

(i) Printed Pages : 2

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(ii) Questions : 9

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Exam. Code : 

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**B.Com. 1<sup>st</sup> Semester**

**1125**

**INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS**

**Paper : BCM-103**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

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

**SECTION-A**

1. Attempt any **four** questions in brief :
- (a) What are the contributing disciplines of organizational behaviour ?
  - (b) Define perception and its nature.
  - (c) Explain components of attitude.
  - (d) What is meant by inter-personal behaviour ?
  - (e) Explain sources of stress.
  - (f) Discuss traditional view of conflict.

**SECTION-B**

2. Discuss the scope of organizational behaviour. State the need and importance of organizational behaviour for managers.

3. Describe the factors affecting individual behaviour. Explain models of individual behaviour.
4. How does selectivity affect perception ? Give example how selectivity can create perceptual distortion.
5. Discuss the concept and features of attitudes. How an attitude is formed ?

### SECTION-C

6. What are different types of motivation ? Explain Maslow's need hierarchy theory of motivation.
7. Describe the qualities of a leader. Explain the great man theory and trait theory of leadership.
8. Write a comprehensive note on stress management.
9. Discuss modern view of conflict and its various types. How conflict should be resolved ?