

**HOURS: 2.5**

**TOTAL MARKS: 75**

**N.B.:**

- 1) All questions are compulsory.
- 2) Draw diagrams wherever necessary

Q1. A) State whether the following statements are true or false **(Any eight)**

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- i. Black hat stands for caution and judgement.
- ii. Intelligence is also observed in animals and in plants.
- iii. A cross functional team is also known as a distributed team.
- iv. A coalition is a political tactic.
- v. Power shapes conflicts.
- vi. A weak culture can also act as a substitution for formalisation.
- vii. When human motives are stimulated by external rewards, the motivation is extrinsic.
- viii. Change is a constant phenomenon.
- ix. Adjusting one's attitude helps the person in coping with stress.
- x. Functional level conflicts takes place at department level.

B) Match the following **(Any Seven)**

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A	B
1. Primary dimension	a. Hates failure
2. Type A personality	b. Observational learning
3. thinking	c. age
4. classical conditioning	d. Have larger unknown area
5. Ability	e. Mental processing of information
6. proximity	f. organizational politics
7. Hermit	g. Reason to join group
8. Social loafing	h. Stimulus elicit a reaction
9. Limited opportunities	i. Physical capacity of an individual
10. Vicarious learning	j. No group cohesion

**Q.2**

A) Explain how various prenatal & post natal factors may affect a pregnant woman and a child.

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B) Explain the concept of perception in detail.

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**OR**

C) Define personality. Explain Big Five model of personality.

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D) Write a note on classical conditioning in brief.

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**Q.3.**

A) What do you mean by work groups? Why people join groups?

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B) How can managers resolve workplace conflicts?

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**OR**

C) What are various types of conflict? Give examples.

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D) Explain difference between groups & teams.

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**Q.4.**

- A) Write a note on organization culture.  
B) Explain in detail carrot and stick theory to motivate the employees.

**OR**

- C) Critically examine Maslow's need hierarchy theory of motivation.

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**Q.5.**

- A) Write a note on creative problem solving.  
B) What are various elements necessary to bring change in the organization?

**OR**

- C) Write short notes on: **(Any three)**

- i. Learning  
ii. Johari Window  
iii. Stress Management  
iv. Ways of reading emotions  
v. Attitude

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