

MAHARASHTRA AGRICULTURAL UNIVERSITIES EXAMINATION BOARD
SEMESTER END EXAMINATION

B.Sc. (Hons.) A.B.M.

Semester	: IV (New)	Term	: II	Academic Year	: 2018-19
Course No.	: ABM 246	Title	: Organizational Behaviour of Business Management		
Credits	: 2 (2+0)				
Day & Date	: Thursday, 09.05.2019	Time	: 14.00 to 17.00	Total Marks	: 80

- Note :
1. Solve ANY EIGHT questions from SECTION "A".
 2. All questions from SECTION "B" are compulsory.
 3. All questions carry equal marks.
 4. Draw neat diagrams wherever necessary.

SECTION "A"

- Q.1 Define Organization. Explain about the nature of organizational behaviour.
- Q.2 Define personality. Describe Levinson's theory of adult life stages.
- Q.3 Describe the significance of organizational behavior.
- Q.4 Explain in detail Chris Argyris immaturity to maturity theory of personality.
- Q.5 Enlist the theories of leadership and explain any one of them.
- Q.6 Describe the various determinants affecting personality.
- Q.7 Define Negotiation. Explain the guidance for developing negotiation skill.
- Q.8 State important points to motivate the subordinates.
- Q.9 Define team building. Explain the approaches require for effective team building.
- Q.10 Write short notes (Any two).
 - a) Characteristics of motivation
 - b) Contingency theories
 - c) Reinforcement theory of motivation

SECTION "B"

- Q.11 Fill in the blanks
- 1) According to Levinson the maximum development in one personality takes place during _____ period.
 - 2) A study of human behaviour in organizational setting is _____.
 - 3) _____ are social inventions for accomplishing goals through group efforts.
 - 4) Today's organization is _____ system.

(P.T.O.)

- 5) _____ is a set value that states what an organization stands for.
- 6) _____ is the art of applying influence to increase the probability of achieving a desired outcome.
- 7) Most valuable asset in an organization is _____.
- 8) _____ refers to the negotiation or an agreement between two groups.

Q.12 Match the following pairs.

'A'

'B'

- | | |
|---------------------------------------|---|
| 1) Organizational behaviour | a) Rewards, incentives |
| 2) Chris Argyris | b) Adult life stages |
| 3) Leader | c) Power and prestige |
| 4) Top level management | d) Khanka, S.S. |
| 5) Levinsons theory | e) Managing director |
| 6) Motivate sub ordinates | f) Immaturity to maturity theory of personality |
| 7) Esteem needs | g) Lead the group |
| 8) Determinants affecting personality | h) Heredity and environment |

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