

Fourth Semester Examination – 2008

ORGANISATIONAL BEHAVIOUR

Full Marks – 70

Time : 3 Hours

Answer Question No. 1 which is compulsory  
and any **five** from the rest.

The figures in the right-hand margin  
indicate marks.

IWL

- 1 Answer the following questions : 2×10
- (a) Why should one study Organizational Behaviour?
  - (b) What do you mean by learning through reinforcement?
  - (c) Outline the big five personality dimensions.
  - (d) What are the various traits of personality?

P.T.O.

(e) Define perception and explain the perceptual process.

~~(f)~~ Outline the social identity theory of perception.

(g) Differentiate the approaches to motivation by Maslow and Herzberg.

~~(h)~~ What are the barriers to communication?

(i) Explain the different types of transactions.

(j) What do you mean by leadership grid?

2 Outline the principles of learning and discuss the social learning theory. 10

3 Why are organizations moving toward the use of experiential approaches to learning? What conditions are required for success? 10

4 Define personality. Discuss the linkage between personality and organizational behaviour. 10

5: How do self-directed work teams differ from conventional teams? What can organizations do to reduce management resistance to self-directed work teams? 10

6. Transformational leadership is currently the most popular perspective of leadership. However, it is far from perfect. Discuss three concerns with transformational leadership. 10

7 Discuss how would you improve interpersonal communication through transactional analysis. 10

8 Define conflict and discuss the conflict process. 10