B.Tech Even Semester Examination, May, 2025

Agricultural Engineering / Computer Science & Engineering / Electronics & Communication Engineering

(4th Semester)

Course No: ASHH-251

(Management-I Organisation Behaviour)

Full Marks: 70

Pass Marks: 28

Time: 3 hours

Note:

1. Attempt any five questions taking one from each unit.
2. Begin each answer in a new page
3. Answer parts of a question at a place
4. Assume reasonable data wherever required
5. The figure in the right margin indicates full marks for the question
6. All the mathematical symbols and abbreviations have their usual meanings.

UNIT-I

1. a) Explain different aspects of Organizational Behaviour.

   b) Give a historical background of Organizational Behaviour, describing the evolution of work culture during different eras. 6+8

2. a) What is Hawthrone studies or the Human relations movement?

   b) What are the various challenges and opportunities in Organization Behaviour. 5+9

UNIT-II

3. a) What is Individual Behaviour?

   b) What are the various factors that influence Individual Behaviour? Describe in brief. 4+10

4. Write explanatory notes on the following concepts:

   Perception; Personality; Learning; Values & Attitudes 3.5×4

UNIT-III

5. a) Define Motivation.

   b) Compare and contrast Maslow's need hierarchy theory with Herzberg's two-factor theory of motivation. 4+10

6. Using practical applications, explain the following theories:

   a) Vroom's Expectancy theory

   b) Theory of Intrinsic motivation by Ken. 7+7

UNIT-IV

7. a) Compare and contrast Intrapersonal behaviour with Interpersonal behavior.

   b) Describe in brief the Intrapersonal communication and feedback. 8+6

8. a) Explain Transactional Analysis and Johari Window.

   b) How can the use of these theories benefit one in real life? 8+6

UNIT-V

9. a) What are the various sources, patterns, levels, and types of conflict in Organizational Behaviour?

   b) What are the modern approaches to conflict management in Organisational Behaviour? 10+4

10. a) Define Organizational Change.

    b) "Resistance to change is a normal part of the process of change." — Discuss, what techniques would you use in overcoming such resistance. 4+10

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