

**BBA-14**  
June - Examination 2016  
**BBA Pt. III Examination**  
**Organizational Behaviour**  
**Paper - BBA-14**

**Time : 3 Hours ]**

**[ Max. Marks :- 80**

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**Note:** The question paper is divided into three sections A, B and C.  
Write answer as per the given instructions.

**Section - A**

**8 × 2 = 16**

(Very Short Answer Type Questions)

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

- 1) (i) What is 'Individual Behaviour'?
- (ii) State any two characteristics of Learning.
- (iii) What is a Group?
- (iv) What do you mean by organizational values?
- (v) Explain the meaning of 'Power'.
- (vi) What do you mean by conflict?
- (vii) What is organizational change?
- (viii) Define Leadership.

**Section - B****4 × 8 = 32**

(Short Answer Type Questions)

**Note:** Answer **any four** questions. Each answer should not exceed 200 words. Each question carries 8 marks.

- 2) How is the perception associated with the individual decision making?
- 3) Differentiate between positive and negative reinforcement.
- 4) How effective leaders can be created in an organisation?
- 5) Differentiate between team and a group.
- 6) Explain the various types of power.
- 7) How values are important for Indian managers?
- 8) How attitude are formed?
- 9) What are the skills required to be a successful negotiator?

**Section - C****2 × 16 = 32**

(Long Answer Type Questions)

**Note:** Answer **any two** questions. Each answer should not exceed 500 words. Each question carries 16 marks.

- 10) Define perception. Explain the factors affecting the perception.
- 11) Critically examine the necessity of studying the personality of employees by managers in work organisation. How does the personality work?
- 12) What is Job Satisfaction? Explain the various factors that affecting job satisfaction.
- 13) Define organisation culture. How an organizational culture can be developed?