



**POORNIMA UNIVERSITY, JAIPUR.**  
**END SEMESTER EXAMINATION, June 2016**

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**B. Tech III - Semester (BACK) End Semester Examination, June 2016**

**Open Elective**

**BOE03121 – Industrial Psychology and Sociology**

Time : **3** Hours.

Total Marks: **60**

Min. Passing Marks: **21**

*Attempt **five** questions selecting one question from each Unit. There is internal choice from Unit I to Unit V. Marks of each question or its parts are indicated against each question / parts. Draw neat sketches wherever necessary to illustrate the answer. Assume missing data suitably (if any) and clearly indicate the same in the answer.*

Use of following supporting material is permitted during examination for this subject.

1.-----Nil----- 2. -----Nil-----

**UNIT - I**

- Q.1 Write a short note on (6)  
(a) Scientific Management (6)  
(b) Human Relations School

**OR**

- Q.2 Explain Hawthorne Experiments. (12)

**UNIT – II**

- Q.3 (a) Explain Maslow's hierarchy theory of motivation. (6)  
(b) Write a short note on different types of leadership (6)

**OR**

- Q.4 (a) What is organizational culture? Briefly explain different types of organizational culture. (6)  
(b) What is group dynamics? Briefly explain different types of groups in a workplace. (6)

**UNIT – III**

- Q.5 Explain briefly the concept and process of performance management. (12)

**OR**

- Q.6 List down 8 major differences between training and development. (12)

**UNIT – IV**

- Q.7 Write a short note on (12)  
(i) Sociology  
(ii) Industrial Sociology  
(iii) Industrialization  
(iv) Capitalist economy

**OR**

- Q.8 Briefly explain the policy and provisions of Industrial Policy Resolution, 1956. (12)

**UNIT – V**

- Q.9 Write a short note on (12)  
(i) Code of Discipline  
(ii) Standing Orders  
(iii) Conciliation  
(iv) Arbitration

**OR**

- Q.10 Briefly explain the three tier adjudication machinery in India. (12)