



Dezyne École College

Bachelor of Business Administration (B.B.A.) First Year-2nd Semester

Organisation Behaviour

UNIT –I-Individual Behavior: An Overview

1. Write a note on inherited characteristics of behaviour & learned characteristics of behaviour. (2019)
2. Explain how trait theory of personality differs from social learning theory. (2019)
3. Define attitude. State its components. (2019)
4. What are the factors affecting individual behaviour? (2018)
5. Enumerate Maslow's Theory of Motivation. (2017)
6. Discuss factors affecting individual behaviour. (2016)
7. Explain the factors affecting perception. (2016)
8. Explain the trait theory of personality. (2015)
9. Which factors affect perception & how? (2018)
10. Explain values, attitudes & motivation. (2018)
11. Explain why different people behave differently? (2017)
12. Discuss different types of Personality. (2017)
13. Define "Perception". Discuss the process of perception. (2015)
14. Explain the Maslow's Theory of Need Hierarchy. (2015)
15. "Human Behaviour is goal-directed". Discuss. Explain Leavitt's Human Behaviour model in this reference (2014)
16. Discuss the relationship between Attitudes and Behaviour (2014)
17. Define "Motivation". Describe need and importance of motivation. (2014)
18. Define perception and describe basic perceptual processes. (2012)
19. Explain McGregor's Theory of X and Y and also differentiate in both theories. (2012)
20. Discuss the relationship between Attitude and Behaviour. (2011)
21. What is the Herzberg's two factors Hygiene theory? How it is differ from Maslow's need Hierarchy theory? (2011)

UNIT –II-Group Behaviour, Communication and Leadership

1. Explain the Autocratic & Democratic leadership styles. (2019)
2. Explain the linear model of communication. (2019)
3. Discuss foundation of group behaviour. (2018)
4. Explain the rational-economic man model of decision making. (2014)
5. What is communication? Discuss essentials of effective communication. (2012)
6. "Administration is primarily a decision-making process". Explain this statement and discuss the importance of decision-making in the performance of managerial functions. (2012)
7. What do you understand by "Leadership"? Clarify the different theories of Leadership. (2012)
8. Explain the classification of groups. How communication is done in a group? (2011)

9. What is "Group Dynamics"? Explain the classification of groups. (2015)
10. "Leaders are born, not made". Comment. (2015)
11. "Communication is the process by which all human interaction takes place". Elaborate and describe the characteristics of communication. (2014)
12. "A good leader may not necessarily be a good manager, but an effective manager should possess several qualities of a good leader". Discuss this statement. (2011)
13. Enumerate different styles of Leadership. (2018)
14. Describe different types of Leadership. (2017)
15. Discuss process of communication. (2017)
16. Discuss foundation of group behaviour (2016)
17. Explain communication process. (2016)
18. Discuss style of leadership. (2016)

UNIT –III-Conflict Management, Organisational Design, Culture, Change

1. What are the sources of inter-personal conflict? How can it be resolved? (2019)
2. Define organisational culture. Discuss its characteristics & role. (2019)
3. Describe different types of Conflict Management (2018)
4. Explain organisational Culture & Change. (2018)
5. Explain different techniques of Conflict Management. (2017)
6. Explain Organizational Culture & Change. (2017)
7. What is Conflict Management? (2016)
8. What do you mean by organizational change? Discuss its nature and recent trends. (2012)
9. What do you mean by organizational design? (2012)
10. Explain the organization culture. Discuss its characteristics and role. (2011)
11. What is the concept of management of change? What are the factors inducing the change? (2011)
12. Highlights the causes of conflict and point out the techniques of conflict resolution. (2011)
- Explain organisational culture and change. (2016)
13. Define "Conflict". Describe its causes and effects. (2015)
14. Write Short notes on the followings: (2015)
 - a. Organisation design
 - b. Organisation culture
15. Define "Conflict", describe its causes and effects. (2014)
16. What is meant by organizational culture? State its kinds. How does it develop? (2014)

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**Bachelor of Business Administration
(BBA) (Part-I) EXAMINATION, 2014**

ORGANISATION BEHAVIOUR

Paper : BBA-106

Time allowed : Three hours

Maximum marks : 70

*Attempt five questions out of seven.
However, the word limit of each answer
should not exceed 400. In case the
question paper contains a case study, it
will be considered equivalent to two
questions and in that situation, the word
limit should be 800 for answering the
case study and further the candidate has
to attempt three more questions with a
word limit of 400 for each question.*

*Note : No supplementary answer sheet
should be given to the candidates.*

*सात प्रश्नों में से 5 (पाँच) प्रश्न कीजिये। प्रत्येक
उत्तर की शब्द सीमा 400 शब्द से अधिक नहीं*

होनी चाहिए। प्रश्न-पत्र में केस स्टडी होने की स्थिति में यह केस स्टडी दो प्रश्नों के बराबर होगी और इस केस स्टडी की शब्द सीमा 800 शब्दों से अधिक नहीं हो तथा परीक्षार्थी तीन अन्य प्रश्न हल करेगा जो कि 400 शब्द सीमा से अधिक नहीं हो।

नोट—परीक्षार्थियों को पूरक उत्तर-पुस्तिकाएँ प्रदत्त नहीं की जायेंगी।

1. "Human behaviour is goal-directed." Discuss. Explain Leavitt's Human Behaviour Model in this reference.

