(1)

Registration No:

Total Number of Pages: 02

15MNG104

1st Semester Regular/Back Examination 2017-18
ECONOMICS FOR MANAGEMENT
Branch: MBA
Time: 3 Hours
Max marks: 100
Q.CODE: B826
Answer Question No.1and 2 which is compulsory and any four from the rest.
The figures in the right hand margin indicate marks.

Q1   Choose the best alternative: (2X10)
   a)   Bhubaneswar has an abundant supply of fresh water. However, an economist
        would consider it a scarce resource because:
              (a)   Water is necessary for humans' physical survival.
              (b)   Pollution will eventually destroy all life in the smart city.
              (c)   Water is limited relative to people's unlimited wants.
              (d)   Nature can destroy water as well as create it.
   b)   Which of the following will cause a change in quantity supplied?
              (a)   Technological change
              (b)   A Change in input prices
              (c)   A Change in the market price of the good
              (d)   A Change in the number of firms in the market
   c)   In which of the following cases will the effect on equilibrium output be
        indeterminate
        (i.e., depend on the magnitudes of the shifts in supply and demand)?
              (a)   Demand decreases and supply decreases
              (b)   Demand remains constant and supply increases
              (c)   Demand decreases and supply increases
              (d)   Demand increases and supply increases.
   d)   If the price elasticity of demand for a product is equal to 0.5, then a 10 percent
        decrease in price will:
              (a)   Increase quantity demanded by 5 percent.
              (b)   Increase quantity demanded by 0.5 percent
              (c)   Decrease quantity demanded by 5 percent.
              (d)   Decrease quantity demanded by 0.5 percent.
   e)   In economic decisions every variable influences every other variable is an
        underlying assumption of:
              (a)   Delphi Technique
              (b)   Multi Collinearity
              (c)   Simultaneous equations method
              (d)   Specification errors
   f)   John moved his office from a building he was renting downtown to the carriage
        house he owns in back of his house. How will his costs change?
              (a)   explicit and implicit costs rise
              (b)   explicit costs rise; implicit costs fall
              (c)   explicit costs fall; implicit costs rise
              (d)   explicit and implicit costs fall.

   g)   Perf Per. perfectly competitive firms are price takers because
              (a)   all small firms must take the price set by the largest firm in the market
              (b)   firms take the price that government determines is a "fair" price
              (c)   each firm is small and goods are perfect substitutes for one another
              (d)   Free entry and exit in the short run creates a constant market price in
                     the long run.

h) Monopolistically competitive firms ignore the effect of their decisions upon other firms in the industry because
    (a)   each firm is large relative to the market
    (b)   each firm is small relative to the market
    (c)   there are few sellers in the market
    (d)   all firms follow the same known pricing rules

i) In order to convert nominal GDP to real GDP, we must divide
    (a)   Real GDP by the price index
    (b)   Nominal GDP by the Price index
    (c)   The price index by nominal GDP
    (d)   The price index by real GDP

j) In the circular flow of income and output, saving is
    (a)   Injection of money
    (b)   Withdrawl of money
    (c)   Addition to capital stock
    (d)   None of the above

Q2   **Answer the following questions:**   (2x10)

a) What major decisions a firm must make to maximize profits and to use its resources for production?

b) In what way the growth of the economy would affect demand for a commodity?

c) A New hormone will increase the amount of milk each cow produces. If this hormone is adopted by many dairies what will be the effect on the milk market?

d) If by increasing the quantity of labour by one unit, a firm gives up 3 units of capital, and yet produces the same level of output, then what would be the value of MRTSL, K?

e) What does the iso-cost line represent?

f) Why do existing products in the market can be easily imitated by any new entrant in monopolistic competition?

g) What is the need for different pricing strategies for retailers?

h) Why business cycles are synchronic by nature?

I) Distinguish between GDP at market price and GDP at factor cost.

j) Why inflation is considered as a necessary evil?

