Printed Pages:01 **Sub Code: MAM 301**

Paper Id: 190007 **Roll No.** | | | | | | | | | | |

MAM

(SEM III) THEORY EXAMINATION 2018-19

ORGANIZATIONAL BEHAVIOUR

Time: 3 Hours ***Total Marks: 100***

Note: 1. Attempt all Sections. If require any missing data; then choose suitably.

SECTION A

1. Attempt *all* questions in brief. **2 x 10 = 20**

a. What is Custodial Model?
b. Explain the term Reinforcement.
c. Tell the purpose of goal setting theory.
d. What do you mean by Personality?
e. What are traits?
f. Describe Work Groups?
g. What is leadership?
h. Define Work Teams.
i. Who are charismatic leaders?
j. Define Anthropology.

SECTION B

2. Attempt any *three* of the following: **10 x 3 = 30**

a. Explain operant conditioning theory of learning. Give its implications two.
b. What are the determinants of personality?
c. Explain the Herzberg's theory of motivation.
d. How conflict can be resolved? Explain the techniques to reduce it.
e. What are the qualities of successful leader?

SECTION C

3. Attempt any *one* part of the following: **10 x 1 = 10**

(a) Describe the various elements of organisational behaviour.
(b) What are the factors which affects learning?

4. Attempt any *one* part of the following: **10 x 1 = 10**

(a) What is Motivation and explain the importance of motivation.
(b) Describe the various types of attitudes.

5. Attempt any *one* part of the following: **10 x 1 = 10**

(a) Elaborate the Freudian stages of personality development.
(b) "Selectivity effect perception." Discuss.

6. Attempt any *one* part of the following: **10 x 1 = 10**

(a) Enlist and discuss the theories of group formation.
(b) Tell the process of conflict.

7. Attempt any *one* part of the following: **10 x 1 = 10**

(a) What are the functions of a leader? Explain.
(b) Distinguish between transactional and transformational leadership.

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