

Mid-West University
Examinations Management Office
Birendranagar, Surkhet
End Semester (Alternative/Physical) Examination-2078
Bachelor of Business Administration (BBA)
Semester - IV

Subject: Organizational Behavior
Full Marks: 50 Pass Marks: 25

Course Code: MGT 341
Time: 3:00 Hours

You are required to answer in your own words as far as applicable.

Attempt all of the following Questions:

5×10=50

1. Organization behavior is a new discipline of study. Different fields of study contribute to the formation of OB as a separate discipline. Briefly describe the development of Organizational Behavior as a discipline and importance of OB in the organization.
2. Perception is giving meaning to the surrounding and there are various factors influencing the perceptual process. Perception refers to interpretation of sensory data. In your opinion what are the factors that influence perceptual process from perceiver, perceived and situation. Explain how perception influences organizational decision making process.
3. Learning is a process of acquiring new knowledge and skill. Many scientists experiment how an individual can learn. Among several theories classical conditioning theory of learning is one of the famous theories of learning. Explain the theory how experiment was conducted and mention its application in the organization with examples.

OR

Change management is very difficult for the organizations. Most of the cases people resist change whenever initiated. Lewin's change model is one of the ideal theories that explains how change can be managed. Explain what makes Lewin's model of change management an ideal model for the organizations.

4. "When two or more individuals come together that is called a group." Is it true? Is there any process of forming a group? Explain in detail.
5. The success of an Industrial Enterprise depends upon the Quality of its Leadership". Explain this statement by specifying the Type of Leadership commonly used in an Industry.

OR

Personality is not judged only on the basis of outer beauty of an individual. There are different definitions of personality in modern context. There are various factors that help determine the personality of an individual for example like father like son. Discuss the modern approach of explaining the personality and discuss the various determinants that help form an individual personality.

The End