

Organisational behaviour BBA-301

S.No.	Question	Type	level	Unit	Answer
1	Differentiate between open and closed systems.	Short Answer Type	Moderate	Unit 1	Page No. 38
2	What is meant by Synergy? Explain using examples	Short Answer Type	Moderate	Unit 1	Page No. 39
3	State the assumptions of theory X.	Short Answer Type	Low	Unit 1	Page No. 34
4	How would you define organisational behaviour?	Short Answer Type	Low	Unit 1	Page No -4
5	How would you define discipline?	Short Answer Type	Low	Unit 1	Page No. 31
6	What is the Queuing theory?	Short Answer Type	Low	Unit 1	Page No 36
7	Differentiate between authority and responsibility.	Short Answer Type	Moderate	Unit 1	Page No. 31
8	What was Mayo's opinion on increasing worker's productivity?	Short Answer Type	High	Unit 1	Page No. 33
9	Differentiate between the fields of psychology, social psychology and industrial psychology.	Short Answer Type	Moderate	Unit 1	Page No.6
10	Fredrick W. Taylor is known as the father of scientific management in terms of improving efficiency and productivity .Do you agree with his philosophy? Give reasons for your views either pro or against his	Long Answer Type	High	Unit 1	Page No. 31-32
11	Organisational behaviour is concerned with people's thoughts, feelings emotions and actions in a work setting. Explain how a person's behaviour at home and in society affects his behaviour in organisational	Long Answer Type	High	Unit 1	Page NO. 4-15
12	The industrial revolution brought about an unprecented growth in productivity and this gave rise to three types of contemporary management theories, which collectively are known as 'classical	Long Answer Type	High	Unit 1	Page No 27-29
13	How do scientific management and behavioural management differ in significant ways? Which managerial approach is more suitable for organisational effectiveness in a democratic society as ours? Illustrate	Long Answer Type	High	Unit 1	Page No. 28-34
14	The field of organisational behaviour uses systematic study as a tool to help us comprehend and predict what individuals will do under various circumstance cess and in turn make some sense of the work place.	Long Answer Type	High		Page NO. 7-9
15	All that glitters is not gold'. In wake of this statement, explain	Short Answer Type	High	Unit 2	Page No. 56
16	What is the code of ethics?	Short Answer Type	Moderate	Unit 2	Page No. 60-61
17	What is the SOB Model?	Short Answer Type	High	Unit 2	Page NO 59-60
18	Write a detailed note on individual differences.	Short Answer Type	Moderate	Unit 2	Page NO-63-64
19	Explain behaviour as an Input-Output System.	Short Answer Type	Moderate	Unit 2	Page No. 59-60
20	List some traits of Type A personality.	Short Answer Type	Low	Unit -3	Page No. 71

21	Differentiate between type A and Type B personality.	Short Answer Type	Low	Unit -3	Page no. 71-72
22	What are various factors affecting personality development?	Short Answer Type	Moderate	Unit -3	Page No. 70
23	Define Machiavellianism.	Short Answer Type	Moderate	Unit -3	Page No. 79
24	What is locus of control?	Short Answer Type	Moderate	Unit -3	Page No. 81
25	Differentiate between the 'trait theory' and the social learning theory'.	Short Answer Type	Moderate	Unit -3	Page No- 84-85
26	How do you define personality? What are the specific traits that constitute the concept of personality?	Long Answer Type	Moderate	Unit -3	Page No. 70-71,79-82
27	What are the primary hereditary factors that contribute towards formation of personality ? How can we be sure that all such factors are	Long Answer Type	Moderate	Unit -3	
28	What is the relationship between perception and attribution ? What are the three major factors that contribute towards the validity of	Long Answer Type	Moderate	Unit -4	Page No. 107-109
29	How is halo effect related to self image?	Short Answer Type	High	Unit -4	Page no. 105
30	What are the major influences on the perception process?	Short Answer Type	Moderate	Unit -4	Page No. 92-93
31	What are the some characteristics of perceiver and the perceived?	Short Answer Type	Moderate	Unit -4	Page No. 94
32	List four basic characteristics of attitude.	Short Answer Type	Moderate	Unit-5	Page No. 117
33	What are some of the consequences of job dissatisfaction?	Long Answer Type	Low	Unit-5	Page no 127-128
34	Write a short note a Johari Window Model.	Short Answer Type	Moderate	Unit-5	Page No. 154-155
35	Why is job satisfaction or dissatisfaction of great concern to management ? Explain in detail.	Long Answer Type	Moderate	Unit-5	Page no. 121-132
36	What are the five basic needs as explained in Maslow's theory?	Short Answer Type	Moderate	Unit-6	Page No. 186-187
37	Define the term 'stress'.	Short Answer Type	Low	Unit-6	Page No. 190
38	As per Douglas Mc Gregor , would Theory X or Theory Y be more effective in a situation where convicts are employed? Explain	Long Answer Type	High	Unit-6	Page No. 184-185
39	Differentiate between extrinsic and intrinsic motivation.	Short Answer Type	Moderate	Unit-6	Page No. 165-166
40	What are the elements in the MBO process? Also list suggestions for improving the effectiveness of MBO.	Long Answer Type	Low	Unit-6	Page No. 175-179
41	Which is the highest level of need in Maslow's hierarchy? a) Self Actualisation Needs b) Esteem needs c) Social needs d) Physiological	Very Short Answer Type	Moderate	Unit-6	a)
42	How do you relate Pavlov's experiment with dogs to human behaviour ? Give examples as to how a known stimulus results in a known response .	Long Answer Type	Moderate	Unit-7	Page no. 218-219
43	Explain the concept of learning , giving examples . How does learning differ from the change in behaviour that occurs due to natural growing up such as a baby 'learning' how to talk.	Long Answer Type	Moderate	Unit-7	Page No. 216-217

