

(i) Printed Pages : 2 Roll No.

(ii) Questions : 14 Sub. Code :

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Bachelor of Business Administration 2nd Semester

1059

PSYCHOLOGY FOR MANAGERS

Paper—BBAS125

Time Allowed : Three Hours] [Maximum Marks : 80

Note :— Attempt **four** questions from Section A, having **5** marks for each question. Attempt **two** questions from Section B and **two** questions from Section C, having **15** marks for each question.

SECTION—A

1. Explain the significance of Organisational Behaviour.
2. Define Perception and its nature.
3. Explain the concept : Individual Behaviour.
4. Explain the causes of conflict.
5. Explain Stress Management.
6. Explain Laissez faire Leader.

SECTION—B

7. Discuss the scope of organisational behaviour. State the need and importance of OB for managers.
8. Discuss the factors affecting Individual Behaviour. Explain models of Individual Behaviour.

9. Discuss the concept and features of attitudes. How an attitude is formed ?
10. State the determinants of Personality. Discuss various theories of Personality.

SECTION—C

11. What are the different types of motivation ? Explain Maslow's need hierarchy theory of motivation.
12. Explain Behavioural Theories of Leadership.
13. Explain Work Stressors. Explain its consequences. How stress can be managed ?
14. Discuss modern view of conflict and its various types. How conflict should be resolved ?