



INDIAN INSTITUTE OF TECHNOLOGY KHARAGPUR  
Mid-Autumn Semester Examination 2022-23

Date of Examination: \_\_\_\_\_ Session: (FN/AN) \_\_\_\_\_ Duration: 2 hrs Full Marks: 60

Subject No. : BM40004

Subject : Introduction to Human Behavior in Organizations

Department/Center/School: \_\_\_\_\_ VGSOM

Specific charts, graph paper, log book etc., required: NIL

Special Instructions (if any) : \_\_\_\_\_

**INSTRUCTIONS:**

- All questions are compulsory.
- Students are advised to respond to all parts of a question together. If a question is found to have been responded to at different places in the answer script, the response written first will be graded, and the rest will be ignored.
- This is a CLOSED BOOK exam.

ALL THE BEST!

- Discuss different forms of discrimination in the workplace. [10 marks]
- Discuss the differences between race, ethnicity, and nationality. What does it mean to be racist? [10 marks]
- Discuss the differences between strength and flexibility factors of physical abilities. [10 marks]
- Define the following terms:
  - Conglomerate
  - Department
  - Group
  - Industry
  - Organization
  - TeamAnd discuss the relationship between them. [10 marks]
- Define the following terms:
  - Deep acting
  - Displayed emotions
  - Emotional dissonance
  - Emotional labor
  - Felt emotions
  - Surface actingAnd discuss the relationship between them. [10 marks]
- Describe Maslow's hierarchy of needs. [10 marks]