



16

Time: 2 ½ hrs.

Marks:75

- Note:**
1. All questions are compulsory with internal options.
 2. Figures to the right indicate full marks.

Q.1 (A) Fill in the blanks with the correct alternative (Attempt any 8) (08)

- (1) _____ differences among the various characteristics possessed by the same person.
(a) Intra individual (b) Inter individual (c) Inter group (d) Inter characteristics
- (2) When the zygote formed is _____ a male child will be born.
(a) XY (b) YX (c) ZX (d) XZ
- (3) Type _____ people are unable to relax.
(a) A (b) B (c) C (d) D
- (4) Feedback should be _____.
(a) Specific (b) General (c) Vague (d) Spontaneous
- (5) The _____ hat is the process hat.
(a) white (b) red (c) blue (d) yellow
- (6) _____ is a favorable consequences that encourages repetition of a behavior.
(a) Positive reinforcement (c) Negative reinforcement
(b) Punishment (d) Extinction
- (7) A _____ group is a designated work group defined by an organizations structure.
(a) formal (b) informal (c) interest (d) friendship
- (8) A process in which two or more parties exchange goods or services and attempt to agree on the exchange rate for them is known as _____.
(a) negotiation (b) functional conflict (c) business (d) conflict
- (9) Frederick Hertzberg proposed the _____.
(a) Hierarchy of needs (c) Two factors theory
(b) Theory X and Theory Y (d) Theory of needs
- (10) Excessive desire to sleep is a _____ effect of stress.
(a) physiological (b) psychological (c) behavioral (d) mental

Q.1 (B) State whether the following statements are True or False (Attempt any 7) (07)

- (a) Intelligence is the ability to reason with symbols.
- (b) Family is part of postnatal environment.
- (c) Trivialization is a technique for reducing dissonance.
- (d) Vertical thinking is also known as lateral or parallel thinking.
- (e) Social learning is commonly referred to as observation learning or modeling.
- (f) Binet's intelligence test focuses only on performance test.
- (g) A virtual team is a geographically dispersed team.
- (h) Self actualization means to become all that it is possible for a person to become.
- (i) OD has a system orientation.
- (j) Negative thinking is a physical symptom of stress.

Q.2 (A) Explain the Self Actualizing Man Theory. (07)

(B) Discuss in detail 'The Big Five Model' of personality (08)

OR

(C) What are the various 'Theories of Learning'? Explain each one in detail. (15)

- (15)
- Q.3** (A) Define group. Explain different types of groups and influence of group on interaction skills. (08)
(B) Define the term 'power'. Discuss in detail bases of power. (07)
OR
(C) Discuss various types of political games played in organizations. (08)
(D) State and discuss ways to resolve conflict. (07)
- Q.4** (A) What are the barriers of organizational culture? (08)
(B) Discuss Herzberg dual factor theory. (07)
OR
(C) Explain the term motivation and state the various ways of motivating through carrot and stick at workplace. (08)
(D) Write a note on Mc. Gregor's theory X and theory Y. (07)
- Q.5** (A) Discuss the various ways of enhancing creativity for effective decision making. (08)
(B) What is stress? What are the causes of job stress? (07)
OR
(C) Write short notes (any 3) (15)
(1) Johari Window
(2) Cognitive Dissonance
(3) Ways of changing attitude
(4) Kurt Lewin Model
(5) Managerial grid



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