

HUL362: Organizational Behavior

Minor I [Total marks: 15]

[Date: 28/08/2016; Time: 11.00 – 12.00; Venue: LH602]

Instructions: Answers are expected to be from the text-book, organize your long answers to present independent points and sub-points using legible hand-writing (I will understand - if I can read it!)

Q1: Short answers

[2.5 marks]

- a) What is a formal definition of an organization, and a manager?
- b) What are the three kinds of variables used to understand organizational behavior?
- c) Name the four disciplines that contribute to the development of Organizational Behavior (OB)
- d) Name four key variables of interest that an OB model aims to explain.
- e) Give three examples of independent and a dependent variable in an OB model

Q2: Ms. S. P. is a 21 year old native of a small town graduating from an elite engineering institute. She takes on a managerial position in a consulting firm – explain using suitable examples, the different roles that she is expected to perform as a manager

[4 marks]

Q3: Mr. Y. K. who heads a branch office has been asked to explain a bad quarterly performance of his team – explain managerial performance using the critical functions that the managers are expected to perform.

[4 marks]

Q4: What are the challenges that managers, and practitioners of Organizational Behavior face today in the Indian context, what role does technology play?

[4.5 marks]