

[This question paper contains 2 printed pages.]

Your Roll No.....

Sr. No. of Question Paper : 3467 J

Unique Paper Code : 6132351202

Name of the Paper : Fundamentals of organisational
behaviour (DSC)

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

Semester : II (NEP)

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 **five** questions.
3. **All** questions carry equal marks.

1. Discuss different methods of personality measurement.
What are the personality traits that affect human
behaviour at workplace?
2. What is the concept of reinforcement in learning?
How does it help in shaping behaviour of people in a
desirable way?

P.T.O.

3. Explain McClelland's theory of motivation. Can achievement motive be developed? If yes, how?
4. How resistance to change can be managed? Explain Kurt Lewin's theory of change.
5. What are the various situational factors in Fiedler's contingency model of leadership? How do they affect leadership styles?
6. What are the factors which affect group cohesiveness? Explain the relationship between group cohesiveness and group productivity.
7. Why do organizational politics emerge? Discuss the measures to avoid organizational politics.
8. Write a short note on any **three** of the following :
 - (i) Resistance to change
 - (ii) Organisational power
 - (iii) Transformational leadership
 - (iv) Management of conflict
 - (v) Errors in perception