

9. What was the name of the first book that discussed about the Application of Psychology in Business and Industrial?
 - a. Theory of Human Engineering
 - b. Theory of Industrial Efficiency
 - c. Theory of Advertising
 - d. Theory of Counseling
10. Who said that "Motivation is the complex set of forces starting and keeping a person at work is an organization"
 - a. Thurston
 - b. Taylor
 - c. Kraeplin
 - d. Robert Dubin
11. Training is aprocess.
 - a. Long-term
 - b. Short-term
 - c. Slow
 - d. None of the above
12. An autocratic leader gives to his subordinates and expects the subordinates to give complete obedience to the orders issued.
 - a. Solutions
 - b. Advice
 - c. Orders
 - d. Support
13. Soft skill training covers
 - a. Teamwork
 - b. Problem-solving
 - c. Communication
 - d. All of the above
14. Cognitive method of training and development focuses on providing training to the trainees.
 - a. Practical
 - b. Theoretical
 - c. Skill-based
 - d. None of the above
15. What is the main purpose of performance appraisal?
 - a. Making correct decisions
 - b. To foster promotions based on competence and performance
 - c. Establish job expectations
 - d. None of the above
16. In the trait theory of leadership, what is a trait?
 - a. Characteristics with which people are born with
 - b. Skills that people learn in an organization
 - c. Characteristics that are acquired without training
 - d. None of the above
17. How many styles of leadership have been proposed by Goleman?
 - a. 2
 - b. 4
 - c. 6
 - d. 5
18. Which of the following is a modern method of performance appraisal?
 - a. Straight Ranking Method
 - b. Assessment Centres
 - c. Checklist Method
 - d. Easy Appraisal Method

19. The full form of MBO is.....
- a. Management by Organizations
 - b. Management by Obligation
 - c. Management by Objectives
 - d. None of the above
20. Placement refers to
- a. Assignment of a selected candidate to a job
 - b. Choosing employees among the shortlisted candidates and providing them a job
 - c. Attracting candidates through job portals and advertisements
 - d. None of the above

(Descriptive)

Time : 2 Hr. 30 Mins.

Marks : 50

[Answer question no.1 & any four (4) from the rest]

1. Define Motivation. Explain Maslow's Hierarchy of Needs with diagram. 3+7=10
2. What are the natures of Industrial Motivation? Explain the role of motivation in the industry. 5+5=10
3. Define Industrial Psychology. Explain the various functions of Industrial psychology. 2+8=10
4. What are the various scope of Industrial psychology? Explain the role of an Industrial Psychologist. 3+7=10
5. What makes an effective leader according to you? Explain few behavioral theories of leadership with examples. 2+8=10
6. What is training and development? Explain the methods used to carry out training and development. 2+8=10
7. State the significance of performance appraisal? Explain briefly the methods for conducting performance appraisal. 5+5=10
8. Mention the different styles of leadership? Explain the characteristics of leadership with suitable examples. 3+7=10

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