

M.Com. (Entrepreneurship & Family Business)-First Semester  
FB-105: Human Behaviour in Organizations

Time allowed: 3 Hours

Max. Marks: 80

*NOTE: Attempt five questions in all, selecting atleast two questions from each Unit. All questions carry equal marks.*

x-x-x

UNIT I

1. Examine the important challenges of future organisations. Can they be met by understanding human behaviour?
2. "Reinforcement theory of learning is at the root of behaviour modification". Examine this statement.
3. Discuss the steps which you would take to reduce perceptual errors as you appraise the performance of your subordinates.
4. 'Values are a powerful, silent force affecting human behaviour.' Elaborate the statement highlighting the sources of values. Recognise the highly productive values for an effective organisation.
5. "Non-financial incentives are as strong motivators as financial ones." Critically examine the statement in the light of Maslow's and Herzberg's theories of motivation.

UNIT II

6. 'Stress is highly individualistic in nature.' Comment. Elaborate the consequences of stress.
7. Why is change resisted in organisations? What can the managements do to overcome it?
8. Explain the principal barriers to management communication and suggest measures for removing them.
9. Why do inter group conflicts arise? What are their ill consequences? How would you prevent such conflicts?
10. Critically evaluate the different approaches to study the leadership behaviour. Is there any best style of leadership?

x-x-x