

(i) Printed Pages: 2 Roll No.
(ii) Questions : 14 Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester
(1129)

INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS

Paper—BCM-103

Time Allowed : Three Hours] [Maximum Marks : 80

Note :— (1) Attempt **four** questions out of **six** from Section A.
(5 marks each)

(2) Attempt **two** questions each from Section B and
Section C. (15 marks each)

SECTION—A

1. Outline the disciplines contributing to the study of OB.
2. What are the major factors that determine individual's personality ?
3. What do you understand by perceptual errors ?
4. What are the different types of values that determine individual behavior at the workplace ?
5. Differentiate Motivation from Morale.
6. Outline the organizational and individual stressors at the workplace.

SECTION—B

7. Define personality. Critically examine the Big Five theory of personality and its significance.
8. How far do you think it is important to understand individual perception ? Discuss its process and principles in detail.
9. What are attitudes and its determinants ? Discuss the significance of cognitive theory of dissonance in understanding individual attitudes towards others.
10. What do you understand by individual values ? Discuss the various workplace values that have evolved over a period of time in organizations and their significance in understanding the psychology of managers.

SECTION—C

11. Critically evaluate the importance of understanding content and the process theories of motivation in understanding individual behavior in the organizations.
12. What is transactional Analysis ? Discuss in detail its significance in improving and conducting successful transactions at the workplace.
13. Discuss the Fiedler's contingency theory of leadership in detail.
14. Why is it important to manage workplace conflict ? Outline the strategies that can be usually adopted for resolving conflict in organizations.