

**UNIVERSITY INSTITUTE OF APPLIED MANAGEMENT SCIENCES  
PANJAB UNIVERSITY, CHANDIGARH**

**End Semester Examinations- MBA (Sectoral Management) –1<sup>st</sup> Sem-March, 2021**

**Important Instructions:**

- 1) Please download the Question Paper immediately on receipt of the same.
- 2) Mark your attendance online After Receiving the Question Paper
- 3) Please put Roll No, Subject Code, Page No. and Signatures on all pages of the answer sheet
- 4) Maximum Number of pages in Answer Sheet are 24.
- 5) Timing of Examinations are 10.00 a.m. to 1.00 p.m.
- 6) Attempt Questions as per instruction in the question paper. ALL Questions carry Equal Marks
- 7) Preserve the original Answer Sheet. It may be required to be submitted at a later date.
- 8) The candidate will be required to submit a single PDF file of his/her answer sheet from their registered email address to the **NEW GOOGLE FORM (19.3.2021)** link <https://forms.gle/Pkx1Tv4hadZgCi1b7> within 90 minutes from completion of examination i.e. till 2.30 p.m. on the day of examination.

**END TERM & REAPPEAR EXAMINATION, MBA (SECTORAL) 1<sup>st</sup> SEMESTER,  
MARCH 2021**

**PAPER TITLE: ORGANISATIONAL BEHAVIOUR**

**PAPER CODE: MBARM-1005**

**MAX. MARKS:50**

**TIME: 3 HOURS**

**Note: Attempt five questions in all, Selecting at least one question from each unit/section. All questions carry equal marks.**

**SECTION – A**

Q1. Explain the significance and contribution of various disciplines to the field of OB. Why do you think it is important to study individual behavior in the organizations, discuss its contribution in managerial effectiveness?

Q2. Examine with suitable examples from the real world, how a sound knowledge of perception helps a manager in managing people and decision making.

Q3. Examine the components of attitude. How does attitude determine the behaviour of an individual? Explain with a suitable example.

**SECTION – B**

Q4. Explain the factors that influence personality and any one theory of personality in detail.

Q5. Define motivation. Compare and contrast the various contemporary theories from the early theories of motivation. Which ones do you think are more relevant in today's scenario?

**SECTION – C**

Q6. Differentiate between transactional and transformational leadership styles. Which do you think is better and why? Explain with a suitable example.

Q7. What do you understand by managing conflict in the organizations? What are the probable sources and techniques of combating conflicting situations? Outline the strategies of managing conflict

**SECTION – D**

Q8. What do you understand by organizational stress? What are the sources of stress and how can it be managed at the individual and the organization level

Q9. Define organizational culture and explain the main characteristics and components of culture.

Q10. What do you understand by the term organization structure? Explain various types of organisational structures and their impact on human behaviour.

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