

10. Define Individual behaviour. What are the various factors that influence Individual Behaviour ? Explain.
11. Critically examine the necessity of studying the personality of employees by manager in work organization. How does the personality work ?
12. What do you mean by Conflict Management ? What are the various types of conflict ? Explain.
13. What is Negotiation ? Explain Negotiation process and strategies.

## **BBA-14**

**June – Examination 2024**

### **BBA (Part III) 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.

**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) What do you mean by Conceptual Skills ?
- (ii) What is Individual Decision-Making ?
- (iii) Write the name of any *two* Leadership Style.
- (iv) Explain the concept of Reinforcement.
- (v) Define the term work values.
- (vi) What do you mean by Organizational Culture ?
- (vii) What is Distributive Bargaining ?

**Section-B** **4×7=28**

**(Short Answer Type Questions)**

*Note* :- Answer any *four* questions. Each answer should not exceed **200** words. Each question carries 7 marks.

2. Define OB. Discuss its challenges and opportunities.
3. Discuss the issue of sexual harassment at workplace. How can organizations combat its menace ?

4. What is Perception ? Explain the Factors Influencing Perception.
5. What is the Learning ? Explain main factors affecting people's learning.
6. As a manager, what basic group concepts do you need to consider in forming effective teams? Explain.
7. What is Job Satisfaction ? Factors affecting Job Satisfaction.
8. Explain the Functions and Liabilities of Organizational Culture.
9. How attitudes are Formed ? Explain the basic functions of attitude.

**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.