Q3   Investigating the demand for textiles in a country, a researcher observed that the demand for textiles tend to rise by 1.5% with 1% decrease in the prices of textiles; with the rise in 1% of percapitaGDP,the demand for textiles rise by 0.45% and when food prices increase by 1%,the demand for textiles contracts by 0.93%.   (15)
(a)Which type of elasticity the textiles mills should consider significant for business development?
(b) How much rise in sales is expected during a festival season by offering 20% discount by textile mills show rooms?

Q4   State the law of diminishing returns. Why do diminishing marginal returns to a variable input occur eventually? Can they become negative? If so, why?   (15)

Q5   Discuss the effect on the prices of other brands in a monopolistically competitive industry, when a representative firm increases the price of its brand?   (15)

Q6   Explain the various economies of scale and dis- economies of scale that accrue to the firm when it expands its scale of production.   (15)

Q7   What are the objectives of pricing policy? Discuss the major factors involved in pricing policy.   (15)

Q8   Which monetary and fiscal measures do you think are more effective in controlling cyclical fluctuations? Give logic in support of your answer.   (15)
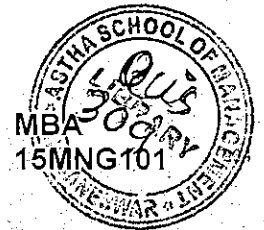
Registration No:

Total Number of Pages: 03

MBA
15MNG101

1st Semester Regular/Back Examination 2017-18
STATISTICS AND DECISION SCIENCE
BRANCH : MBA
Time: 3 Hours
Max Marks: 100
Q.CODE: B1160

Answer Question No.1 and 2 which are compulsory and any four from the rest.
The figures in the right hand margin indicate marks.

Q1 Answer the following questions: (2×10)

a) The quartiles of a normal distribution are 47.3 and 52.7 respectively, then mean deviation about mode is _____ and range is _____.

b) The mean and S.D. of a normal distribution are 10 and 6, the point of inflexion is _____ and coefficient of kurtosis is _____.

c) If $r=0.6$, then coefficient of non-determination is _____ and if $r=\pm 1$ then two regression line are _____ to each other.

d) Two variates x and y are given by $y=2-3x$, if variance of x is 9, then variance of y is _____ and _____ is a unitless measure of dispersion.

e) If each of the value x is divided by 2 and of y is multiplied by 2, then coded value b_{vu} is _____ times of byx and if $m_2=4$ and $m_3=8$ the skewness is _____.

f) In a simplex method the pivot (or key element) can be _____ sign and constraints involve equal sign require use of _____ variables.

g) Planning military strategy is an application of _____ and prediction of electoral behaviour in election is made by _____ analysis.

h) If in a game the payment are made from and among the players only then the game is called _____ and assignment problem is a particular case of _____.

i) If $\lambda=10$ customers per hour and $\mu = 15$ customers per hour then the traffic intensity is _____ and expected number of customers in queue is _____.

j) If an event B has occurred and it is known that $P(B)=1$, then conditional probability $P(A/B)$ is _____ and for a binomial distrution if $n=6$ and $P(3):P(4)= 8:3$, then value of p is _____.

Q2 Answer the following questions: (2×10)

a) If $n=10, \Sigma x_i = 110, \Sigma(x_i - 5)^2=1000$, then find S.D of x.

b) If S.D of 'n' natural numbers is 2, then find value of 'n'.

c) What is Probability that two persons borne on the same day. (Ignoring date).

d) A coin and a dice are thrown. What is probability of getting a head or an even number?

e) The sum of 25 observations is 400 and the sum of squares of observations is 8900, find coefficient of variability.

f) A speaks truth is 75% and B is 80% of the cases are they likely to contradict each other narrating the same incident.

g) The regression coefficient of x on y is 0.6, write down the regression coefficient of u and v, where $u+3x=10$ and $2y+5v=25$.

h) If $\lambda=20$ customers per hour and $\mu = 25$ customers per hour then find expected waiting time in system and in queue.

i) If $Q_1=26$, $Q_3=76$ and coefficient of Skewness=0.2, find median.

j) A pair of dice is thrown 3 times. If getting a doublet is considered as a success, find the probability of 3 successes.

