

**M.B.A.(HR) SEM-II (2016 COURSE) CBCS : WINTER -
2017**

SUBJECT: OD & CHANGE MANAGEMENT

Day: **Saturday**
Date: **18/11/2017**

W-2017-1720

Time: **02.00 PM TO 05.00 PM**
Max. Marks: 60

N.B.:

- 1) Attempt any **THREE** questions from Section –I. Each question carries **10** marks.
 - 2) Attempt any **TWO** questions from Section –II. Each question carries **15** marks.
 - 3) Answers to both the sections should be written in **SEPARATE** answer books.
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SECTION-I

- Q.1** State with illustrative examples growth and evolution of OD. (10)
- Q.2** What precautions one must take in entering into OD relationships and developing a contract? (10)
- Q.3** Differentiate between Individual and Team interventions. (10)
- Q.4** What is Negotiation? Discuss various processes to effective Negotiation. (10)
- Q.5** Write short notes on any **TWO** of the following: (10)
- a) MBO Approach
 - b) Process Consultation
 - c) Self-managed Teams

SECTION-II

- Q.6** Since last two years your organization's sales are adversely affected. The Board of Directors intend to analyze the reasons for this steep fall in sales. Suggest suitable methods to overcome fall in sales. (15)
- Q.7** Your organization produces small size diesel engines and it is dependent upon subsidies given by various state Government to farmers. Due to present political scenario the sales are adversely affected in some states. Suggest a suitable strategy to deal with the situation. (15)
- Q.8** Your unit has factories in all the states in India. Prepare a brief note to the HRD heads regarding introducing an unique approach to implementation of change. (15)

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