

(i) Printed Pages : 2

Roll No. ....

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1<sup>st</sup> Semester

(2123)

**INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS**

**Paper : BCM-103**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note :—** (1) Attempt *four* questions out of *six* from Section-A  
(5 marks each).

(2) Attempt *two* questions each from Section B and Section  
C (15 marks each).

**SECTION—A**

1. What is the role of sociology and anthropology in understanding organizational behaviour ?
2. What are the major factors that determine individual's personality ?
3. What is the importance of values and attitudes in understanding individual behavior ?
4. What do you understand by life positions ? Explain.
5. Explain the hygiene and motivating factors.
6. What is the contingency theory of leadership ?



## SECTION—B

7. What is the significance of understanding the personality of an individual in an organization ? Explain with examples.
8. How far do you think it is important to understand individual perception ? Discuss its process and principles in detail.
9. Outline the various factors that determine individual behavior in an organization.
10. What do you understand by MARS theory of individual behaviour. Explain its dimensions in detail.

## SECTION—C

11. Why do you think is it important to keep your workforce motivated all the times ? Explain with the help of various theories of motivation.
12. What is transactional Analysis ? Discuss in detail its significance in improving interpersonal communication and relations in the organizations.
13. What do you think leaders are born or are they made ? Give your viewpoint on the basis of the various theories of leadership.
14. Define conflict. What is the difference between functional and dysfunctional conflict ? Outline the strategies to manage conflict in the organizations.