

Total No. of Questions : 8]
(1126)

[Total No. of Printed Pages : 3

**Bachelor of Commerce Ist Semester
(0011) Examination**

0804

**INTERDISCIPLINARY
(Psychology for Managers)**

BCM-103

Time : 3 Hours]

[Maximum Marks : 80

Note :- Attempt any *four* questions out of six from Section-A, *two* questions each from each Section-B and Section-C.

Section-A

- (i) Explain the significance and contribution of various disciplines to the field of OB.
- (ii) Outline the foundations of group behaviour.
- (iii) Explain the process of perception.
- (iv) Differentiate between teams and groups.
- (v) What is the significance of biographical characteristics on individual behaviour.
- (vi) How is intrinsic motivation different from extrinsic motivation ?

A-88

(1)

Turn Over

Section-B

1. Outline the need and importance of organizational behaviour in today's multicultural workforce environment.
2. What is the significance of the BIG FIVE theory in understanding individual personality ?
3. Define values. How are they different from attitudes ?
How can attitudes be measured ?
4. What do you understand by individual behaviour ?
Outline the models of individual behaviour.

Section-C

5. Define motivation. How is Maslow's theory of motivation similar and different from Herzberg's theory of motivation ? Which one is better and why ?
Discuss.
6. What is transactional analysis ? Discuss its significance in improving interpersonal relations in the organizations ?
7. Define effective leadership. Critically evaluate the various theories of leadership. Which one do you think relevant in the Indian context today ?

8. (a) Change is a necessary evil for organizations. Do you agree ? Outline the forces that necessitate change in the organizations.
- (b) Why do you think people resist changes and what can be done to overcome resistance to change in the organizations ?