

MAY 2015

**P/ID 77721/MBN2G/
MBS2G**

Time : Three hours

Maximum : 100 marks

SECTION A — (10 × 3 = 30 marks)

Answer any TEN questions.

Write short notes on the following :

1. Personality
2. Attitudes
3. Perception
4. Achievement motivation
5. Reference group
6. Self efficacy theory
7. Communication
8. Task group
9. Conformity

10. Authentic leaders
11. Task conflict
12. Organizational development

SECTION B — (5 × 6 = 30 marks)

Answer any FIVE questions.

13. What is learning? Explain any two major theories of learning.
14. What is the Myers-Briggs type indicator, and what does it measure?
15. Describe the factors influence perception.
16. Compare and contrast goal setting theory and management by objectives.
17. What are the five stages of group development?
18. How do people respond to organizational politics?
19. How can organizations select and develop effective leaders?
20. Briefly discuss the causes of organizational conflict.

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SECTION C — (2 × 20 = 40 marks)

Answer any TWO questions.

21. Explore what makes employees actually learn unethical behavior on their jobs.
 22. Can an individual be too motivated, so that performances decline as a result of excessive effort? Discuss.
 23. Discuss the process of communication in detail.
 24. Discuss the Kotter's eight step plan for implementing change.
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