

2051
Bachelor of Commerce
First Semester
BCM-103: Interdisciplinary Psychology for Managers

Time allowed: 3 Hours

Max. Marks: 80

NOTE: Attempt four short answer type questions from Section–A. Attempt two questions each from Section B and C respectively.

x-x-x

Section – A

I. Attempt any four of the following:-

- a) Write a note on Mars model of individual behaviour.
- b) Briefly explain the various challenges for organizational behaviour.
- c) What is meant by 'Y Type' of Workers?
- d) What is Distress?
- e) What is stroking?
- f) What factors affect the morale of an employee in an organization? (4x5)

Section – B

- II. 'Organizational behaviour is an interdisciplinary approach'. Discuss the statement. (15)
- III. 'Personality is the sum total of innate and acquired dispositions'. Explain. (15)
- IV. What do you mean by perception? Explain the process by which a person interprets the information in the environment. (15)
- V. Write short notes on:-
 - a) Sources of attitude formation
 - b) Difference between attitudes and values (2x7½)

Section – C

- VI. Explain Porter's and Lawler's model of motivation.
- VII. Explain the various complementary transactions stages that may take place in an organization.

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(2)

- VIII. Explain Ohio-State leadership theory and compare it with Michigan studies of leadership. (15)
- IX. What is conflict? Discuss the reasons for various types of conflicts in an organization and suggest measures to solve conflicts. (15)

x-x-x