



End Term (Even) Semester Examination June 2025

Roll no.....

Name of the Program and semester: **BBA II Semester**
Name of the Course: **ORGANISATIONAL BEHAVIOUR**
Course Code: **BBA 201**

Time: 3 hour

Maximum Marks: 100

Note:

- (i) All the questions are compulsory.
- (ii) Answer any two sub questions from a, b and c in each main question.
- (iii) Total marks for each question is 20 (twenty).
- (iv) Each sub-question carries 10 marks.

Q1.

CO1 (2X10=20 Marks)

- a. Explain the Big Five Personality Traits model and its relevance to organisational settings.
- b. Explain Maslow's Hierarchy of Needs. How can managers use this theory to motivate employees in a business organisation?
- c. Discuss the stages of group development and their significance in team performance.

Q2.

CO2 (2X10=20 Marks)

- a. "Human behavior is generally caused & predictable". Explain.
- b. Analyse the effectiveness of monetary and non-monetary incentives in motivating employees. Which do you think is more effective in the long term, and why?
- c. Analyze the importance of organisational structure in achieving business goals. How does structure influence communication, coordination, and efficiency?

Q3.

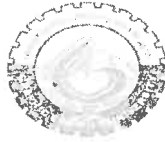
CO3 (2X10=20 Marks)

- a. Illustrate the concept of Managerial Grid in detail with focus on various leadership styles.
- b. Analyze the difference between Organization culture & climate. What are the different types of organizational culture?
- c. Compare and contrast classical conditioning and operant conditioning. Which one is more suitable for organisational training programs and why?

Q4.

CO4 (2X10=20 Marks)

- a. Examine the concept of Power. What are the different types of power?
- b. Examine the role of a Team in organisational development? Explain the different types of teams.
- c. Examine Sigmund Freud's Psycho- Analytical theory of Personality in context to modern business environment.



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Q5.

CO5 (2X10=20 Marks)

- a. Design an ideal organisational structure for a startup offering digital marketing services. Justify your choices of departments, hierarchy levels, and reporting relationships.
- b. Critically analyze the concept of Conflict? Explain the conflict resolution process.
- c. Critically evaluate the impact of perceptual distortion such as stereotyping on workplace diversity and team dynamics.