Q3 Find optimal strategies for firm A, firm B and value of the game from the following pay-off matrix by using dominance rule. **(15)**

Firm B

Firm A $\begin{pmatrix} 35 & 35 & 25 & 5 \\ 30 & 20 & 15 & 0 \\ 40 & 50 & 0 & 10 \\ 55 & 60 & 10 & 15 \end{pmatrix}$

Q4 Find B.F.S and T.C from the following T.P by NWCM and then test for optimality by 'MODI' method. **(15)**

Warehouse

Plant	W1	W2	W3	W4	Supply
P1	6	2	6	12	120
P2	4	4	2	4	200
P3	13	8	7	2	80
Demand	50	80	90	180	

Q5 a) A Sample of 100 arrivals of customers to a departmental store is according to the following distribution: **(9)**

Time between arrival (minutes)	1	1.5	2	2.5	3
Frequency	18	15	36	19	12

Simulate for next 10 time between arrivals and time of arrivals by using random numbers :
25,39,65,76,12,05,73,89,19,49.

b) Mean and S.D. of 100 observations are 40 and 5.1 respectively. By mistake, one observation is misprint as 50 against 40, then find corrected mean and S.D. **(6)**

Q6 a) The number of units of an item that are withdrawn from inventory on a day-to-day basis follows Markov process in which requirements for tomorrow depend on today's requirement. A one-day transition matrix is given below. **(9)**

Numbers of units withdrawn from inventory.

Tomorrow

Today $\begin{matrix} & 5 & 10 & 12 \\ 5 & 0.6 & 0.4 & 0 \\ 10 & 0.3 & 0.3 & 0.4 \\ 12 & 0.1 & 0.3 & 0.6 \end{matrix}$

Find two-day transition matrix by constructing probability tree diagrams.

b) A municipal corporation puts 10,000 light bulbs in the street. If lives of bulbs follow normal distribution with a mean of 60 days and a standard deviation of 20 days, then find how many bulbs will be replaced after 20 days? **(6)**

Q7 a) Time taken in minutes by workers for different jobs are given in the matrix. (9)

Workers	Jobs				
	1	2	3	4	5
A	2	9	2	7	1
B	6	8	7	6	1
C	4	6	5	3	1
D	4	2	7	3	1
E	5	3	9	5	1

Find optimal assignment schedule by HAM.

b) Two regression lines are given below. (6)
3x+2y=10 and 6x+y=15,
Find Correlation Coefficient.

Q8 a) Prove that $-1 \leq r \leq 1$ (7)
(r= correlation coefficient)

b) Write short note ;
a) Maximin Criterion. (4)
b) Minimax Criterion. (4)

Total Number of Pages: 02

MBA
15MNG107

1st Semester Regular/Back Examination 2017-18
ENGLISH COMMUNICATION SKILLS
BRANCH : MBA
Time : 3 Hours
Max Marks : 100
Q.CODE : B1072

Answer Question No.1& 2 which are compulsory and any four from the rest.
The figures in the right hand margin indicate marks.

Q1 Answer the following : (2x10)

a) Communication which takes place between 'peers' is known as ———— communication.
   a) Diagonal
   b) Grapevine
   c) Horizontal
   d) upward

b) The study of the eye contact is called————————.
   a) Oculesics
   b) Kinesics
   c) Proxemics
   d) Chronemics

c) There are ———————— speech sounds in English.
   a) 26
   b) 42
   c) 44
   d) 24

d) How many syllables are there in the word "Management"? (2,3,4,5)

e) Indian speakers of English generally follow————————.(EIE/GAE/RP/ALL)

f) Write only the IPL symbols of the vowel contained in the following words.
   Photo, Shoe, Train, Judge

g) What is the difference between a filter and a barrier?

h) What do you mean by coherence and cohesion in a paragraph?

i) I was feeling unwell and ———— I went to see a doctor. (Write a suitable conjunction)

j) Two characteristics of effective writing are.................and ....

Q2 Answer the following questions briefly. (2x10)

a) What do you mean by information gap principle?

b) How many long and short vowels are there in English?

c) Give two examples of non-verbal communication.

d) Write the plain English of these words.
   Manifest, Commence

e) Deposit this money in the bank. (Change in to passive voice)

f) Write two strategies for improving listening skills.

g) Differentiate between skimming and scanning.

h) A lady drew this cartoon. She is visiting us today. (combine the two sentences)

i) This coffee is so hot that I cannot drink it. (Use too)

j) Differentiate between postures and gestures with examples.

