

NOTE : All questions are compulsory

**Q.1 a) State whether the following statements are True or False (any 8)** 08

1. Cohesiveness leads to job satisfaction
2. The division of labour is the way an organization divides its task duties and responsibilities among its members
3. Frustration is caused by only internal causes
4. The fastest mode of communication is grapevine
5. There are two ways of bargaining.
6. Mass media has not tremendous effect on human behaviour.
7. Family atmosphere does not matter for individual personality
8. Perception remains unexpected from one situation to another situation
9. Emotions and moods are the same
10. The most effective transaction at work is that of parent to child.

**b) Match the correct pair (any 7)** 07

- |                         |                                    |
|-------------------------|------------------------------------|
| 1. Expert power         | A. Two Bose managers               |
| 2. Reward power         | B. Known to others and self        |
| 3. Open self            | C. Compliance                      |
| 4. Blind self           | D. Birth order                     |
| 5. Stereotypes          | E. Believe about class of people   |
| 6. Personality          | F. known to others but not to self |
| 7. Cultural environment | G. knowledge                       |
| 8. Big Five model       | H. Computers Technology            |
| 9. Virtual organization | I. Openness to experience          |
| 10. Matrix structure    | J. Influencing parenting styles    |

**Q.2 a) Define Personality. Explain trait Theory of Personality.** 08

**b) Explain in detail the Big 5 model of Personality.** 07

**Or**

**c) Write a note on "Social Learning"** 08

**d) Define Learning. Explain the principles of Learning.** 07

**Q.3 a) "Johari Window" helps us to understand self & others Effectively. Justify.** 15

**Or**

**b) Define Emotions. Discuss Sources of Emotions & Moods.** 08

**c) Discuss the process of communication.** 07

**Q.4 a) Define Power. Types of Power.** 08

**b) Explain Third Party to negotiation** 07

**Or**

**c) Discuss types of Ego Stage.** 08

**d) Define Cohesiveness. Explain its factors Effecting Cohesiveness.** 07

**Q.5 a) Define Organization structure. explain its elements.** 08

**b) Discuss any 2 new organizational design.** 07

**Or**

**Q.5 Short notes.(any 3)**

1. Determinants of Perception
2. Frustration.
3. Harold Kelley theory of attribution.
4. Life position.
5. Virtual teams