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Total No. of Pages : 02

Total No. of Questions : 18

**BBA (SIM) (2018 Batch) (Sem.-3)**  
**ORGANIZATIONAL BEHAVIOUR**  
**Subject Code : BBASM-GE 301-18**  
**M.Code : 76825**

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
2. Stereotype
3. Three Components of Attitude
4. Group Cohesiveness
5. Leadership Styles
6. Halo Effect
7. Motivation
8. Group Dynamics
9. Stress Management
10. Learning

## **SECTION-B**

### **UNIT-I**

11. What do you mean by an OB? Discuss its Opportunities and Challenges in detail.
12. Define Individual Behaviour. Write down the various factors affecting the Individual Behavior.

### **UNIT-II**

13. Write about the concept of Personality. Elaborate Personality Traits and Determinants of an individual.
14. What do you mean by Perception? Explain the various Perceptual Errors in detail with suitable examples.

### **UNIT-III**

15. What are the Work Teams? Describe its types and characteristics in detail.
16. Discuss the various Models of Organizational Leadership such as Trait, Positional, and the Situational theory.

### **UNIT-IV**

17. What is Organizational Culture? Discuss its types and dimensions in detail.
18. Explain the concept of Conflict Management. Also, discuss various approaches to Conflict Management.

**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.**