

**Dr. Babasaheb Ambedkar Open University, Ahmedabad**

**Term-End Examination : January-2026**

**Course Name : MBA**

**Subject Name : Organization Behaviour**

**Subject Code : MBA03EH310**

**Date : 08-03-2026**

**Time : 11:30AM TO 01:45PM**

**Max Marks : 70**

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**Q.-1. Write answers to any one of the questions given below (in 1,200 words). ( 14 )**

- (1) What is communication? Explain Mc clelland's need theory in detail.
- (2) Describe the origin of communication.

**Q.-2. Write answers to any one of the questions given below (in 1,200 words). ( 14 )**

- (1) When does organization need a culture change? Give your views.
- (2) Explain various types of organization structure.

**Q.-3. Answer the following question (Attempt any one) in about 1200 words. ( 14 )**

- (1) Explain the process of perceptual and also write perceptual errors.
- (2) Explain theories of leadership.

**Q.-4. Write answers to any one of the questions given below (in 1,200 words). ( 14 )**

- (1) What is motivation? Write the benefits of motivation.
- (2) Explain features of modern organization.

**Q.-5. Write short notes on any three of the following topics. ( 9 )**

- (1) Explain Urwick's theory z in brief.
- (2) Write a note on managing stress.
- (3) Write the characteristics and benefits of virtual organization.
- (4) Explain transactional leadership theory.
- (5) Explain extra organizational factors that leads to stress.

**Q.-6. Choose the correct option (A, B, C, or D). ( 5 )**

**(1) Perceptual process starts with \_\_\_\_\_**

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|--------------|----------------------|
| A) Sensation | B) ] Emotions        |
| C) Attitudes | D) None of the above |

**(2) Judging someone based on their membership of a group is called \_\_\_\_\_**

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|----------------------|---------------------|
| A) Halo Effect       | B) Projection Error |
| C) Confirmation Bias | D) Stereotyping     |

**(3) \_\_\_\_\_ need highly specialised skills to attain goals**

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|-----------------|---------------|
| A) Organisation | B) management |
| C) control      | D) none       |

**(4) I only read the news articles that support my views, is called \_\_\_\_\_**

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|----------------------|----------------------|
| A) Recency           | B) Anchoring Bias    |
| C) Availability Bias | D) Confirmation Bias |

**(5) During the salary negotiation, if one party refers to a figure of salary, generally \_\_\_\_\_perceptual shortcut affects the process**

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|-----------------|-----------|
| A) Confirmation | B) Halo   |
| C) Availability | D) Anchor |

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