

- Q.4 Explain the sources of power.
- Q.5 Explain various factors that play an important role in determining the personality of a person.
- Q.6 What are the environmental factors that determine the basis of individuals differences? Describe them.
- Q.7 How can attitudes be measured? Discuss in detail.

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1st Sem. / IPM

Subject : Organizational Behaviour-I

Time : 3 Hrs.

M.M. : 100

SECTION-A

Note:Very Short Answer type questions. Attempt any 15 parts. (15x2=30)

- Q.1 a) What do you understand by individual behaviours?
- b) Define attitude.
- c) What is meant by ability?
- d) What is self image?
- e) Define personality.
- f) Name the internal factors influencing perceptual selectivity.
- g) What are values?
- h) Define perception.
- i) Define power.
- j) What is meant by self esteem?

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- k) What is the meaning of stereotyping?
- l) What is negative face of power?
- m) Define motivation.
- n) What is positive motivation?
- o) What are self actualization needs?
- p) Give six motivational factors given by Herzberg.
- q) What do you understand by expectancy?
- r) Define learning.

SECTION-B

Note: Short answer type questions. Attempt any ten parts 10x4=40

- Q.2
- i) Discuss the concept of individual behaviour.
 - ii) Explain the nature of personality.
 - iii) What are the factors leading to perceptual distortion?
 - iv) Write a note on self concept and defensive behaviour.
 - v) Explain biographical or genetic

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characteristics as the basis of individual differences.

- vi) Discuss the nature of attitudes.
- vii) Explain transactional analysis.
- viii) Write a note on self development.
- ix) What are the characteristics of power?
- x) Describe Macland theory of achievement.
- xi) What are the factors governing the perceptual selection?
- xii) Explain X and Y theory of motivation.
- xiii) What are the needs described in Maslow's theory?
- xiv) What are the types of motivation?
- xv) What are the hygiene factors described by Herzberg?

SECTION-C

Note: Long answer type questions. Attempt any three questions. 3x10=30

- Q.3 Write a detailed account of Vroom's expectancy theory of motivation.

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