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**BBMBMC 309**

**Credit Based V Semester B.B.M. Degree  
Examination, November/December 2015  
(2012 Scheme)  
ORGANISATIONAL BEHAVIOUR**

Time : 3 Hours

Max. Marks : 120

**Instruction :** A single book containing 40 pages will be **issued**.  
**No additional sheets will be issued.**

**SECTION – A (2 marks each)**

1. Answer **any ten** questions :

**(10×2=20)**

- Define organisational behaviour.
- What are informal groups ?
- Who is an introvert ?
- What do you mean by self esteem ?
- What is stereotyping ?
- What do you mean by counseling ?
- Define perception.
- What are hygiene factors ?
- Define personality.
- What is an 'id' ?
- What are the characteristics of parent ego ?
- What is legitimate power ?

**SECTION – B (8 marks each)**

Answer **any five** questions :

**(5×8=40)**

- What are the factors influencing perception ?
- Explain briefly the determinants of personality.
- Explain transactional analysis.

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5. Explain various types of groups.
6. What are the financial and non-financial incentives used in employee motivation ?
7. What are the sources of power ?
8. Explain various types of employee counseling.

**SECTION – C (20 marks each)**

Answer the following questions :

**(3×20=60)**

9. Explain Maslow's need hierarchy theory of motivation.

OR

Discuss the nature, components and functions of attitude.

10. Discuss the fundamental concepts of OB and highlight the benefits of OB.

OR

Explain the stages in perceptual process.

11. Explain the causes and strategies to manage the stress.

OR

Explain the causes of inter personal conflict and strategies to resolve it.

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