

BACHELOR OF BUSINESS ADMINISTRATION
Second Semester
Organisational Behaviour
(BBA- 07)

Duration: 3Hrs.

Full Marks: 70

(PART-B: Descriptive)

Duration: 2 hrs. 40 mins.

Marks: 50

1. Answer the following questions: (Any five)

2x5=10

- a) What is Perception?
- b) What do mean by Leadership?
- c) What do you mean by Learning?
- d) Mention any four names of internal factors which are related to Perceptual selectivity.
- e) What do you mean by "Attitude"?
- f) Define "Organization Behavior".
- g) Define "Command group".

2. Answer the following questions:(Any five)

3x5=15

- a) Mention any four functions of a Leader.
- b) What do you mean by Transformational and Transactional Leadership?
1.5+1.5=3
- c) What are the factors that have influence on Perception?
- d) What Michigan Studies said on Leadership? What are the two dimensions of Ohio State University theory of Leadership?
2+1=3
- e) What is "Value"? Name six different types of value.
- f) Write about the differences between "Type-A" and "Type-B" personality.
- g) Write three differences between the words "Team" and "Group".

PTO

3. Answer the following questions: (Any five)

5x5=25

- a) What are the components of learning process? Explain.
- b) Strike out the differences between Leadership and Management.
- c) What are the different types of Leadership styles that found in organization generally?
- d) Write about Fundamental concept of Organization Behavior.
- e) With the help of a diagram- explain the five stages of Group development model.
- f) What do you understand by the word "Personality"? Explain different factors that influence personality of a person.
- g) With the help of a diagram – explain Maslow's Need Hierarchy theory of Motivation.

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(The figures in the margin indicate full marks for the questions)

Duration: 20 minutes

Marks – 20

(PART A- Objective)

Time: 20 mins

Total Marks: 20

I. Answer the following questions:

1×14=14

- 1) In which of the following management practice, their focus keeps on the top level?
 - a. Leadership
 - b. Directing
 - c. Staffing
 - d. Controlling

- 2) In which leadership style, the leader expects complete obedience from the subordinates?
 - a. Free- rein leadership style
 - b. Autocratic leadership style
 - c. Participative leadership style
 - d. All of the above

- 3) Learning leads behavioural change.
 - a. Temporary
 - b. Permanent
 - c. relatively temporary
 - d. None of the above

- 4) Leadership Emphasis on
 - a. Transactional aspects
 - b. Both a & c
 - c. Transformational aspects
 - d. Neither a nor c

- 5) The Formal Leader has responsibility.
 - a. One fold
 - b. Three fold
 - c. Two fold
 - d. Four fold

6) Which of the following factor have no effectiveness on Leadership?

- a. Motivation
- b. Mental set
- c. Performance Appraisal
- d. Practice

7) According to Trait Theory of Leadership, leadership depends on

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- a. Personal qualities and trait
- b. Situation
- c. Experience
- d. All of the above

8) Which of the following is the external factor in Perceptual Selectivity?

- a. Intensity
- b. Beliefs
- c. Self-concept
- d. Inner needs

9) Which of the following theory explains the best leadership style?

- a. Trait theory
- b. Contingency theory
- c. Behavioural theory
- d. Cannot be determined

10) Which of the following derives the meaning of stimulus?

- a. Sensation
- b. Personality
- c. perception
- d. values

11) Organization behavior has a connection with various disciplines, they are-

- | | | | |
|---------------|---------------|--------------|------------------|
| I. Psychology | II. Sociology | III. Biology | IV. Anthropology |
| a. I, II, III | b. II,III,IV | c. I,II,IV | d. I,III,IV |

12) What is the name of the third level need according to Maslow's need hierarchy theory?

- a. Physiological need
- b. Safety need
- c. Self Actualization needs
- d. Social need

13) If a person gives value to power, it is called _____ value.

- a. Religion Value
- b. Political Value
- c. Social Value
- d. Economic Value

- 14) The need which is related to hunger, thirst, shelter and cloths is known as _____ need.
- a. Physiological need
 - b. Safety need
 - c. Social need
 - d. Esteem need

II. Match the following-

1x6=6

Personality Traits

- 1. Warmth
- 2. Reasoning
- 3. Emotional stability
- 4. Dominance
- 5. Liveliness
- 6. Sensitivity

Personality Behavior

- a. Adaptive & Stable
- b. Cheerful & Enthusiastic
- c. Intuitive & Sentimental
- d. Bright, Intelligent & Mental capacity
- e. Outgoing & Easygoing
- f. Assertive, Aggressive & Competitive
