

MBA (D) 1st Semester Examination, July 2018(DDE)
(Session: January 2017- December 2018)
Subject: Organizational Behavior (OB)
Paper: MBD- 102

Time: 3 Hours

Full Marks: 80

The figures in the margin indicate full marks
Candidates are required to give their answers in their own words as far as practicable

GROUP A

Answer any six questions

5X6=30

1. "Management is essentially a process of motivation". Explain.
2. Differentiate between individual and group behaviour.
3. Explain the features of attitude.
4. Explain the basic elements of organisational culture.
5. What determines personality? Briefly discuss.
6. State two differences between reward power and coercive power.
7. Briefly discuss the different types of groups formed in organisation.
8. Describe the three needs highlighted by McClelland.

GROUP B

Answer any five questions

10X5=50

9. Why are individuals resistant to change? How can organisations deal with individual resistance?
10. Discuss the nature of classical conditioning and operant conditioning. How do they differ from each other?
11. Critically examine Maslow's Need Hierarchy Theory. How far up the hierarchical ladder do most people progress?
12. Describe in detail the barriers to perception.
13. Critically examine the various models of organisational behaviour.
14. Describe in detail about Corporate Impression Management Tactics.
15. Write short notes on:
 - a) Type A Personality Type
 - b) Emotional Intelligence