Roll No. _____ **[Total no. of Pages 01]**
[Total no. of Questions: 10]

MBA (Semester – 1st)
ORGANIZATION BEHAVIOUR
Subject Code: MBADS-1122
Paper ID: 20260102

Time: 3 Hours **Maximum Marks: 60**

Instructions to Candidates:

1. Section A consist of 10compulsory short notes of 02 marks each.
2. Section B consists of Four Units (Unit-I. II. III & IV). Each Unit contains two questions of 8 marks each. Student has to attempt one question from each unit.
3. Section C (8 Marks): A short Case Study related to the syllabus.

Section A **(2 marks each)**

Q1. Attempt the following:
   a) Nature of Organization Behavior
   b) Meaning of Prejudices
   c) Difference between Leaders and Manger
   d) Self-actualization needs
   e) Group Formation
   f) Nature of job satisfaction
   g) Functional Vs Dysfunctional conflict
   h) Decision Making Styles
   i) Negotiation
   j) Nature of change

Section B **(8 marks each)**

UNIT-I

Q2. Explain the scope of organization behavior and also examine the relationship between management and organizational behavior.
Q3. Discuss various determinants of personality.

UNIT-II

Q4. Explain various theories of motivation.
Q5. What are the different theories of Leadership? Which one of these theories is the most relevant theory in explaining leadership behavior and why?

UNIT- III

Q6. Define Group Dynamics. Why informal group comes into existence?
Q7. Write notes on the following:
   a. Various sources of organizational conflict
   b. Theories of Group formation

UNIT-IV

Q8. Explain the process of negotiation and also discuss the issues faced in the process of negotiation.
Q9. Why a change is resisted in an organization? What can the management do to overcome it?

Section C **(8 marks)**

Q10. Case Study

ABC Retail Store has been operating with traditional methods for decades but is now facing stiff competition from online retailers. The management decides to implement organizational changes to adapt to the evolving market landscape. However, employees are resistant to these changes, fearing job insecurity and unfamiliarity with new technologies."

   a. How can ABC Retail Store effectively communicate the need for change to its employees?
   b. What strategies can the management employ to address employee concerns and mitigate resistance