

JAYPEE UNIVERSITY OF INFORMATION TECHNOLOGY, WAKNAGHAT

TEST -3 EXAMINATION- 2025

BBA-II Semester

COURSE CODE (CREDITS):23BB1HS211

MAX. MARKS: 35

COURSE NAME: ORHANIZATIONAL BEHAVIOUR

COURSE INSTRUCTORS:DR TANU SHARMA

MAX. TIME: 2 Hours

Note: (a) All questions are compulsory.

Q.No	Question	CO	Marks
Q1	Deliberate on Herzberg's dual structure theory.	[3]	5
Q2	In 1940 Abraham Maslow developed the Hierarchy of needs. What was his concept of needs? How is it applicable in profession life ?	[3]	5+2
Q3	Draw comparison between Transformational and Transactional leader. Elucidate your answer with suitable examples.	[3]	5
Q4.	Critically evaluate the statement," Leaders are born not made".	[3]	4
Q5	The Managerial Grid developed by Robert Blake and Jane Mouton, is a leadership framework. What are the key styles of leadership this framework talks about? List its major applications and benefits.	[3]	4+2+2
Q6	In this dynamic era, according to you what are the benefits and challenges of working in a team?	[4]	3
Q7	Conflicts and negations are an important part of organizations. What are the key factors to keep steps involved in resolving conflicts through negotiations?	[5]	3