“मानवीय व्यवहार लक्ष्य-निर्देशित होता है।” विवेचन कीजिये। इस संदर्भ में हेराल्ड लीविट के मानवीय व्यवहार मॉडल को समझाइये।

2. Discuss the relationship between Attitudes and Behaviour.

मनोवृत्तियों व व्यवहार के सम्बन्ध की विवेचना कीजिये।

3. "Communication is the process by which all human interaction takes place." Elaborate and describe the characteristics of communication.

“सम्प्रेषण एक प्रक्रिया है जिसके माध्यम से समस्त मानवीय अन्तर्व्यवहार का सम्पादन होता है।” इस कथन को समझाइये तथा सम्प्रेषण के लक्षण बताइये।

4. Explain the rational-economic man model of decision making.

निर्णयन के विवेकशील-आर्थिक व्यक्ति मॉडल को समझाइये।

5. Define 'conflict'. Describe its causes and effects.

'संघर्ष' को परिभाषित कीजिये। संघर्ष के कारण एवं प्रभावों का वर्णन कीजिये।

6. What is meant by organisational culture ? State its kinds. How does it develop ?

संगठनात्मक संस्कृति से क्या तात्पर्य है ? इसके प्रकार बताइये। यह कैसे विकसित होती है ?

7. Define 'Motivation'. Describe need and importance of motivation.

'अभिप्रेरण' को परिभाषित कीजिये। अभिप्रेरण की आवश्यकता एवं महत्त्व का वर्णन कीजिये।

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1088

Bachelor of Business Administration BBA
Part I (Semester-II) EXAMINATION, 2016
ORGANISATION BEHAVIOUR

Paper-bba-201

Time allowed : Three hours

Maximum marks : 70

Attempt five questions out of seven. In case the question paper contains a Case Study, it will be considered equivalent to two questions and in that case the student in addition to solving case study will have to answer any three from remaining five questions.

1. Discuss factors affecting individual behaviour.

✓ 2. Explain the factors affecting perception.

✓ 3. Discuss foundation of group behaviour.

✓ 4. Explain communication process.

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✓ 5. Discuss style of leadership.

6. What is Conflict management ?

7. Explain organisational culture and change.

4601

Roll No.

Bachelor of Business Administration BBA

(Part-I) (Semester-II)

EXAMINATION, 2018

Paper – bba - 201

(Organisation Behaviour)

Time allowed: Three Hours

Maximum Marks: 70

Instructions:

Attempt five questions out of seven. In case the question paper contains a Case Study, it will be considered equivalent to two questions and in that case the student in addition to solving case study will have to answer any three from remaining five questions.

- Q.1 ✓ What are the factors affecting individual behavior?
 - Q.2 Which factors affect perception and how?
 - Q.3 ✓ Explain values, attitudes and motivation.
 - Q.4 ✓ Discuss foundation of group behavior.
 - Q.5 ✓ Enumerate different styles of leadership.
 - Q.6 ✓ Describe different types of conflict management.
 - Q.7 Explain organisational culture & change.
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Roll No:- 682682

6001

**Bachelor of Business Administration (BBA)
Part-I (Semester II)
EXAMINATION, 2019**

**PAPER-BBA-201
ORGANISATION BEHAVIOUR**

Time Allowed - Three Hours
Maximum Marks - 70

Attempt five question out of seven. In case the question paper contains a Case Study, It will be considered equivalent to two question and in that case the students, in addition to solving Case Study will have to answer any three from remaining five question.

- 1- Write a note on inherited characteristics of behaviour and learned characteristics of behaviour.
- 2- Explain how trait theory of personality differ from social learning theory?

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- 3- Define attitude. State its components.
- 4- Explain the autocratic and democratic leadership styles.
- 5- Explain the linear model of communication.
- 6- What are the sources of inter-personal conflict? How can it be resolved?
- 7- Define organisational culture. Discuss its characteristics and role.

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Total No. of Pages : 1]



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A-1403

[Total No. of Questions : 7

B.B.A. (Part - I) (Semester - II) EXAMINATION - 2021

Paper - BBA - 201

ORGANISATION BEHAVIOUR

Duration : 90 Minutes]

[Max. Marks : 70

अवधि : 90 Minutes]

[पूर्णांक : 70

Instructions to the candidates :

Attempt questions to the extent of 50% of maximum marks of the question paper. Any question with or without 'or' or from any unit/section/part may be chosen.

प्रश्न पत्र के किसी भी इकाई/भाग/खंड में से स्वेच्छा से इस प्रकार प्रश्नों का चयन करें कि प्रश्न पत्र के पूर्णांक में से अधिकतम 50% अंकों के प्रश्न हल हो सकें। 'अथवा' के साथ दिए प्रश्नों में भी किसी प्रकार की बाध्यता नहीं है।

In case the question paper contains a Case Study, it will be considered equivalent to two questions and in that case the students, in addition to solving case study will have to answer any three from remaining five questions.

