

2031
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. Discuss the following:-
 - a) Transformational Leadership
 - b) Meaning of money in the workplace (2x8)
- II. What do you understand by the term motivation? Who are the motivators, and what is the role of Maslow's need Hierarchy in motivation? (16)
- III. Explain the concept and nature of Decision making. Detailed the Decision making process in the organizations. (16)
- IV. Discuss the various approaches of Job Design. (16)
- V. Discuss the different methods of measuring job satisfaction? (16)

UNIT – II

- VI. What do you understand by the term personality and how the inter-relationships can be understood by understanding the psychology of the individuals? (16)
- VII. Power comes with Authority and responsibility. What are the various power tactics uses by the Organizational leaders to successful implementation of organizations goals? (16)
- VIII. For better understanding to yourself we need to Analyze ourself. Explain it with the help of Johari window. (16)
- IX. What are the major reasons behind stress and discuss the various strategies used to cope the stress? (16)
- X. What is the difference between the formal and informal groups? State its various features of the formal and informal groups found in the organisations? (16)

x-x-x