

00985

**MASTER OF BUSINESS ADMINISTRATION
(MBACN)**

Term-End Examination

December, 2012

MCN-005 : ORGANIZATIONAL BEHAVIOUR

Time : 3 hours

Maximum Marks : 100

Note : Attempt any five questions.

1. Organisational behaviour is concerned with people's thoughts, feelings, emotions and actions in a work setting. Explain how a person's behaviour at home and in society affects his behaviour in organisational environment. 20
2. According to Mc Clelland's theory of needs, the primary motive is the need to succeed in competitive situations. Do you agree? Explain your reasons. 20
3. Describe in detail the contribution of Human Relation Approach Theory of management. 20
4. Define 'Personality'. What are the determinants of personality ? Discuss the parameters of measurement of personality. 20

5. What is perception? Discuss in detail the principles of perception. 20
 6. What do you mean by learning ? Describe the principles of learning and any one theory of learning. 20
 7. What is attitude ? Discuss in detail the Cognitive Dissonance Theory of attitude. 20
 8. Define Stress. What are the potential sources of stress ? Briefly discuss the consequences of stress. 20
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