✓ Q1) Define personality. Explain the 'big five' personality traits.

Q2) Write a note on work-related attitudes. 202.

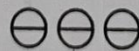
✓ Q3) Explain the basic motivational process in an organizational setup. 113

✓ Q4) What is Nonverbal communication. Explain its importance in organizational interactions.

✓ Q5) Explain participative decision-making process.

Q6) Write in brief about modern organization design.

Q7) Explain creating and maintaining a culture of an organization. 414



Total No. of Pages: 01

[Total No. of Questions: 07]



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B.B.A. (Part-I) (Semester-II) Examination - 2022
Paper - BBA - 201
ORGANISATION BEHAVIOUR

Duration of Examination: 1½ Hrs.

परीक्षा की अवधि: 1½ घण्टा

Max. Marks: 42

पूर्णांक: 42

Instructions to the Candidates:

परीक्षार्थी के लिए निर्देश:-

Attempt any three questions of seven questions.

(3x14=42 Marks)

सात प्रश्नों में से कोई तीन प्रश्न हल कीजिए।

-
- Q-1. What do you understand by Personality? Explain the different personality traits defining your behaviour.
- Q-2. Define Attitude. How does attitude shape your personality explain.
- Q-3. Write any 3 motivational theories.
- Q-4. What is communication? Explain the importance of verbal & Non-Verbal Communication.
- ~~Q-5.~~ Explain the decision making process in an organisation.
- Q-6. What is organisational design. Write about any two types of organisational design.
- Q-7. Define and explain the importance of work culture in an organisation.



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Bachelor of Business Administration
BBA Pt-I (Semester-II)
Examination, 2023
Paper - BBA- 201
Organisation Behaviour

Duration of Examination: 3 Hours

परीक्षा की अवधि: 3 घण्टा

Max. Marks: 70

पूर्णांक: 70

Instructions to the Candidates:

परीक्षार्थी के लिए निर्देश:-

Attempt five questions out of seven. In case the question paper contains a Case Study, It will be considered equivalent to two questions and in that case the student in addition to solving case study will have to answer any three from remaining five questions.

- 1- Discuss various factors of organisation behaviour and its contribution to various disciplines?
- 2- Explain the concept of personality? How does it determine the behaviour of an individual?
- 3- Explain the concepts of learning and briefly examine the various theories of learning.
- 4- What do you mean by group development? Explain different stages of the development of a group.
- 5- What do you understand by leadership? What are its characteristics?
- 6- Discuss conflict resolution techniques? What are the strengths & weakness of each?
- 7- Define organisational culture. How does it differ from Social Culture?



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**Bachelor of Business Administration
BBA (Part-I) (Semester-II)
Examination, 2024
Paper BBA-201
Organisation Behaviour**

Duration of Examination: 3 Hours

परीक्षा की अवधि: 3 घण्टा

Max. Marks: 70

पूर्णांक: 70

Instructions to the Candidates:परीक्षार्थी के लिए निर्देश:-*Note:- The question paper is divided into 02 Parts : Part- A & Part B.***Part-A**

Part-A Will consist of 10 compulsory questions. Answer to each question shall be limited up to 50 words. Each question will carry 02 marks. Total 20 Marks. (Marks-10x2=20)

Part-B

Part-B Will consist of 10 questions. Student will have to answer 05 questions, selecting At least one questions from each unit. The answer to each question shall be limited upto 400 words. Each question carries 10 Marks. Total 50 Marks. (Marks-5x10=50)

Part-A

- 1- What is the meaning of organizational behaviour?
- 2- State decisional roles of manager.
- 3- State five characteristics of leadership.
- 4- What do you know about perception?
- 5- What is the meaning of skills?
- 6- What is group?
- 7- What is inter group conflict?
- 8- Define organizational charges.
- 9- What do you mean by personality?
- 10- What is dominant culture?

Part-B**Unit-I**

- 11- Define the key elements and nature of OB.

OR

- 12- Define need for studying OB and also define scope of OB.



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Unit-II

13- Explain the factors determining perception.

OR

14- Describe in detail vroom's expectancy model of motivation. How are the various factors in the model related to each other. What happens to motivation if one of these factors does not exist. Explain with examples.

Unit-III

15- Describe human behaviour or its causation.

OR

16- What do you mean by personality? Critically examine the Psychoanalytic approach to personality.

Unit-IV

17- A good leader need not be a good manager but an effective manager must have many of the qualities of a good leader. Discuss.

OR

18- Write short notes on these:-

- (a) Emotions and moods.
- (b) Team Building
- (c) Communication and group decision making.

Unit-V

19- Explain the meaning of conflict and also describe the causes and sources of conflict.

OR

20- Define organizational culture. Can an employee survive in an organization if the rejects its core values. Explain.
