

2022  
M.Com. (E. & F.B.) First Semester  
FB-105: Psychology for Entrepreneurs

Time allowed: 3 Hours

Max. Marks: 80

**NOTE:** Attempt five questions in all, selecting atleast two questions from each Unit. All questions carry equal marks.

x-x-x

**UNIT – I**

1. Discuss the modern theories of leadership.
2. Why the employees do work more efficiently when they get something more than the usual salary. What is the role of the various motivation theories in understanding the behavior of individuals?
3. How creativity and decision making are inter-related to each other. What are the steps of creative decision-making?
4. Write short note on the following:
  - a) Charismatic Leadership
  - b) Job Design Practices
5. What do you understand by the term empowerment? If you are a team leader, how would you empower your teams?

**UNIT - II**

6. What is trust? Discuss the types and ways to improve the trust.
7. Why leaders are important to the Organizations. To make communication more effective, Leaders are important. Discuss the role Leaders play?
8. Define the Concept of Conflict. Why it is important to solve the conflict in the organizations?
9. Detail about the various strategies used by the organisations to cope the stress and what are the strengthening methods used by organisations to reduce stresses?
10. What do you mean by organizational communication? Explain the communication process in the organization?

x-x-x