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Roll No. -----

BBA-301

Organizational Behaviour (संगठनात्मक व्यवहार)

Bachelor of Business Administration

(BBA-10/12/16/17)

3rd Semester, Examination June 2022

Time: 2 Hours

Max. Marks: 80

Note : This paper is of Eighty (80) marks divided into two (02) Sections A and B. Attempt the questions contained in these sections according to the detailed instructions given therein.

Section – A

(Long Answer – type questions)

Note: Section 'A' contains Five (05) long-answer-type questions of Twenty (20) marks each. Learners are required to answer any two (02) questions only.

[2 x 20 = 40]

P.T.O.

- Q.1. Discuss the Financial and Non-Financial incentives which are aimed at increasing motivation of employees.
- Q.2. Compare and Contrast group and individual decision making. What are the major problems with group decision-making?
- Q.3. Why it is so difficult to change people's attitude? Think of a Co-worker who has a negative attitude towards his/her job. What can the supervisor do to change that attitude to a positive one?
- Q.4. What do you understand by Organizational Behaviour? Discuss the need and importance of Studying Organizational Behaviour.
- Q.5. How does change affect an Organization? Suggest a suitable approach for introducing change successfully in an Organization.

P.T.O.

Section – B

(Short-answer-type questions)

Note: Section 'B' contains Eight (08) short-answer-type questions of Ten (10) marks each. Learners are required to answer any Four (04) questions only.

[4 x 10 = 40]

- Q.1. What are Ego States? How are the Ego States classified under parent, adult and child ego states?
- Q.2. Why do people join group? Explain the process of group formation in an organization.
- Q.3. Explain how attitudes affect behaviour at work.
- Q.4. What do you understand by Personality, Traits? Explain by giving examples.
- Q.5. What is the importance of Learning Principles in Training and Development?
- Q.6. Identify the characteristics of Transformational and Transactional Leader?

P.T.O.

- Q.7. What is a Group? What are the main characteristics of a Group?
- Q.8. How does Scientific management and behavioural management differ in significant ways?
