BBA-14

June - Examination 2026

Bachelor of Business Administration (III Year) Examination

Organizational Behaviour

Paper : BBA-14

[*Time: **3** Hours*] [*Maximum Marks: **70***]

Note :- The question paper is divided into three Sections A, B and C. Write answers as per the given instructions in each section.

Section-A **7×2=14**

(Very Short Answer Type Questions)

Note :- Answer **all** questions. As per the nature of the question delimit your answer in one word, one sentence or maximum up to **30** words. Each question carries **2** marks.

1. (i) Define Perception.
   (ii) What is learning?
   (iii) List the components of Leadership.
   (iv) Define Values.
   (v) What is Attitude?
   (vi) Define Conflict.
   (vii) What is Stress?

Section-B **4×7=28**

(Short Answer Type Questions)

Note :- Answer **any four** questions. You have to delimit your each answer maximum up to **200** words. Each question carries **7** marks.

2. Explain the concept of Perception and discuss its importance in understanding individual behaviour in organizations.
3. Describe the major theories of personality and explain their relevance in organizational behaviour.
4. Discuss the qualities and approaches required for developing effective leaders in an organization.
5. Differentiate between a Team and a Group and explain the various types of groups formed in organizations.
6. Explain the concept of Job Satisfaction and discuss different methods used for measuring it.
7. Describe the different types of power in an organization and explain their influence on employee behaviour.
8. Discuss the positive and negative effects of conflict on organizational performance.
9. Explain the various situational factors affecting negotiation and their role in negotiation outcomes.

Section-C

2×14=28

(Long Answer Type Questions)

Note :- Answer **any two** questions. You have to delimit your each answer maximum up to **500** words. Each question carries **14** marks.

10. Explain the various personal factors influencing individual behaviour and analyze their impact on absenteeism, employee turnover and productivity.

11. Differentiate between positive reinforcement and negative reinforcement and explain their role in improving employee behaviour.

12. Explain the concept of attitude measurement. Discuss various attitude scales and describe their types in detail.

13. Differentiate between individual change and organizational change and explain their importance in managing organizational transformation.
