

2012
Bachelor of Commerce
First Semester
BCM-103: Interdisciplinary Psychology for Managers

Time allowed: 3 Hours

Max. Marks: 80

NOTE: Attempt four short answer type questions from Section-A. Attempt two questions each from Section B and C respectively.

x-x-x

Section – A

I. Attempt any four of the following:-

- a) Component of attitude.
- b) Explain Barriers to Perceptual Accuracy.
- c) Explain Big Five Personality Traits.
- d) McGregor Theory X and Theory Y.
- e) Define Transaction Analysis.
- f) Define Eutress.

(4x5)

Section – B

- II. Define organizational behaviour. Explain various challenges and opportunities for organizational behaviour. (15)
- III. Explain in detail the various factors affecting individual behaviour. (15)
- IV. Explain in detail the determinants of personality. (15)
- V. Explain various theories of attitude formation. (15)

Section – C

- VI. What do you understand by motivation? Explain in detail different tools of motivation. (15)
- VII. What do you understand by leadership? Explain different styles of leadership. (15)

P.T.O.

(2)

- VIII. Define stress. What are the different causes of stress? Explain in brief that how stress can be managed? (15)
- IX. Explain organizational conflicts. Discuss the reasons that lead to organizational conflicts. (15)

X-X-X