

(i) Printed Pages: 3]

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(ii) Questions : 14]

Sub. Code : 

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Exam. Code : 

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**Bachelor of Business Administration 2nd  
Semester Examination**

**1047**

**PSYCHOLOGY FOR MANAGERS**

**Paper : BBA-125**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Note :-** Attempt *four* questions from Section-A carrying 5 marks for each question. Attempt *two* questions from Section-B, carrying 15 marks for each question. From Section-C attempt any *two* questions carrying 15 marks for each question.

**Section-A**

1. Discuss impact of Information Technology on organisational behaviour.
2. Describe the factors influencing individual behaviour.
3. Explain various types of emotions.

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Turn Over

4. Discuss team cohesiveness.
5. Explain measures to strengthen organisational culture.
6. Why people resist to change ? 4×5=20

### Section-B

7. Discuss importance of organisational behaviour. What trends are emerging in organisational behaviour ? Explain briefly models of organisational behaviour.
8. What is Transactional Analysis ? How transactional analysis help predict the behaviour of people ?
9. Describe perceptual process. What errors may creep into perception ? Suggest measures to improve perception.
10. What do you understand by Attitude ? State its components. How an attitude can be measured ? 2×15=30

### Section-C

11. Explain Mc Gregor and Mc Clelland theory of motivation.
12. Define conflict. What are its types and sources ? How conflicts can be resolved ?

13. What may be the causes of stress ? Explain the consequences of stress. Discuss stress management strategies.

14. Explain the following :

- (a) Behavioural theory of leadership
- (b) Forces for change and overcoming resistance to change

2×15=30