

(i) Printed Pages : 2

Roll No.

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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**Bachelor of Commerce (FYUP) 1st Semester
(2124)**

PSYCHOLOGY FOR MANAGERS

Paper : NBCM102 (Same with B.A. 1st Semester)

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt **FOUR** questions from Section-A (5 marks each).
Attempt **TWO** questions each from Sections-B & C
respectively (15 marks each).

SECTION—A

1. Define values and list their types.
2. Explain the concept of individual behavior in organizations.
3. Define personality in the context of Organizational Behavior.
4. What is meant by interpersonal behavior ?
5. What is the difference between intrinsic and extrinsic motivation ?
6. Define morale in an organizational setting. 4×5=20

SECTION—B

7. Define Organizational Behavior (OB). Why is OB important for managers in today's business environment ?
8. Explain the components of attitude. How does an employee's attitude affect their job performance ?
9. Discuss the impact of personality and perception on individual behavior at the workplace.
10. Explain the various models of individual behavior. How can these models be applied to improve employee performance ?

2×15=30

SECTION—C

11. Discuss Maslow's Hierarchy of Needs theory and its application in motivating employees in modern organizations.
12. Outline the stages of conflict. At which stage is conflict easiest to resolve, and why ?
13. How can effective interpersonal behavior contribute to a positive organizational culture ?
14. Discuss the different leadership styles. How does a manager's leadership style affect team performance ?

2×15=30