

(i) Printed Pages: 2

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(ii) Questions : 9

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Exam. Code : 

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Bachelor of Commerce 1<sup>st</sup> Semester

1128

INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS

Paper : BCM-103

Time Allowed : Three Hours]

[Maximum Marks : 80

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

**SECTION—A**

I. Attempt any **FOUR** questions in brief :—

- (a) How can the manager influence the behaviour of an employee ?
- (b) Define perception and its nature.
- (c) What do you understand by psychology for managers ?
- (d) What is motivation ? Does it affect behaviour ?
- (e) What are the consequences of high degree of stress ?
- (f) Which type of leadership style is more effective, in your opinion — autocratic or democratic.

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1

[Turn over

## SECTION—B

- II. What is organisational behaviour ? What is its scope ? What is the necessity of studying this subject ?
- III. What is the concept of attitude ? What are its features ? How is an attitude formed ?
- IV. What do you understand by value ? What are the main characteristics of values ?
- V. What does individual behaviour mean ? Explain the major factors that determine the individual behaviour.

## SECTION—C

- VI. Can motivation be increased ? Explain various motivational factors used in an undertaking.
- VII. What do you understand by the term leadership ? Enumerate its important characteristics.
- VIII. What is organisational conflict ? Discuss the reasons of various types of conflicts in an organisation. Suggest measures to resolve inter group conflicts.
- IX. Define the term stress. What are its sources ?