

**2016 NOV.**  
**INTERDISCIPLINARY PSYCHOLOGY**  
**FOR MANAGERS**

Time Allowed: Three Hours

Maximum Marks : 80

**Note:-** Attempt any *four* questions out of six from Section-A, *two* questions each from each Section-B and Section-C.

**SECTION-A**

- [i] Explain the significance and contribution of various disciplines to the field of OB.
- [ii] Outline the foundations of group behaviour.
- [iii] Explain the process of perception.
- [iv] Differentiate between teams and groups.
- [v] What is the significance of biographical characteristics on individual behaviour.
- [vi] How is intrinsic motivation different from extrinsic motivation.

**SECTION-B**

- [1] Outline the need and importance of organizational behaviour in today's multicultural workforce environment.
- [2] What is the significance of the BIG FIVE theory in understanding individual personality ?
- [3] Define values. How are they different from attitudes? How can attitudes be measured ?
- [4] What do you understand by individual behaviour ? Outline the models of individual behaviour.

**SECTION-C**

- [5] Define motivation. How is Maslow's theory of motivation similar and different from Herzberg's theory of motivation ? Which one is better and why ? Discuss.
- [6] What is transactional analysis ? Discuss its significance in improving interpersonal relations in the organizations ?
- [7] Define effective leadership. Critically evaluate the various theories of leadership. Which one do you think relevant in the Indian context today ?
- [8](a) Change is a necessary evil for organizations. Do you agree?

Outline the forces that necessitate change in the organizations.  
(b) Why do you think people resist changes and what can be done to overcome resistance to change in the organizations ?

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