Q3   Reading is a complex 'cognitive process' of decoding symbols in order to construct or derive meaning. It involves a number of sub-skills. Discuss.   **(15)**

Q4   Effective communication skills have become the main stay at entry level as well as for career sustenance. Discuss and elucidate.   **(15)**

Q5   What do you mean by intonation? Why do you think it is significant for communication? Where do you use falling and rising tone? Substantiate your answer with examples.   **(15)**

Q6   What is bias-language? Briefly discuss the use of bias-free language in different contexts.   **(15)**

Q7   **Write short notes on any THREE :**   **(5x3)**
    a) Define and differentiate between word stress and sentence stress.
    b) Concord
    c) Write a short paragraphon "Prevention is better than cure".
    d) Can women be better managers' – Deliver a debate on this topic.

Q8 **A)** What do you understand by verbal and non-verbal communication? Explain with suitable examples.   **(10)**

    B) **Do as directed.**   **(1x5)**
    a) Neither India nor Pakistan are prepared for talks.(Correct the error)
    b) 'What a shame! You have misbehaved with your teacher?' His mother said. (Change into indirect speech)
    c) There is little logic in her argument. (Use hardly any)
    d) If the doctor had come early, the patient's life———— (save). (write the correct form of the verb given bracket)
    e) The professor's consistent late arrival is offset somewhat by the remarkable quality of his lectures. (Correct the underlined part)

1st Semester Regular/Back Examination 2017-18
MANAGEMENT PRINCIPLES AND PRACTICES
BRANCH : MBA
Time : 3 Hours
Max Marks : 100
Q.CODE : B1016

Answer Question No.1and 2 which are compulsory and any four from the rest.
The figures in the right hand margin indicate marks.

Q1 **Answer briefly the following questions:**   **(2 x 10)**

a) ___ function in the management process is commonly referred to as the primary management function .

b) Economics and management are closely related because of their common focus on ___ .

c) ___ is the process of working with and through others to achieve organizational objectives in a changing environment .

d) Managerial ___ tell us what managers generally do, whereas managerial ____ tell us more precisely how managers carry them out .

e) Top management works on ___ plan .

f) The first step in planning process is to ___ .

g) Degree to which freedom is given to lower level managers for decision making is classified as ____ .

h) ___ control prevents anticipated problems and takes place before the actual activity happens.

i) ___ means grouping the jobs in some logical way .

j) Unity of command principle of effective direction means ____ .

Q2 **Answer the following questions:**   **(2 x 10)**

a) What is global competency ? .

b) Explain Johari window.

c) What is meant by Social audit ?

d) Who is the father of Modern Management? What is his main contribution?

e) How does IT contribute towards effective controlling ?

f) What is C.K. Prahalad's famous contribution to the field of management ?

g) What type of leadership style suits a team where followers are highly effective and why ?

h) Explain the problems arising out of increasing participation in decision making .

i) What are the common communication barriers in organisations ?

j) What is feed forward control?

Q3 a) Give an overview of classical management perspectives. Identify the most important contributors in each of its branches.   **(10)**

b) Explain systems approach to management and its components.   **(5)**

Q4 Write the need of planning for an organization. What are the steps and limitations in planning ? Contrast formal planning with informal planning.   **(15)**

Q5 a) Describe a matrix organization and its merits and demerits   **(7)**

b) Define departmentalization. What are the bases of departmentalization ? Describe with their respective advantages and disadvantages   **(8)**

Q6 What are the different financial and non-financial ways to motivate people in an organization ? What are the theories that help us in understanding what motivates employees ?Which theory according to you seems the most appropriate one **(15)**

Q7. a) List down the criteria of an effective control system. What are the problems in setting up an effective control system ? Also describe the types of control . **(8)**

b) Explain communication network. Distinguish between centralized and decentralized networks **(7)**

