

① B

(i) Printed Pages : 3]

Roll No.

(ii) Questions : 9]

Sub. Code :

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Exam. Code :

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**Bachelor of Commerce 1st Semester
Examination**

1127

**INTERDISCIPLINARY PSYCHOLOGY FOR
MANAGERS**

Paper : BCM-103

Time : 3 Hours]

[Max. Marks : 80

Note :- Attempt *four* questions from Section-A, having 5 marks for each question. Attempt any *two* questions from Section-B and *two* questions from Section-C, having 15 marks for each question.

Section-A

1. Attempt any *four* questions in brief :

- (i) Discuss the disciplines of organizational behaviour.

NA-100

(1)

Turn Over

- (ii) Explain the concept of individual behaviour.
- (iii) Describe characteristics of personality.
- (iv) What may be the causes of conflict ?
- (v) Explain laissez faire leader.
- (vi) What are the sources of stress ?

Section-B

2. Define organizational behaviour. Discuss the need and importance of organizational behaviour.
3. Discuss the factors that influence the behaviour of individuals in organization. Explain models of individual behaviour in brief.
4. State the determinants of personality. Discuss various theories of personality.
5. What do you understand by attitude ? What are the sources of attitude ? How are attitudes formed ?

NA-100

(2)

Section-C

6. "Motivation is the core of management". Comment. Suggest measures that can be used to motivate staff in a service industry.
7. Explain behavioural theories of leadership.
8. What is transactional analysis ? How is it useful to a manager ? Explain three ego states and various types of transactions between two persons.
9. Explain Work Stressors. What may be its consequences ? How stress can be managed ?

NA-100

(3)