

S.D.E.

B.B.A. (2006 COURSE) SEM- III : WINTER - 2017
SUBJECT : FUNDAMENTALS OF ORGANIZATIONAL BEHAVIOUR

Day : **Thursday**
Date : **21/12/2017**

W-2017-4106

Time : **10.00 AM TO 1.00 PM**
Max. Marks : 80.

N.B.:

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

- Q.1** Define Organizational Behaviour. Critically analyze various models of Organizational Behaviour. (10)
- Q.2** What is an Attitude? Explain with examples various types of attitudes. (10)
- Q.3** What is Personality? State the process of personality development. (10)
- Q.4** What is a group? Explain stages of group development. (10)
- Q.5** State the scope as well as limitations for organizational behaviour in the present globalized environment. (10)
- Q.6** Elaborate the concept of goal setting to ensure ones personality development. (10)
- Q.7** Write short note on any **TWO** of the following: (10)
- a) Perception
 - b) ERG Theory
 - c) Locus of Control.

SECTION-II

- Q.8** Your organization intends to open 30 retail stores in your state and you, as HR Manager, has been asked to ensure that all the salesman, after their selection be trained on how to deal with the Branch Customer to achieve Sales Target of the retail store. Explain by a note to your CEO as to how would you ensure this? (15)
- Q.9** Your production, planning and control department made a report stating that the employees are producing at 50% of standard output. As a HR Manager explain as to how would you motivate the employees to raise their productivity by 60% within a year. (15)
- Q.10** Your organization will be celebrating its Silver Jubilee in the next financial year. You as HR Manager, explain as to how will you go about in formation of various group to ensure willing involvement of all employees. (15)

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