

1127

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. What do you mean by leadership? Discuss in detail various styles of leadership. (16)
- II. Discuss in detail rational decision making model in the current scenario. What is the procedure to choose best alternative. (16)
- III. Define organizational commitment. What are the various activities that encourage organizational commitment? Discuss in detail organizational commitment process model. (16)
- IV. Define the concept of job design. Discuss in detail empowerment practices in India. (16)
- V. What do you mean by money in the workplace? Discuss in detail reward and empowerment practices in various organizations in the current scenario. (16)

UNIT – II

- VI. What do you mean by trust? What are the different types of trust? How enhancement of the trust can be done? (16)
- VII. Define emotional intelligence. What is the impact of emotional intelligence on efficiency and effectiveness of various leaders? (16)
- VIII. Define organizational change. What are the various ethical issues to be considered for organizational change? Discuss in detail three approaches to organizational change. (16)
- IX. Define the conflict management. Discuss in detail types and process of conflict management .How conflict can be resolved? (16)
- X. What do you mean by perception? Discuss in detail outlining perceptual and stereo typing perception process and its effects? (16)

x-x-x