

Roll No. ....

Total No. of Questions : 07]

[Total No. of Pages : 02

**MBA (Sem. - 1<sup>st</sup>)**  
**ORGANISATIONAL BEHAVIOUR**  
**SUBJECT CODE : MB - 102**

**Paper ID : [C0102]**

[Note : Please fill subject code and paper ID on OMR]

**Time : 03 Hours**

**Maximum Marks : 60**

**Instruction to Candidates:**

- 1) Section - A is **Compulsory**.
- 2) Attempt any **Four** questions from Section - B.

**Section - A**

**Q1)**

**(10 x 2 = 20)**

- a) Define Organisational Behaviour.
- b) Define Learning.
- c) What is job satisfaction?
- d) Why work teams are important?
- e) Define Power.
- f) What is emotional intelligence?
- g) Why stress is harmful?
- h) What are life positions?
- i) Define Perception.
- j) Differentiate between leadership and management.

**Section - B**

**(4 x 10 = 40)**

**Q2)** Discuss various individual variables influencing behaviour.

**Q3)** Explain Mc Clelland's theory of motivation. Contrast it with Maslow's Need Hierarchy theory.

- Q4) Explain the concept of transactional analysis.
- Q5) Discuss Fiedler's contingency model of leadership.
- Q6) What can be the causes of organisational conflict? How can conflict be resolved?
- Q7) What is Organisational Culture? Explain its characteristics.

