

**Subject : Organizational Behaviour**

Day : Tuesday  
Date : 13/12/2016



Time : 10.00 AM TO 1.00 PM  
Max Marks : 70 Total Pages : 1

---

**N.B.:**

- 1) Attempt **ANY FOUR** questions from Section – I and attempt **ANY TWO** questions from Section – II.
  - 2) Answers to both the sections should be written in the **SAME** answer book.
  - 3) Figures to the right indicate **FULL** marks.
- 

**SECTION – I**

- Q.1** What is Organizational Behaviour? Explain the need and importance of the study of organizational behaviour in business management. [10]
- Q.2** Define ‘Personality’. Explain determinants of personality in detail using examples. [10]
- Q.3** Explain the theory of motivation given by Victor Vroom. [10]
- Q.4** Discuss using examples the nature of learning organization. [10]
- Q.5** Describe the relevant factors considered in organizational design. [10]
- Q.6** Write short notes on **ANY TWO** of the following: [10]
- a) Stages of group development
  - b) Creativity in decision making
  - c) Charismatic leader

**SECTION – II**

- Q.7** As a HR manager which measures will you implement to motivate the sales team? (Assume necessary details). [15]
- Q.8** Compare and contrast the leadership styles of Narayan Murthy and Dhirubhai Ambani. [15]
- Q.9** A bank is proposing for expansion in various developing areas in India. However, many middle level managers are not interested to take up such positions. What could be the reasons of such attitude; suggest strategies that can be implemented to overcome the given problem? [15]

\* \* \* \*