

1129

M.Com. (M.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.

x-x-x

UNIT – I

- I. Explain the techniques of decision, making. What are the challenges in achieving consensus in decision making in groups? (16)
- II. What is creativity? Discuss the creativity process model. (16)
- III. Define job satisfaction? What are the different methods of measuring job satisfaction? (16)
- IV. What is Leadership? Distinguish between Transactional and Transformational Leadership? (16)
- V. Discuss:-
 - a) Meaning of Money in the workplace
 - b) Organisational Commitment(16)

UNIT – II

- VI. What do you understand by communication? Discuss the barriers to effective communication. (16)
- VII. What is perception? Explain the Attribution Theory of Perception. (16)
- VIII. What are work stressors? What are the methods adopted to prevent & manage stress? How do you balance work and life? (16)
- IX. What are different types of conflict that arise in organization? What are various sources of conflict in an organization? (16)
- X. Discuss:-
 - a) Group Process Conformity
 - b) Types of Trust(16)

x-x-x