

M.B.A.(with Credits)-Regular-Semester 2012 (Old & CBCS) Sem II  
**C21 / PCB2C01 : Organizational Behaviour & Development**

P. Pages : 1

Time : Three Hours



**GUG/S/18/5192**

Max. Marks : 70

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- Notes : 1. Attempt **any five** questions.  
2. All questions carry equal marks.

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| 1.  | Define OB. Discuss models of OB. Why do organisations exist?   | 14 |
| 2.  | What do you mean by the term 'perception'? What determines perception? Explain its different forms.                    | 14 |
| 3.  | Describe Learning. Discuss the theories of classical conditioning and operant conditioning.                            | 14 |
| 4.  | What is meant by 'Attitude'? Explain job satisfaction as an attitude.  | 14 |
| 5.  | Explain the concept of motivation. Discuss Maslow theory of motivation.  | 14 |
| 6.  | Discuss the concepts of Groups and Teams. Elaborate the general criteria for selecting team members and team building. | 14 |
| 7.  | What do you mean by 'Leadership'? Discuss basic qualities of Leadership.   | 14 |
| 8.  | Explain substantive and emotional conflicts. State the causes of conflict in an organisation.                          | 14 |
| 9.  | What is organisation development? Explain its need and process.  | 14 |
| 10. | Write short notes <b>any two</b> .   | 14 |
|     | a) The Domino effect.  |    |
|     | b) Grid Training.  |    |
|     | c) Survey method.  |    |
|     | d) Transactional Analysis.   |    |

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