

**Roll No.**

**Total No. of Pages : 02**

**Total No. of Questions : 18**

**BBA (2018 Batch) (Sem.-3)**  
**ORGANIZATIONAL BEHAVIOUR**  
**Subject Code : BBA-301-18**  
**M.Code : 76655**

**Time : 3 Hrs.**

**Max. Marks : 60**

**INSTRUCTIONS TO CANDIDATES :**

1. **SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.**
2. **SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.**
3. **Each Sub-section contains TWO questions each, carrying TEN marks each.**
4. **Student has to attempt any ONE question from each Sub-section.**

## SECTION-A

**Write briefly :**

1. Classical Conditioning Theory
2. Contributing Disciplines to OB
3. Components of attitude
4. Perceptual Errors
5. Types of Teams
6. Leadership Styles
7. Dimensions of Organisational culture
8. Types of Motivation
9. Foundation of Individual behaviour
10. Process of Conflict Management

## **SECTION-B**

### **UNIT-I**

11. Explain the framework of OB? What are the challenges and opportunities for OB?
12. Explain the factors that influence the behavior of individuals in organization.

### **UNIT-II**

13. Theory X and Theory Y are concerned with the nature of people. How does the job situation affect the application of this theory? What are its implications?
14. Critically examine the psychoanalytic approach to personality.

### **UNIT-III**

15. Differentiate between trait theory and behavioural theory of leadership.
16. What do you mean by group? Discuss five stage model of group formation?

### **UNIT-IV**

17. What are different types of conflict that arise in organization? What are various sources of conflict in an organization?
18. Explain the various sources of stress in organizations. Also mention the strategies to overcome stress.

**NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.**