

2021

(3rd Semester)

COMMERCE

Paper No. : BC-302

(Organizational Behaviour)

Full Marks : 70

Pass Marks : 45%

Time : 3 hours

(PART : B—DESCRIPTIVE)

(Marks : 45)

*The figures in the margin indicate full marks
for the questions.*

1. (a) Define organizational behaviour.
Explain the significance of
organizational behaviour. 3+6=9

Or

- (b) Explain the discipline contributing to
organizational behaviour. 9

2. (a) Define personality. Explain the
Freudian theory of personality. 2+7=9

Or

(b) What do you mean by perceptual selectivity? Explain the development of perceptual skills. 3+6=9

3. (a) Discuss in detail the impact of motivation in the attitudes of an individual. 9

Or

(b) What is transactional analysis? What are its main uses in organizational settings? 2+7=9

4. (a) Define change. Explain the factors influencing organizational change. 2+7=9

Or

(b) Explain the different measures of conflict management. 9

5. (a) Explain the concept of organizational development. Write the characteristics of organizational development. 2+7=9

Or

(b) Explain the different techniques of organizational development. 9
