

(i) Printed Pages : 2

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(ii) Questions : 14

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**Bachelor of Commerce 1<sup>st</sup> Semester  
(2122)**

**INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS**

**Paper : BCM-103**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note :—** Attempt **four** questions from Section-A. Attempt **two** questions each from Sections B and C respectively.

**SECTION—A**

1. What is Individual Behaviour ?
2. Locus of control- explain.
3. Theory X and Theory Y.
4. Explain the components of attitude.
5. Explain Laissez faire leader.
6. Outline the stages of conflicts.

4×5

**SECTION—B**

7. What is Organizational Behaviour ? Discuss the main theories of OB.
8. What is Personality ? What are its major determinants ?



9. Define Perception. Explain its process and its implications in the study of O.B.
10. Define values. How are they different from attitudes ? How can attitudes be measured ? 15×2

### SECTION—C

11. Discuss the relative importance of financial and non-financial incentives in motivation.
12. What do you understand by Transactional Analysis ? What is its role and importance in reducing stress and conflict in organization ? Discuss in detail.
13. What is Organizational Conflict ? What are its causes ? What can be done to manage conflict ?
14. "Leadership is situational". Do you agree with this statement ? Explain in brief the various theories of Leadership. 15×2