

**Exam. Code: 0311**

**Sub. Code: 2691**

**1128**

**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 meaning & importance of leadership? What are the different leadership types? (16)
- II. What is Job Design? Discuss the various approaches of Job Design. (16)
- III. Discuss the relative importance of financial and non-financial incentives in motivation. (16)
- IV. According to Herzberg's theory what are the two factors which affect the motivation of people. Discuss. (16)
- V. Discuss the following:-
  - a) Activities that Encourage Creativity
  - b) Empowerment Practices (16)

**UNIT – II**

- VI. How is stress defined? Is it always bad for individuals? What are the coping strategies which can be adopted at individual as well as organizational level for stress? (16)
- VII. What is Conflict? What are its causes and how it can be managed effectively? Explain? (16)
- VIII. What do you mean by emotional intelligence,? How emotional intelligence helps in managing various positive and negative aspects in organization? (16)
- IX. Discuss the concept of organizational change and development. What is the role of change agents in bringing about a change? (16)
- X. Discuss the following:-
  - a) Stereotyping and its effects
  - b) Third Party Conflict Resolution (16)

x-x-x

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