Q8 **Answer the following Question any <u>THREE</u>.** **(5x3)**
a) Approaches of Porter & Lawler
b) Types of communication
c) Centralization
d) Grapevine communication

Q6 What are the different financial and non-financial ways to motivate people in an organization ? What are the theories that help us in understanding what motivates employees ?Which theory according to you seems the most appropriate one **(15)**

Q7. a) List down the criteria of an effective control system. What are the problems in setting up an effective control system ? Also describe the types of control . **(8)**

b) Explain communication network. Distinguish between centralized and decentralized networks **(7)**

Q8 **Answer the following Question any THREE.** **(5x3)**
a) Approaches of Porter & Lawler
b) Types of communication
c) Centralization
d) Grapevine communication

MBA
15MNG103

1st Semester Regular/Back Examination 2017-18
FINANCIAL ACCOUNTING AND ANALYSIS
BRANCH: MBA
Time: 3 Hours
Max Marks: 100
Q.CODE: B916

Answer Question No.1 and 2 which are compulsory and any four from the rest.
The figures in the right hand margin indicate marks.

Q1   Answer the following questions briefly :   (2 x 10)
a) How do you compute Stock Turnover Ratio?
b) Name the subsidiary Books which record the :
   i) Sale of furniture on credit
   ii) Receipt of a cheque from a Debtor
c) Name the institute which has framed the Accounting Standards in India.
   What is AS-6?
d) How do you adjust the following items with the capital in the Balance Sheet?
   i) Interest on Capital
   ii) Net Loss.
e) Write the difference between authorised capital and issued capital.
f) Pass Journal Entry:
   Goods taken by proprietor for personal use Rs 5000.
g) Pass Journal Entry:
   Depreciation is charged on Machinery Costing Rs 20000 @ 15% p.a
h) What is meant by over subscription of share capital?
i) Distinguish between Redeemable Debenture and Convertible Debenture.
j) In which method of depreciation, the asset value becomes zero after its useful
   life? Show with an example

Q2   Answer the following :   (2 x 10)
a) Write two objectives of preparing Trial Balance.
b) Give two differences between equity share and Preference share.
c) Give two examples of Current Liability.
d) Give two examples of Direct Expenses
e) Give two examples of Intangible assets
f) Give two examples of Representative personal account.
g) Write two examples of Contra Entry in Triple column cash book.
h) Write two transactions affecting the investing activities in a Cash Flow
   Statement.
i) What is the difference between net profit and gross profit?
j) Name two external users of the financial statement.

Q3   Enter the following transactions in the Triple column Cash Book of   (15)
          M/S Kalinga Enterprises:

2016		
Apr 1	Cash in hand	Rs. 5000
Apr 1	Cash at Bank	Rs. 15000
Apr 3	Cash sales	Rs. 6400
Apr 5	Received a cheque from Raghab	Rs. 700
Apr 10	Paid to Tapan by cheque	Rs. 9800
	discount allowed by him	Rs. 200
Apr 12	Cash Purchases	Rs. 2500
Apr 13	Cash Received from Debtors	Rs. 4000
Apr 14	Withdrew cash from bank	Rs. 5000

Apr 18	Received a cheque from Santosh	Rs. 9450	
	and allowed him discount	Rs. 50	
Apr 20	Stationery purchased for cash	Rs. 1200	
Apr 25	Paid commission by cheque	Rs. 2000	
Apr 28	Paid salaries	Rs. 10000	
Apr 30	Interest credited by Bank	Rs.1500	

Q4 The following is the Trial Balance of M/S Infotech Solutions. Prepare Trading, **(15)** P&L A/c for the year ending 31.12.2016 and the Balance sheet as on that date after taking into considerations the following adjustments.

