

Dr. BabasahebAmbedkar Open University
Term End Examination July – 2026

Course	: BBAR/DBAR	Date	: 15-07-2026
Subject Code	: BBAR/DBAR-204	Time	: 03:00pm to 05:15pm
Subject Name	: Individual and Organisational Behaviour	Duration	: 02.15 Hours
		Max. Marks	: 70

Section A

Answer the following (Attempt any three) (30)

1. Discuss the big five personality model.
2. Write a note on attitude.
3. Discuss barriers to effective communication.
4. Write a note on organizational culture.
5. Discuss the concept of Organizational Citizenship Behavior.

Section B

Answer the following (Attempt any four) (20)

1. Discuss the process of organizing.
2. Explain the components of MARS model.
3. Explain types of teams.
4. Write a note on Politics.
5. Discuss the Approaches to Managing Organizational Change.
6. Explain the management skills.

Section C

Part – A (Multiple Choice Questions) (10)

- 1 The science of human behavior and individual differences is _____.
A Sociology B Psychology
C Anthropology D None of these
- 2 One of the key interpersonal roles all managers must have is?
A Directing B Leadership
C Controlling D Co-coordinating
- 3 Physiological need include:
A Hunger B Shelter
C Thirst D All of these
- 4 _____ is evaluative statements or judgments concerning object, people or events.
A Personality B Attitude
C Perception D Motivation
- 5 Esteem need include:
A Self respect B Achievement
C Autonomy D All of these
- 6 The process of arousing and sustaining goal-directed behavior is called :
A Motivation B Personality
C Attitude D Perception

- 7 A designated workgroup defined by an organization's structure:
A Formal Group B Informal Group
C Social Group D None of these
- 8 If a person can affect the thoughts, behavior, and feelings of another person, he has :
A Influence B Power
C Authority D Dominance
- 9 Competencies include:
A Skills B Knowledge
C Aptitudes D All of these
- 10 An instinctive feelings not necessarily supported by research:
A Behavior B Attitude
C Intuition D Motivation

Part – B (Do as Directed)

(10)

State whether the following statements are true or false:

- 1 An organization's size does not affect its structure.
- 2 Larger organizations tend to be more centralized.
- 3 The actions of top management have major impact on the organization's culture.
- 4 Problem-solving teams are groups of 5 to 12 employees.
- 5 Cognitive attitude is determined by the beliefs regarding the results of behavior.
- 6 A more promising way to accomplish goal is to increase satisfaction.
- 7 The motivation theories similar in their predictive strength.
- 8 The OB model explains an approach to financial issues of company.
- 9 Behavior of people does not play a critical role in manager's decision making.
- 10 Intensity is bulk of effort allocated.
