

Roll No. ....

Total No. of Questions : 13]

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**DW-403**

**M.B.A. (Gen.Mgt./Mkt. Mgt./Hum. Res. Mgt./  
Fin. Mgt./Mkt. & Sales Mgt./Fin./Mkt.) (F.T.)**

**(Reg./Ex.) II<sup>nd</sup> Semester**

**Examination, 2022**

**Organizational Behavior**

**Paper - 201**

**Time : 3 Hours]**

**[Maximum Marks : 80**

**Note :-** Attempt four questions from Section 'A' and three questions from Section 'B'. Marks allotted to each section is given against each section.

**SECTION - 'A'**

**Short Answer Type Questions**

**4×8=32**

1. 'Although, only some people in an Organization need to know about marketing or accounting or production, almost every one benefits by knowing about Organizational Behavior'. comment on the given statement.
2. How do Values of Individual Employees influence Behavior at Work ?
3. What are common shortcuts or Biases that people use in Judging others ?
4. Explain the shortcomings of Maslow's need hierarchy and compare it with Herzberg's two factor theory of motivation.
5. Write a short note (Any Two)
  - (a) Johari Window
  - (b) Transactional Analysis
  - (c) Knowledge Management

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(1)

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6. What are the advantages and disadvantages of Group Decision making compared to Individual Decision making.
7. Explain the concept of Work place Diversity. What are the challenges that a Manager Might face due to workplace Diversity?
8. What are the financial and non financial methods of motivating employees? Give examples from Organizations.

### SECTION - 'B'

Long Answer Type Questions 16×3=48

9. Discuss the MBIT and Big Five Personality frame works and their implication on Individual Behavior.
10. What are the causes and remedies for Resistance to change in an Organization? <https://www.onlinebu.com>
11. Discuss the Challenges and Opportunities that Managers face in today's Globalized work environment, from Behaviour Perspective.

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12. How are Organizational cultures formed and maintained? With the help of example explain how the values and ideology of founders impact the culture of Organizations.

13. Write short notes (Any Two)

- (a) Conflict Management Styles
- (b) Emotional Intelligence
- (c) Cognitive Dissonance theory
- (d) Classical Conditioning Theory of Learning



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