptual distortion.**
- 4. What is groupthink ? what are its effect on decision making quality ?** <http://www.onlinebu.com>
- 5. How does kotter's eight step plan deal with resistance to change ?**
- 6. What can organisations do to reduce employee stress ?**
- 7. Bring out the factors that influence emotional intelligence.**
- 8. Describe the ABC model of attitude. How should each component be measured ?**

**SECTION - 'B'**

**16×3=48**

**Long Answer Type Questions**

- 9. What are effectiveness and efficiency and how are they related to organisational behavior ?**
- 10. What do you understand by equity theory of motivation ? what are the ways of restoring equity to situations of inequity ?**

**DQ-1**

**(2)**

11. What traits predict leadership? Explain Fiedler's three contingency variables.
12. You are a sales representative for an international software company. After for excellent years, sales in your territory are off 30% this year. Describe three defensive responses you might use to reduce potential negative consequences of this decline in sales?
13. What do culture do? what forces influence the creation of a culture?

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