

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.