

Time: 2½ hrs.

Marks:75

- Note:**
1. All questions are compulsory with internal options.
 2. The figures to the right indicate full marks.
 3. Draw a neat diagram wherever necessary.

Q. 1 (A) Fill in the blanks with the correct answer from the alternatives given below. (08)
(Attempt any 8)

- (1) The _____ has a large hidden area.

(a) Turtle	(b) Interviewer
(c) Blabbermouth	(d) Open receptive
- (2) Persons high in need for achievement are _____ risk takers.

(a) Moderate	(b) Low
(c) High	(d) Extreme
- (3) _____ individuals lead a balanced life , have realistic goals and take stress in their stride.

(a) Silent	(b) Resilient
(c) Detached	(d) Type B
- (4) _____ is the tendency for people to see their own traits in other people.

(a) Contrast effect	(b) Stereotypes
(c) Reflection	(d) Projection
- (5) _____ refers to how individuals perceive themselves.

(a) Self respect	(b) Self value
(c) Self esteem	(d) Self confidence
- (6) _____ need is about security and protection from physical and emotional harm.

(a) Physiological	(b) Social
(c) Safety	(d) Esteem
- (7) Sharing of information is _____ in distributive bargaining.

(a) Very High	(b) Low
(c) High	(d) Moderate
- (8) _____ is a socially defined position or rank given by group members to others.

(a) Stature	(b) Title
(c) Status	(d) Leadership
- (9) In his informational role, the manager acts as a _____.

(a) Negotiator	(b) Liaison
(c) Monitor	(d) Leader
- (10) The _____ self is our basic public personality.

(a) Blind	(b) Open
(c) Unknown	(d) Hidden

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

- (1) Trivialization is a technique for reducing dissonance.
- (2) Groupthink is a disease of very close groups.
- (3) A specific goal is a clearly defined goal.
- (4) Social learning is commonly referred to as observation learning or modeling.
- (5) It is a combination of personal & situational factors that determine employee behaviour at work.
- (6) Human Lives are in a continuous process of change.
- (7) Rotating shifts cause stress.

- (8) An impoverished environment is one that is favourable to development.
- (9) Conflicts occur due to difference in values.
- (10) hidden self cannot be known to others unless we disclose it.

- Q.2 (a) What are the factors that influence prenatal development? (15)
- OR**
- Q.2 (b) Describe how self- disclosure and feedback play an Important role in determining the window which we operate from. (08)
- (c) What are the different sources of emotions and moods? (07)
- Q.3 (a) How does observation learning take place? (15)
- OR**
- Q.3 (b) Discuss types of formal and informal groups with examples. (08)
- (c) What are the different political tactics used to gain power? (07)
- Q.4 (a) Write a note on Maslow's Theory of need hierarchy. (15)
- OR**
- Q.4 (b) Describe the nature of work change. What are the various causes and types of resistance to change? (08)
- (c) Elaborate on the Organizational and non- Organizational causes of stress. (07)
- Q.5 (a) Explain Gardner's Theory of multiple intelligence. (15)
- OR**
- Q.5 (b) Write short notes on (Attempt any 3) (15)
- (1) Narcissism
 - (2) Performance Appraisal
 - (3) Spiritual Intelligence
 - (4) Types of power
 - (5) Type A and Type B personality

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