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Total No. of Pages : 02

Total No. of Questions : 18

**BHMCT (Sem.-7)**  
**ORGANIZATION & CONSUMER BEHAVIOUR**  
Subject Code : BH-419  
M.Code : 14583

Time : 3 Hrs.

Max. Marks : 30

**INSTRUCTIONS TO CANDIDATES :**

1. **SECTION-A** is **COMPULSORY** consisting of **TEN** questions carrying **ONE** mark each.
2. **SECTION-B** contains **FIVE** questions carrying **2<sup>1</sup>/<sub>2</sub>** (Two and Half) marks each and students has to attempt any **FOUR** questions.
3. **SECTION-C** contains **THREE** questions carrying **FIVE** marks each and students have to attempt any **TWO** questions.

**SECTION-A**

**Write Short notes on :**

1. Perception
2. Skills
3. Motivation
4. Group
5. Leadership
6. Barriers
7. Organization
8. Stress
9. Effective leadership
10. Communication

### **SECTION-B**

11. What are different causes of stress?
12. Write a short note on Group dynamics.
13. What are different forms of Organization structure?
14. Explain the process of perception.
15. What are the factors in Organization climate?

### **SECTION-C**

16. Define Organization Behavior and state different concept of Organization Behavior.
17. What is Personality? Explain determinants with example.
18. Discuss different leadership styles in Indian organization.

**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.**