	Utech
Name:	
Roll No.:	The Samuely and Explana
Invigilator's Signature :	

CS/HM/SEM-6/BHM-603/2012 2012 ORGANISATIONAL BEHAVIOUR

Time Allotted: 3 Hours Full Marks: 70

The figures in the margin indicate full marks.

Candidates are required to give their answers in their own words as far as practicable.

GROUP - A

(Multiple Choice Type Questions)

1. Choose the correct alternatives for any *ten* of the following :

 $10 \times 1 = 10$

- i) n (Aff) by Mc. Clelland stands for
 - a) need for affiliation b) n
 - b) need for affection
 - c) need for affluence
- d) none of these.
- ii) The contributing fields of organizational behaviour is / are
 - a) Sociology
- b) Psychology
- c) both (a) & (b)
- d) none of these.

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_		(Olean				
iii)	The	e hidden area of the Johari Window refers to				
	a)	unknown to self — known to others				
	b)	unknown to self — unknown to others				
	c)	open to others				
	d)	known to self — unknown to others.				
iv)	The	e impverished style on the managerial grid is rated as				
	a)	(9, 1)	b)	(1,9)		
	c)	(1, 1)	d)	(9,9).		
v)	The	he point, (1, 1) on the managerial grid shows				
	a)	country-club style				
	b)	middle-of the-road style				
	c)	produce or perish style				
	d)	impoverished style.				
vi)	The	e highest need according to the Hierarchy Model is				
	a)	Esteem	b)	Physiological		
	c)	Self-Actualization	d)	Social.		
vii)	The	e ERG in Alderfer's ERG Theory stands for				
	a)) Existence, Relation, Growth				
	b)	b) Existence, Relation, Growth				
	c) Emotion, Retardation, Growth					
	d)	Emotion, Relation, Gra	andeı	ır.		
viii)	organize and interpret their sensory impressions order to give meaning to their environment.			sensory impressions in		
	a)	Leadership	b)	Controlling		
	c)	Empowerment	d)	Perception.		



- ix) Group may be
 - a) Formal

- b) Informal
- c) Both (a) & (b)
- d) none of these.
- x) Which of the following is not a fringe benefit?
 - a) Salaries and Wages
- b) Insurance
- c) Medical Cover
- d) Vacation.
- xi) Brainstorming is one of the techniques for
 - a) Motivation
 - b) Leadership
 - c) Group Decision Making
 - d) All of these.
- xii) Freud's stages of Personality Development are
 - a) oral, anal, phallic, latency, genital
 - b) childhood, adolescence, adulthood, old age
 - c) oral, phallic, genital
 - d) oral, adolescence, latency, old age.

GROUP - B

(Short Answer Type Questions)

Answer any three of the following.

 $3 \times 5 = 15$

- 2. Discuss the various determinants of the personality of an individual.
- 3. Explain the steps involved in group formation.
- 4. Define attitude. What are its components?

2 + 3

- 5. Write a note on the implications of Perception in OB.
- 6. Examine the different types of Transactional Analysis with suitable examples.

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(Long Answer Type Questions)

Answer any three of the following.



7. Define learning. Make a comparison between classical conditioning and operant conditioning theories of learning.

3 + 12

- 8. Critically compare the essence and *OB* implications of Trait Theory, Behavioural theories and situational theories of leadership.
- 9. Who is a manager ? Discuss the different management roles, functions and skills. Are the terms 'manager' and 'leader' synonymous ? 3+8+4
- 10. a) What is motivation? How does it differ from morale?
 - b) Describe Herzberg's two-factor Motivation Theory. Relate the two-factor theory to the need-hierarchy theory. 6+9
- 11. Write short notes on any *three* of the following: $3 \times 5 = 15$
 - a) Challenges and opportunities of OB
 - b) S O B C Model
 - c) Motivation Process
 - d) Attitude and Behaviour (Relationship)
 - e) Reasons for people joining groups.

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