

[This question paper contains 2 printed pages.]

Your Roll No.....

Sr. No. of Question Paper : 1059

F

Unique Paper Code : 6132351202

Name of the Paper : Fundamentals of Organisational Behavior

Name of the Course : **B.A. (VS) MMI**

Semester / Type : II / DSC

Duration : 3 Hours

Maximum Marks : 90

Instructions for Candidates

1. Write your Roll No. on the top immediately on receipt of this question paper.
2. Attempt any **six** questions.
3. Part of the questions are to be attempted together.
4. **All** questions carry equal marks.

1. Explain the implications of the Trait theory model of Personality. (15)
2. What are Perceptual errors? How can they affect the decision-making process? Explain with examples. (15)

P.T.O.

3. What is the need for Motivation in an organization? Examine Abraham Maslow's 'Need-Hierarchy theory'. (15)
4. Explain 'Resistance to change'. Discuss strategies to overcome or manage such resistance. (15)
5. What kind of leadership is needed in today's Business world? Explain with suitable examples. (15)
6. Define the concept of 'Groups' in the organization. Explain various stages of group formation with examples. (15)
7. Explain the concept of Organizational Power. Discuss various sources of power in an organization. (15)
8. Write short notes on **any three** of the following :
 - (a) Theory of Learning (5)
 - (b) Transactional Leadership (5)
 - (c) Transformational Leadership (5)
 - (d) Interpersonal conflict (5)
 - (e) Locus of Control (5)
9. Explain the significance of informal groups in the organization. (15)

(1000)