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Total Number of Pages : 01

B.Tech.
HSSM3205

4th Semester Back Examination 2017-18

ORGANISATIONAL BEHAVIOUR

**BRANCH : AEIE, AUTO, BIOMED, BIOTECH, CHEM, CIVIL,
CSE, ECE, EEE, EIE, ELECTRICAL, ENV, ETC, FASHION, FAT, IEE, IT, ITE, MANUFAC,
MANUTECH, MARINE, MECH, METTA, MINERAL, MINING, MME, PE, PLASTIC, TEXTILE**

Time : 3 Hours

Max Marks : 70

Q.CODE : C762

Answer Question No.1 which is compulsory and any five from the rest.

The figures in the right hand margin indicate marks.

Answer all parts of a question at a place.

- Q1 Answer the following questions : (2 x 10)**
- a) What is BARS?
 - b) What is Orientation? Write its benefits?
 - c) Write the concept of classical conditioning.
 - d) What do you mean by organizational culture?
 - e) How do you define a group?
 - f) What are on-the-job Training methods?
 - g) What are the motivating factors described in the motivation theory?
 - h) What is MBTI?
 - i) What is perceptual bias?
 - j) What do you mean by the self-actualization needs?
- Q2 Why Training is important in organizations? Describe the off-the-job training methods you know. (3+7)**
- Q3 a) Advantages of performance Appraisal (5)**
b) ERG Theory (5)
- Q4 Define personality. Discuss its determinants with suitable examples. (10)**
- Q5 a) McClelland's Theory. (5)**
b) Organizational change and its significance. (5)
- Q6 a) Interest group and friendship group (5)**
b) Stages of group development (5)
- Q7 Performance Appraisal indicates the not only the outcome bur the behavior. (10)**
Elucidate by describing the methods (three) and their benefits.
- Q8 Writes short notes on (Any TWO) (5 x 2)**
- a) Group Cohesiveness
 - b) Halo Effect and Stereotyping
 - c) Factors responsible for conflict
 - d) Barriers in Communication