

**Code : 241301**

**B.Tech 3rd Semester Exam., 2017**

**ORGANIZATIONAL BEHAVIOUR  
AND INDUSTRIAL PSYCHOLOGY**

Time : 3 hours

Full Marks : 70

Instructions :

- (i) The marks are indicated in the right-hand margin.
- (ii) There are **NINE** questions in this paper.
- (iii) Attempt **FIVE** questions in all.
- (iv) Question No. 1 is compulsory.

1. Answer the following questions (any seven) :

2×7=14

- (a) What is the meaning of perception?
- (b) Explain the link between association and learning.
- (c) What is self-actualization in Maslow's need hierarchy?
- (d) Mention the stages of conflict at work.
- (e) What is power centre?
- (f) Briefly explain the difference between values and attitude.

(g) Why do people resist change?

(h) Explain the meaning of group cohesiveness.

(i) All managers are leaders. Comment.

(j) Define motivation.

2. Define the term 'organizational effectiveness'. What are the factors contributing to the organizational effectiveness? 14

3. (a) Define the concept of learning.

(b) Discuss the classical conditioning and operant conditioning theory of learning in detail. 2+12=14

4. What are the various forms of organizational structure? Discuss in detail, pointing out the merits and demerits of each form. 14

5. Explain the different models of organizational behaviour. 14

6. What is power? What are the various sources and bases of power? 14

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7. Explain the concept of attitude. What are the functions served by attitude? 14
8. Who is a leader? Describe the situational theories of leadership. 14
9. Why do people form groups? Explain the concept of group dynamics. Broadly discuss the different types of groups. 14

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