

**B/5271**

**M.B.A./M.B.A.(MM) (First Semester) Examination Dec. 2016**

**Paper : MSMM/T/1**

**(ORGANISATIONAL BEHAVIOUR)**

**Time Allowed : 3 hours**

**Marks : 70**

**Note:** Attempt all questions. One question from each unit is compulsory.

**Unit-I**

- Q.1. What do you understand by organizational behavior? Also, discuss approaches of establishing organizational Goals.

**Or**

Discuss any two theories of organizational behavior.

**Unit-II**

- Q.2. Define the term "personality". Also explain the various theories of personality.

**Or**

What are the functions of Attitudes? "Job – related attitudes are significant for understanding organizational behavior". Elucidate with example.

**Unit-III**

- Q.3. Write in detail vram's expectancy model of motivation. How are the various factors in the model related to each other? What happens to motivation if one of these does not exist? Give examples.

**Or**

Discuss any two leadership styles and its implication in organizational setting.

**Unit-IV**

- Q.4. Discuss approaches can be used to reduce the level of stress among employees.

**Or**

Explain Group and its development process. Also, distinguish between balance and exchange theories.

**Unit-V**

- Q.5. Explain organizational culture and its importance in today's business.

**Or**

Discuss the role of Total Quality Management and its techniques.