

**BACHELOR OF BUSINESS ADMINISTRATION (CBCS-2019 COURSE)**  
**B.B.A. SEM - III : WINTER :- 2021**  
**SUBJECT: ORGANIZATIONAL BEHAVIOUR**

**Day : Monday**  
**Date 14-02-2022**

**W-21920-2021**

**Time : 02:00 PM-05:00 PM**  
**Max. Marks: 60**

**N.B.:**

- 1) Attempt **ANY THREE** questions from Section – I and **ANY TWO** questions from Section – II.
- 2) Answers to both the sections should be written in **SAME** answer book.
- 3) Figures to the right indicate **FULL** marks.

**SECTION – I**

- Q.1** Define ‘Organizational Behaviour’. State the importance and discuss the challenges of organizational behaviour [12]
- Q.2** What is perception? What are the factors influencing perceptions? [12]
- Q.3** Describe in detail Maslow’s need hierarchy theory. [12]
- Q.4** “Leaders are born not made”. Justify your answer with relevant examples. [12]
- Q.5** Write short notes on **ANY TWO** of the following: [12]
- a) Components of attitude
  - b) Importance of cross cultural management
  - c) Conflict process

**SECTION – II**

- Q.6** Define how culture can be created and sustained. [12]
- Q.7** Does stress adversely affect the performance of an organization? If yes then how can it be managed? [12]
- Q.8** “Organizational behavior represents interaction among individuals, groups and organizations”. Elucidate. [12]

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