

**Indian Maritime University**  
**(A Central University, Govt of India)**  
**End Semester Examinations – June 2025**  
**Programme Name: BBA (ML)**  
**Semester: II**  
**Subject Code: UG32T1201**  
**Subject Name: Organizational Behaviour**

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Date: 30.05.2025

Max Marks: 70

Duration: 03 Hrs

Pass Marks: 35

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General Instructions

- (i) All Sections (A, B & C) are to be attempted.
- (ii) Options, if any, are specified in respective section.

**Section A**

Ten MCQs/Fill in the Blanks of 01 Mark each – Choose the correct answer as applicable.

1. Which one is not an element of Organizational Behaviour?  
a) Hierarchy    b) Technology    c) Structure    d) External Environment
2. Evaluative statements on objects, people or events and mainly show how someone feels about something, known as:  
a) Personality    b) Attitude    c) Behaviour    d) Perception
3. Characteristics refers to the changes in behaviour of individuals that comes from their interactions with environment:  
a) Physical    b) Learned    c) Biological    d) Environmental
4. \_\_\_\_\_ is a process by which individuals organize and interpret their sensory impressions in order to give meaning to their environment.  
a) Personality    b) Perception    c) Attitude    d) Interpersonal Behaviour



## **Section B**

Five Questions of 02 Marks each

11. What do you understand about organizational behaviour modification?
12. What do you understand by attitude? Mention its components.
13. What is inter-group conflict? Give example.
14. What do you understand by authority and power?
15. Define work specialization.

## **Section C**

Seven Questions of 10 Marks each of which any 05 questions to be answered.

16. What do you understand by learning? Discuss the theories of learning in detail.
17. What is transactional analysis? Provide a detailed discussion on the analysis of self-awareness and the analysis of life positions.
18. Explain the perceptual process. Discuss perceptual distortion and its types.
19. What is the decision-making and decision-making process? Discuss the techniques of decision-making in detail.
20. Define leadership. Discuss the various theories of leadership in detail.
21. Define chain of command. Explain its types along with advantages and disadvantages.
22. What do you understand by organizational culture? Discuss its importance and the best practices to be followed for better organizational culture.

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