

(i) Printed Pages: 2

Roll No.

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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Bachelor of Business Administration 2nd Semester

1048

PSYCHOLOGY FOR MANAGERS

Paper-BBAS125

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt **FOUR** questions from Section A, carrying 5 marks for each question. Attempt any **TWO** questions from Section B carrying 15 marks for each question. Attempt any **TWO** questions from Section C, carrying 15 marks for each question.

SECTION—A

1. What are various components of attitude ?
2. Highlight the significance of organisational behaviour.
3. What are different perceptual errors ?
4. Explain managerial grid style.
5. How we can overcome the problem of resistance to change ?
6. Explain the management conflict strategies. 4×5=20

SECTION—B

7. What are the different models of Organisation Behaviour ?
8. Define the term Personality. Explain its theories in detail.
9. Explain the different factors affecting individual behaviour.
10. What is Attribution theory ? What are its implications for explaining organisation behaviour ? 2×15=30

SECTION—C

11. What do you mean by the term leadership ? Explain various behavioural theories of leadership.
12. Explain the various reasons of organisational stress along with the ways to cope up with it.
13. Write a short note on :—
 - (a) Group cohesiveness
 - (b) Organisational culture.
14. What do you mean by motivation ? Highlight its importance in organisational behaviour. 2×15=30