

Note: (1) All Questions are Compulsory  
(2) Figures to the right indicate full Marks

Q.1 A) Fill in the Blanks (Any 8)

08

1. \_\_\_\_\_ environment is the environment before birth  
A. Prenuptial      B. Paragenetic      C. Prebirth      D. Prenatal
2. \_\_\_\_\_ refers to how individuals perceive themselves  
A. Self respect      B. Self esteem      C. Self confidence      D. Self value
3. Persons high in need for achievement are \_\_\_\_\_ risk takers.  
A. High      B. Moderate      C. Low      D. Extreme
4. The \_\_\_\_\_ hat is the hat of optimism.  
A. White      B. Red      C. Yellow      D. Black
5. People with \_\_\_\_\_ style of thinking like doing things their own way.  
A. Legislative      B. Executive      C. Judicial      D. Conservative
6. A \_\_\_\_\_ group is a designated work group defined by an organization structure.  
A. Formal      B. Informal      C. Interest      D. Friendship
7. A \_\_\_\_\_ group that is neither formally structured nor organizationally determine but appears in response to the need for social contact.  
A. Formal      B. Informal      C. Interest      D. Friendship
8. \_\_\_\_\_ power uses fear as a motivator.  
A. Reward power      B. Coercive power      C. Legitimate Power      D. Personal Power
9. \_\_\_\_\_ is the first step in the organizational development.  
A. Diagnosis      B. Data collection      C. Feedback      D. Evaluation
10. High cholesterol is a \_\_\_\_\_ effect of stress.  
A. Physiological      B. Psychological      C. Behavioral      D. Mental

B) True or False (Any 7)

07

1. Type B personality is highly stressed.
2. A change is a constant phenomenon.
3. Body language is used for reading emotions.
4. IQ is related to thinking and reason.
5. Family is a part of the postnatal environment.
6. The white hat in six thinking hats represents emotions.
7. The unknown area of Johari window is also known as ignorance about oneself.
8. Inter personal conflict means conflict within an individual.
9. Heredity factors are major determinants of personality.
10. Individual characteristics are decided by heredity and environment.

Q.2. A. Discuss determinants of perception in respect to perceived and perceiver characteristics 08

B. What are the areas that affect differences among individual? 07

OR

C. Explain Classical Conditioning with terminology. 08

D. Discuss six thinking hats described by Edward de Bono. 07

Q.3. A. What are the different sources of emotions and moods 08

B. Discuss management/managerial roles and skills in detail. 07

OR

C. Diagrammatically explain various quadrants of Johari window. 08

D. Define Attitude along with its components & functions. 07

Q.4. A. What is stress? How to cope up with stress (stress management). 08

B. Explain the difference between groups and teams. 07

OR

C. Explain the Mayers-Briggs (MBIT) indicator of personality assessment. 07

D. Discuss the sources of conflicts in detail. 08

Q.5. Short Notes (Any Three) 15

1. Characteristics of organizational culture

2. Lateral thinking

3. Reading emotions

4. Symptoms of stress

5. SMART goals

OR

Q.5. Explain how various prenatal & postnatal factors may affect pregnant women and a child. 15