

Instruction: all questions in section I carry equal marks.

Attempt any TWO questions in Section I

Question V in section II is compulsory.

Section I

Q1

A Discuss models of organizational behaviour. 10

B Narrate complete pay reward pyramid. 10

Q2

A Write a note on shaping as a managerial tool. 10

B Explain major personality attributes influencing organizational behaviour. 10

Q3

A Discuss techniques of group decision making. 10

B Narrate stages of group development. 10

Q4

A Write a note on power tactics. 10

B Explain model of change. 10

Section II Answer following. (Any ten) 10

1. Manipulation of power is studied by __, a contributing discipline to organizational behaviour.

(political science, economics, psychology)

2. When organizational behaviour answers why people behave as they do, it __ human behaviour.(describe, understand, predict)
3. __ refer to workforce or human resources. (structure, technology, people)
4. __ is old model of organizational behaviour and has limited applicability. (autocratic, system, supportive)
5. Complete pay reward pyramid indicates __ related to pay. (causes, constituents, controls)
6. Ability to identify visual similarity and differences refer to __. (comprehension, spatial visualization, perceptual speed)
7. __ is a biographical characteristic. (gender, personality, culture)
8. __ reinforcement is used to increase frequency and strength of desirable work behaviour. (negative, positive, neutral)

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9. Business environment contains ___ factors. (external, uncontrollable, both)
 10. ___ refers to mental set or framework. (attitude, punishment, culture)
 11. Adjourning relates to ___ from group. (joining, departing, rejoining)
 12. Norming stage exhibits ___. (inhibition, inquisitiveness, cohesiveness)
 13. ___ is a pattern of action expected of a person. (role, ego, anger)
 14. Role ___ is a major source of role stress and conflict. (clarity, ambiguity, perception)
 15. ___ are flexible and responsive to changing events. (individuals, organisations, teams)
 16. Chain of command is eliminated in ___ organization. (boundary less, virtual, matrix)
 17. Project and functional organization together make ___ organisation. (virtual, matrix, crosscountry)
 18. Power holder's title role and position refer to ___ power. (coercive, reward, legitimate)
 19. Impressive skills or qualities refer to ___ power. (referent, legitimate, reward)
 20. ___ is also known as reinforcing. (freezing, refreezing, changing)
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