Particulars	Amount (Debit) Rs.	Particulars	Amount (Credit) Rs.
Opening stock	1,25,000	Capital	2,00,000
Cash in hand	5,000	Sundry	54,000
Carriage inward	1,000	Creditors	1,000
Wages	71,500	Return	54,000
Bills Receivable	31,500	outward	3,54,000
Sundry Debtors	19,000	Bills payable	
Purchases	1,22,000	Sales	
Return inward	500		
Furniture	52,000		
Advertising	6,000		
Salaries	54,000		
Insurance	1,500		
Plant & Machinery	1,50,000		
Drawings	23,000		
Bad debt	1,000		
Total	**6,63,000**	**Total**	**6,63,000**

Adjustments:
a) Write off depreciation on plant & machinery @ 10 %
b) Salaries outstanding Rs. 1000 and Wages outstanding Rs. 500
c) Prepaid insurance Rs. 500
d) Closing stock as on 31.12.2016 is Rs. 1,52,000

Q5 What are the causes of Depreciation? Distinguish between Straight line **(15)** method and Diminishing balance method of charging Depreciation.

Q6 a) Assurance Company Ltd. issued 10,000 equity shares of Rs.10/- each **(7.5)** payable as : Rs.3 on application, Rs.5 on allotment (including premium of Rs 2 per share), Rs.4 on the first and final call. Applications were received for 10000 shares and allotments were made in full. The entire issue was complete and all money due were received. Pass journal entries in the books of Assurance Co. Ltd..

b) Distinguish between Going concern concept and Accounting Period concept. **(7.5)**

Q7 a) The test of liquidity aims at evaluating the short term debt paying capacity of a **(7.5)** firm. Discuss the ratios under this category to justify this statement.

following information.

Equity Share Capital(10000 shares of Rs100 each)	Rs. 1000000
12% Preference Share Capital(5000 shares of Rs 100 each)	Rs. 500000
Retained Earning	Rs. 100000
General Reserve	Rs. 40000
Interest on Loan	Rs. 30000
Earning Before Interest and Tax	Rs. 530000
Rate of Income Tax	50%

Q8 How is Cash flow for a period classified in different activities as per **(15)** Accounting standard-3? Explain with illustration how a Cash flow statement is prepared in this method.

1st Semester Regular/Back Examination 2017-18
MARKETING MANAGEMENT
BRANCH : MBA
Time: 3 Hours
Max Marks: 100
Q.CODE: B752
Answer Question No.1 and 2 which are compulsory and any four from the rest.
The figures in the right hand margin indicate marks.

Q1   Fill in the blanks :
a) AMA stands for _____   (2x10)
b) 4Ps of Marketing Mix stand for_____, _____, _____, _____
c) Door to Door selling is a form of_____
d) 80: 20 principle is otherwise known as_____
e) Looking for alternatives from outside is known as_____.
f) Charging a Lower price than the competitors to get into a market is known
   as_____
g) Operating on behalf of another company in the name of the company at a price is
   known as_____
h) Pondering over what products to be manufactured is known as_____
i) Manufacturer to Consumer is Level_____ Channel
j) Economy of the country is_____ Environment.

Q2   Answer the   following questions:
a) What is Customer Delight?   (2×10)
b) What is understood by Psychographics?
c) What is a USP?
d) What is Brand Equity?
e) What do you understand by B-2-G Marketing?
f) What is Cost-Plus Pricing?
g) What is a Potential Market?
h) What is Scheming Pricing?
i) What does Value Addition mean?
j) What is Labeling?

Q3   Explain the equation "Marketing = People + Purchasing Power + Motivation". Use   (15)
            example to substantiate your answer.

Q4   Detail out marketing environment. How does it affect marketing of a product?   (15)
            Exemplify·your answer.

Q5   Is there really any difference between Marketing and Selling? Justify your answer   (15)
            with sufficient elaboration.

Q6   Lay down the factors that affect pricing decisions. Use examples of different pricing   (15)
            strategies to justify the factors that affect such pricing strategies.

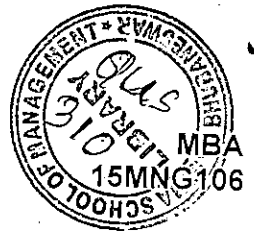**Q7** What is the role of Branding in Marketing? Use the Brand Prism to elaborate your answer. **(15)**

Q8 **Write short answer on any TWO :** **(7.5x2)**
a) Product Life Cycle
b) Channel Conflict
c) Organizational Buying Behavior vs. Consumer Buying Behavior

Registration No:

Total Number of Pages : 02

MBA
15MNG106

1st Semester Regular/Back Examination 2017-18
ORGANIZATIONAL BEHAVIOUR
BRANCH : MBA
Time : 3 Hours
Max Marks : 100
Q.CODE : B1204

Answer Question No.1 and 2 which are compulsory and any four from the rest.
The figures in the right hand margin indicate marks.

