

Printed Pages : 3



HU-401

(Following Paper ID and Roll No. to be filled in your Answer Book)

**PAPER ID : 199415**

Roll No.

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### **B. Tech.**

(SEM. IV) THEORY EXAMINATION, 2014-15

### **HUMAN BEHAVIOUR**

Time : 3 Hours]

[Total Marks : 80

**Note :** Attempt all Sections.

#### **SECTION - A**

**1** Attempt all parts of the following : **2×8=16**

- a) Pro-social behaviour
- b) Altruism
- c) Personality
- d) Halo Effect
- e) Attitude
- f) Group Cohesiveness
- g) Social Loafing
- h) Organisational Power and Politics

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[ Contd...

**SECTION - B**

- 2 Attempt any 3 parts : **8×3=24**
- a) Explain the term conflict. What are the various level of conflict in organization ?
  - b) Define motivation. Discuss different theories of motivation.
  - c) Define personality. Explain psychoanalytical theory of personality.
  - d) What do you mean by Group and Group Dynamics? Explain the stages of Group Formation.
  - e) Define the concept of learning. What is operant conditioning? How it differs from classical conditioning?

**SECTION - C**

3. Attempt all parts : **8×5=40**
- a) Explain the principles of scientific management by F.W. Taylor.
- OR**
- Explain the Piaget theory of cognitive Development.
- b) Discuss the factors that contribute the personality.

**OR**

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[ Contd...

Define perception. Explain about the social perception model with example.

- c) Discuss the concept of motivation. Differentiate between Maslow Need Hierarchy theory and Herzberg two factor Model.

**OR**

Define leadership? Discuss leadership styles.

- d) Discuss the determinants that affects the performance of the Group.

**OR**

Discuss the strategies to manage political behaviour.

- e) "Leadership is the driving force which get things done by other" Comment on this statement.

**OR**

What is organizational politics? Explain the causes of political activities in an organization. What should be done to handle organizational politics?

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