

(i) Printed Pages : 2

Roll No.

(ii) Questions : 14

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Exam. Code :

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Bachelor of Commerce 1st Semester
(2122)

INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS

Paper : BCM-103

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt four questions from Section-A. Attempt two questions each from Sections B and C respectively.

SECTION—A

1. What is Individual Behaviour ?
2. Locus of control- explain.
3. Theory X and Theory Y.
4. Explain the components of attitude.
5. Explain Laissez faire leader.
6. Outline the stages of conflicts. 4×5

SECTION—B

7. What is Organizational Behaviour ? Discuss the main theories of OB.
8. What is Personality ? What are its major determinants ?

9. Define Perception. Explain its process and its implications in the study of O.B.
10. Define values. How are they different from attitudes ? How can attitudes be measured ? 15×2

SECTION—C

11. Discuss the relative importance of financial and non-financial incentives in motivation.
12. What do you understand by Transactional Analysis ? What is its role and importance in reducing stress and conflict in organization ? Discuss in detail.
13. What is Organizational Conflict ? What are its causes ? What can be done to manage conflict ?
14. "Leadership is situational". Do you agree with this statement ? Explain in brief the various theories of Leadership. 15×2