Q1 Answer the following questions: (2x10)

a) A study of human behavior in organizational settings is _____
   a. Individual behavior b. Group behavior c. Organizational behavior. d. None of these

b) Organization Behavior is _____
   a. An interdisciplinary approach b. A humanistic approach
   c. Total system approach   d. All of these

c) Sathish has a low absenteeism rate. He takes responsibility for his health and has good health habits. He is likely to have a(an):
   a. Internal locus of control   b. External locus of control
   c. Core locus of control   d. High emotional stability level

d) In Maslow's hierarchy needs, which of the following pair of needs is ranked as "lower order needs"?
   a. Physiological and safety needs   b. Physiological and social need
   c. Self actualization and safety needs   d. Social and esteem needs

e) Which behavioural science discipline is most focused on understanding individual behaviour?
   a. Sociology b. social psychology c. Psychology d. anthropology

f) A learned pre-disposition to respond in a consistently favourable or unfavourable manner with respect to a given object
   a. Perception b. Attitude c. Behavior d. personality

g) Basis of "Custodial Model of OB is _____
   a. Economic resources b. Power c. Leadership d. Partnership

h) Person-Job fit" means _____
   a. Persons physical fitness match with the job
   b. Persons skills match with the job
   c. Persons contributions match with the incentives offered by the organization
   d. Persons education match with the job

i) As per Stimulus-Response Model, input for behaviour process is _____
   a. Drive b. Organism c. Stimuli d. Response

j) Free rein leadership is also known as
   a. Democratic b. Autocratic c. Laissez-Faire d. Bureaucratic

Q2   Answer the following questions: *16*   (2×10)

a) What do you mean by individual differences and what is its importance in understanding behaviour

b) What are teams ?

c) What are the differences between content and process theories of motivation ?

d) Is pay a motivator or hygiene factor, Justify

e) What do you mean by group dynamics

f) Bring out differences between a leader and a manager ?

g) Individual behavior vrsOrganisational behavior, Comment

h) Define attitude.

i) What are perceptual errors ? Name any two

j) What do you mean by organizational culture

Q3   Compare and contrast Maslow's need hierarchy theory and Herzberg's two factor theory.   (15)

Q4   What is perception ? Explain the factors influencing the perceptual process   (15)

Q5   Explain why people tend to form groups ? Is it not possible to survive without forming groups. Explain various stages of group formation.   (15)

Q6   What is personality ?what are its major determinants ? Explain the Big 5 model.   (15)

Q7   In Vroom's model , what are valence, expectancy and instrumentality ? How do these variables relate to one another and to work motivation.   (15)

Q8   Why is leadership so important in organizations today ? Explain different types of leadership.   (15)

Q2   Answer the following questions: *16*   (2×10)

a) What do you mean by individual differences and what is its importance in understanding behaviour

b) What are teams ?

c) What are the differences between content and process theories of motivation ?

d) Is pay a motivator or hygiene factor, Justify

e) What do you mean by group dynamics

f) Bring out differences between a leader and a manager ?

g) Individual behavior vrsOrganisational behavior, Comment

h) Define attitude.

i) What are perceptual errors ? Name any two

j) What do you mean by organizational culture

Q3   Compare and contrast Maslow's need hierarchy theory and Herzberg's two factor theory.   (15)

Q4   What is perception ? Explain the factors influencing the perceptual process   (15)

Q5   Explain why people tend to form groups ? Is it not possible to survive without forming groups. Explain various stages of group formation.   (15)

Q6   What is personality ?what are its major determinants ? Explain the Big 5 model.   (15)

Q7   In Vroom's model , what are valence, expectancy and instrumentality ? How do these variables relate to one another and to work motivation.   (15)

Q8   Why is leadership so important in organizations today ? Explain different types of leadership.   (15)