**UNIT-I**

**TWO MARKS**

1. What do you mean by organizational behavior?
2. What are the disciplines contributing to organizational behavior?
3. List out the key elements of organizational behavior.
4. State the peculiar problems encountered in the study of organizational behavior.
5. What is autocratic model of organizational behavior?
6. What is custodial model of organizational behavior?
7. List out the factors influencing individual behavior?
8. Mention a few indicators of positive individual behavior.
9. What are the psychological factors influencing behavior?
10. Why are rational decisions not always possible?

**FIVE MARKS**

1. Describe how OB is an inter disciplinary subject?
2. What are the natures of OB?
3. Define OB? What is the need for studying OB?
4. Explain briefly the various models of OB?
5. Describe the scope of OB?
6. What are the disciplines contributing to OB?
7. What is the significance of OB?
8. Explain the key elements of OB?

**TEN MARKS**

1. Describe similarities and dissimilarities among models of OB?
2. Explain scope of psychology?
3. Explain scope of OB and nature of OB?
4. What are the factors determine the individual behavior?

**UNIT-II**

**TWO MARKS**

1. Define personality.
2. What are the determinants of personality?
3. List the personality traits that influencing behavior.
4. Who are introverts?
5. What is meant by locus of control?
6. Mention the important theories on personality.
7. Define perception.
8. What is meant by sensation?
9. What is figure ground?
10. What is stereotyping?
11. What is halo effect?
12. Define learning.
13. What is meant by reinforcement?
14. What do you understand by operant conditioning?
15. Explain cognitive theory of learning.
16. How do you differentiate classical conditioning from operant conditioning?
17. Define attitude.
18. How are attitudes formed?
19. What are the ways of changing attitude?
20. Differentiate attitude from values.
21. What do you mean by inter personal behavior?

**FIVE MARKS**

1. What are group norms?
2. What is perception? What are the factor influencing perceptions?
3. Bring out impact personal factors in determining individual behavior?
4. What are the primary factors that influence the evaluation of personality?
5. Why do you people form and join groups?
6. Describe importance of personality?
7. What are the factors influencing group cohesiveness?

**TENMARKS**

1. What are the factors determine individual behavior?
2. Discuss the measures for improving perceptual skills?
3. What is the various theory of personality?
4. Describe the techniques to improve group decision-making?
5. Describe merits and demerits of decision-making?

**UNIT-III**

**TWO MARKS**

1. Define a group.
2. Mention a few characteristics of a group.
3. What is meant by a reference group?
4. What are group norms?
5. What is group cohesiveness?
6. What is meant by group decision?
7. What are the main reasons for the formation of groups?
8. List out the different types of groups.
9. What are the determinants of group cohesiveness?
10. What is meant by formal group?
11. What is meant by informal group?
12. What measures can be taken to increase group cohesiveness?

**FIVE MARKS**

1. What are the qualities of an effective leader? ‘
2. What are the types of power?
3. Examine the leadership styles?
4. What are the functions of leadership?
5. What are the nature and characteristics of leadership?

**TENMARKS**

1. Discuss various leadership styles.
2. Discuss measures for improving perceptual skills.

**UNIT-IV**

**TWO MARKS**

1. Define motivation.
2. What are the non-financial incentives?
3. Explain esteem needs.
4. What is meant by affiliation need?
5. What are hygiene factors?
6. What do you understand by valence?
7. Define morale.
8. State few determinants of morale.
9. What are the consequences of low morale?
10. How employees’ level of morale is measured?
11. How employees’ morale can be improved?
12. Define leadership.
13. What is laissez faire leadership?
14. Who is a functional leader?
15. What is paternalistic leadership?
16. List out the qualities of a leader.
17. Differentiate a leader from a manager.
18. Who is an institutional leader?
19. Define power.
20. What do you mean by authority?
21. List out the different types of power.
22. What is meant by coercive power?
23. What are the sources of power?
24. What are indicators of power and powerless?
25. What is meant by authority?

**FIVE MARKS**

1. What is the relationship between morale and productivity?
2. What are the types of authority?
3. What are the factors influencing morale?
4. What are the steps to improve morale?
5. What are the measurements of morale?
6. What are the characteristics of morale?

**TENMARKS**

1. Discuss factors influencing morale?
2. What are the components of morale? How it is measures?
3. Discuss three steps to improve morale in an organisation?
4. What are the relationship between morale and productivity?

**UNIT-V**

**TWO MARKS**

1. Define change
2. State some of the internal factors influencing change.
3. What does resistance to change mean?
4. What are the changes that are normally resisted by managers?
5. What are the circumstances in which employees do not show resistance?
6. What measures can be taken to overcome resistance by employees?
7. Define organizational development.
8. What is meant by managerial grid?
9. List out the objectives of OD?
10. Define organizational culture.
11. What is meant by dominant culture?
12. What is metamorphosis?
13. Differentiate organizational culture from climate.
14. What is meant by cross culture?
15. What do you understand by cross culture management?
16. How is an organization’s culture created?
17. What is meant by authoritarian culture?
18. Define organizational effectiveness.
19. What is meant by group effectiveness?
20. What are casual variables in the context of organizational effectiveness?
21. Distinguish effectiveness from efficiency.
22. Define conflict.
23. State the different stages of conflict.
24. What is meant by intra-group conflict?
25. List out the causes of conflicts.
26. What do you mean by conflict management?

**FIVE MARKS**

1. Examine the importance of motivation.
2. What are the types of needs?
3. Explain Herzberg two factor theory.
4. Explain Mc-Gregor's theory X and theory Y.
5. Explain motivation process.
6. What are the nature and characteristics of motivation?

**TENMARKS**

1. Discuss about Herzberg's theory X and theory Y.
2. Discuss about Maslow's need theory and Mc-Gregor's two factor theory.
3. Explain the method for motivating an employee.
4. Discuss the important motivation techniques followed by Indian managers.