



K.R. MANGALAM UNIVERSITY
THE COMPLETE WORLD OF EDUCATION

Rollno.....

End Semester Examination, December 2024
Program – Bachelor of Arts (Honours/Honours with Research) in Psychology
Foundations of Organizational Behaviour (UHR101)

Time: 2.5 hrs.

Max Marks: **50**

Note: *All Questions are compulsory. Marks are indicated against each question.*

PART-A

Q.1 Attempt any 5 questions

- (a) Define organizational behavior (OB) and explain its significance in the workplace. [CO-1] [L-1] **2**
- (b) List and explain two common perceptual errors that affect individual decision-making. [CO-1] [L-2] **2**
- (c) Explain the concept of motivation. [CO-1] [L-2] **2**
- (d) Outline the Need Hierarchy Theory of motivation. [CO-1] [L-1] **2**
- (e) Describe two types of conflict in organizational settings. [CO-2] [L-1] **2**
- (f) Briefly discuss the two factor theory of Motivation. [CO-2] [L-2] **2**
- (g) What is positive and negative reinforcement. [CO-3] [L-1] **2**

2x5

PART-B

Q.2 Analyze systems of OB and its different types. [CO-1] [L-4] **10**

OR

Analyze perceptual process and the common perceptual error. [CO-1] [L-4] **10**

Q.3 Compare and contrast Need Hierarchy Theory and Expectancy Theory of motivation..[CO-3][L-5]**10**

OR

Explain Fiedler's Contingency Theory and discuss its application in leadership. [CO-3] [L-5] **10**

Q.4 Discuss the characteristics of organizational culture and its influence on employee behavior.
[CO-3] [L-2] **10**

OR

Describe the sources of organizational conflict and suggest strategies for conflict management. [CO-3] [L-2] **10**

Q.5 Describe the Maslow's theory of motivation discusses all the needs proposed by him. [CO-5] [L-2] **10**

OR

Describe the Herzberg's two factor theory of motivation. [CO- 5] [L-2] **10**