

**B.B.A. SEM – III (2015 CBCS COURSE) : SUMMER - 2018**

**SUBJECT: ORGANIZATIONAL BEHAVIOUR**

Day : **Friday**  
Date : **27/04/2018**

**S-2018-1600**

Time : **02.00 PM TO 05.00 PM**  
Max. Marks: 100

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**N.B.**

- 1) Attempt **ANY FOUR** Questions from section – I and **ANY TWO** Questions from section - II
  - 2) Answers to the two sections should be written in **SEPARATE** answer books.
  - 3) Figures to the **RIGHT** indicate full marks.
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**SECTION – I**

- Q.1** What are the current opportunities and challenges faced by managers regarding organizational behaviour. (15)
- Q.2** “Job Involvement and Job satisfaction are important determinants that reflect behaviour of individual employees in organizations”. Discuss. (15)
- Q.3** Explain in detail McClelland’s theory of motivation. (15)
- Q.4** Why is perception of importance while studying organizational behaviour in organisations? What factors influence perception? (15)
- Q.5** Discuss in detail the Ohio state and Michigan studies on leadership. (15)
- Q.6** Write short notes on **ANY TWO** of the following: (15)
- a) Maslow’s need theory
  - b) Likert’s model of leadership
  - c) Importance of cross cultural training

**SECTION-II**

- Q.7** Why is organizational change resisted by employees in organisations? How can such resistance be reduced to bring in the benefits of organizational change. (20)
- Q.8** Explain the importance of goal setting to employees of a company dealing with selling financial products. (20)
- Q.9** What are the benefits of creating effective teams within an organisation? Also explain the benefits of group decision making. (20)

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