

I Semester M.Com. Degree Examination, January 2015  
(2007-08 Scheme) (NS)  
COMMERCE  
Paper – 1.1 : Organisational Behaviour

Time : 3 Hours

Max. Marks : 80

**Instruction :** Answer *all* Sections.

SECTION – A

1. Answer **any ten** sub-questions. **Each** sub-question carries **two** marks. (10×2=20)

- a) What is social perception ?
- b) Define observational learning.
- c) What do you mean by work-related attitudes ?
- d) Define personality.
- e) What is positive reinforcement ?
- f) What do you mean by physiological needs ?
- g) What is informal groups ?
- h) Define leadership.
- i) What is information power ?
- j) What is interpersonal conflict ?
- k) What do you mean by organisational development ?
- l) Define organisational culture.



SECTION – B

**Note :** Answer **any three** of the following in about **one** page. **Each** question carries **5** marks. **(3×5=15)**

2. Explain the fundamental assumptions of the organisational behaviour.
3. Bringout and discuss the factors influencing individual behaviour.
4. Why do people join groups ? Explain.
5. Describe the principles of learning.
6. Explain the sources of conflict.

SECTION – C

Answer **any three** of the following. Answer to **each** question should **not** exceed **3** pages. **Each** question carries **15** marks. **(3×15=45)**

7. Describe the need hierarchy theory of motivation.
  8. Explain the perceptual process.
  9. Discuss the qualities of an effective leader.
  10. Why do people resist for change ? Explain.
  11. Elucidate the components of attitudes.
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