

**MBA (D) 1<sup>st</sup> Semester Examination, Dec 2018**  
**(July 2016- June 2018 and July 2017- June 2019 )**  
**Subject: ORGANISATIONAL BEHAVIOUR (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. Explain individual and group behaviour.
2. Describe the ABC model of attitude.
3. Differentiate between a leader and a manager.
4. Explain the basic elements of organisational culture.
5. How do our values affect our behaviour?
6. State two differences between reward power and coercive power.
7. Distinguish between motivators and hygiene factors.
8. Explain the basic types of communication networks.

**GROUP B**

*Answer any five questions*

*10X5=50*

9. What are the main reasons individuals resist to change? How can organisations deal with individual resistance?
10. Compare and contrast classical conditioning, operating conditioning and social learning.
11. Describe the different types of groups formed in organisation.
12. Describe in detail the barriers to perception.
13. Critically examine the various models of organisational behaviour.
14. Describe the three needs isolated by McClelland. How are they related to work behaviour?
15. Write short notes on:
  - a. Locus of Control
  - b. Introvert vs. Extrovert