44	What is learning curve?	Short Answer Type	Moderate	Unit-7	Page No.221
45	Write an essay on the concept of group cohesiveness. Why would some groups be more cohesive than others? Support your reasons	Long Answer Type	Moderate	Unit-8	Page 245-249
46	Write some of the advantages of the committees	Short Answer Type	Low		Page No. 232-253
47	Differentiate between formal and informal groups.	Short Answer Type	Low	Unit-8	Page No. 242
48	Differentiate between formal and informal groups . Are the informal groups in any way in conflict with the formal groups? If so, give reasons	Long Answer Type	Moderate	Unit-8	Page No. 242-243
49	Can groups become teams?	Short Answer Type	High	Unit-8	Page No. 258
50	Think of a successful sport or project team of which you are or have been a member. What key characteristics made it so effective?	Long Answer Type	High	Unit-8	Page No. 258-262
51	Describe the Vroom-Yettom model in defining the five styles of decision making. What are the conditions that Are more suitable for each style to	Long Answer Type	Moderate	Unit-9	Page No. 271-272
52	Explain the concept of 'Group think'. What re the various symptoms of group think? How does it affect the quality of decisions?	Long Answer Type	Moderate	Unit-9	Page No. 275-277
53	Explain the Fish bowling technique of group decision making.	Short Answer Type	Moderate	Unit-9	Page no. 283
54	Under what circumstances would the Delphi technique of decision making be more suitable and useful for short range operational	Long Answer Type	Moderate	Unit-9	Page No. 280-281
55	Define brainstorming.	Short Answer Type	Low	Unit-9	
56	Herzberg's hygiene factors lead to which of the following? A) Motivation b) Frustration c) Lack of dissatisfaction d) Satisfaction Dissatisfaction	Very Short Answer Type	Low	Unit-6	Lack of dissatisfaction

57	Which of the following statements better describes personality? A) personality is what is seen in an individual -physique ,look,dress,occupation and life style b)Sum total of internal and external traits of an individual , which are relatively stable and which make the person different from others c) Personality is what celebrities possess	Very Short Answer Type	Moderate	Uni-3	b)
58	Match A with B A i) Acclimatising to one's work environment ii) People form and maintain certain attitudes to protect own image. Iii) Help express an individual 's central value and own identity iv) Help maintain a stable , organised and meaningful structure of own world. B a) Expressive Function b) Adjustment Function c) Knowledge function d)	Very Short Answer Type	High	Unit-5	i) b), ii d, iii a, iv c
59	" Values are general beliefs about life, whereas attitudes are directed towards specific objects , events, or people. A) True b) Untrue c) Difficult to say d) Need time to think	Very Short Answer Type	Moderate	Unit-6	a)
60	Pick the right choice that follows the stement : ' Business needs to be insulated from societal-ethical principles' a) No b) Yes C) Irrelevant d)	Very Short Answer Type	Low	Unit1	a)
61	Among the following what refers to previously held beliefs about objects that influence an individual's perception of similar objects? A) Perceptual set B) Sensation c) Perception d) None of these	Very Short Answer Type	Moderate	Unit 4	a)
62	Which of the following describes a group better ? A) Two or more people joining together b) Groups results from organisational politics c) Groups are harmful to organisational; interest d) A combination of two or more interacting individuals with shared goals and who perceive	Very Short Answer Type	Low	Unit-8	d
63	What refers to a condition in which all members of a group tends to think alike? A) Social loafing b) Group think c) Think tank d) None of	Very Short Answer Type	Low	Unit-7	b)
64	Which theory is based on the assumption that an object elicits response when it is paired repeatedly with reaction eliciting stimulus. ? A) Classics Conditioning B) operant conditioning c) Cognitive theory d) social	Very Short Answer Type	Moderate	Unit-7	a)