

# CBCS SCHEME

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18IM741

## Seventh Semester B.E. Degree Examination, July/August 2022 Organizational Behavior

Time: 3 hrs.

Max. Marks: 100

**Note:** Answer any FIVE full questions, choosing ONE full question from each module.

### Module-1

- 1 a. Define organizational behavior. Explain the historical development of organizational behavior. (10 Marks)  
b. Discuss the following : i) Diversity ii) Ethics. (10 Marks)

OR

- 2 a. Define Attitude. Discuss the components of attitudes. (10 Marks)  
b. Enumerate the formation of attitude with the help of flow diagram. (10 Marks)

### Module-2

- 3 a. Define personality. Discuss the determinants of the same. (10 Marks)  
b. Explain the personality attributes influencing organizational behavior. (10 Marks)

OR

- 4 a. Define learning. Illustrate classical and operant conditioning. (10 Marks)  
b. Explain the following : i) Social learning  
ii) Continuous and intermittent reinforcement. (10 Marks)

### Module-3

- 5 a. With a flow diagram explain the perceptual process. (10 Marks)  
b. Define perception. Determine the factors influencing perception with a flow chart. (10 Marks)

OR

- 6 a. Explain how the link is hooked between the perception and individual decision making. (10 Marks)  
b. With a flow diagram. Explain the components of perception. (10 Marks)

### Module-4

- 7 a. Define Motivation. Explain the David Mc-Clelland's three needs theory. (10 Marks)  
b. Enumerate the victor Vroom's expectancy theory of Motivation. (10 Marks)

OR

- 8 a. Define Leadership. Explain the Behavioural theories in leadership. (10 Marks)  
b. With the help of diagram explain the Hersey – Blanchard situational theory. (10 Marks)

### Module-5

- 9 a. Define Group. Explain the classification of Groups. (10 Marks)  
b. Define Norm. Discuss the types of Norms. (10 Marks)

OR

- 10 a. With the help of flowchart explain the group decision making. (10 Marks)  
b. Discuss the following : i) Group Task ii) Group process. (10 Marks)

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Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.  
2. Any revealing of identification, appeal to evaluator and /or equations written eg, 42+8 = 50, will be treated as malpractice.