



**QP CODE: 23128169**

**Reg No** : .....

**Name** : .....

**BBA DEGREE (CBCS) REGULAR / REAPPEARANCE EXAMINATIONS,  
OCTOBER 2023**

**Fifth Semester**

**BACHELOR OF BUSINESS ADMINISTRATION**

**CORE COURSE - BA5CRT21 - ORGANISATIONAL BEHAVIOUR**

2017 Admission Onwards

861A8410

Time: 3 Hours

Max. Marks : 80

**Part A**

*Answer any **ten** questions.*

*Each question carries **2** marks.*

1. Define sociology.
2. Define illumination experiment.
3. Define multiple expressions of personality.
4. Define "Type B personality".
5. Distinguish between financial and non-financial incentives.
6. What are values?
7. What is group dynamics?
8. Who is a democratic leader?
9. Why politics is needed in business?
10. Define organisational climate.
11. Define organisational culture.
12. Why is change always resisted?

(10×2=20)

**Part B**

*Answer any **six** questions.*





*Each question carries 5 marks.*

13. How can the managers influence the behaviour of employees?
14. Discuss various personnel factors which influence individual behaviour?
15. What is meant by reinforcement? Define positive reinforcement.
16. Explain MCGERGOR's Theory X theory Y.
17. Explain Porter and Lawler model of motivation.
18. How is that some people acquire more power in organisations than the others?
19. Give elements of a sound organisation structure.
20. Discuss th nature of OD. What are the assumptions underlying OD?
21. How can resistance to change be implemented or overcome?

(6×5=30)

### **Part C**

*Answer any **two** questions.*

*Each question carries **15** marks.*

22. Discuss in detail the Hawthorne studies or experiments.
23. Define perception?. Discuss the factors affecting perception.
24. Some people believe that some degree of conflict in organisation is desirable. Discuss.
25. Discuss in detail the major organisational challenges.

(2×15=30)

