# UNIVERSITY OF PETROLEUM & ENERGY STUDIES

**End Semester Examination– May , 2021**

**Program: B.Tech. (Civil)** **Semester: IV**
**Subject/Course: MANAGEMENT 1(ORGANIZATIONAL BEHAVIOR)** **Max. Marks: 100**
**Course Code: HRES2009** **Duration: 3 Hours**

**IMPORTANT INSTRUCTIONS**

*All sections are compulsory*

| Q.No | Section 1<br>Answer in TRUE/FALSE ONLY<br>All questions carry 5 marks each | Marks | COs |
|---|---|---|---|
| Q-1 | Levels of absenteeism must be less, and is one of the variables to measure effectivity of an organization (True/ False) | 5 | CO1 |
| Q-2 | If there is no change in behavior, there is no learning (True/ False) | 5 | CO2 |
| Q-3 | While perceiving others, if the element of consensus is high in the target's behavior, the behavior is attributed to be externally caused. (True/ False) | 5 | CO1 |
| Q-4 | Motivation affects the performance of a person, but performance is not guaranteed if the person has only motivation | 5 | CO3 |
| Q-5 | Recognition need is a hygiene factor as per two factor theory of motivation (True/ False) | 5 | CO2 |
| Q-6 | People join social media to satisfy their security needs (True/ False) | 5 | CO3 |
| | **Section 2**<br>**All questions carry 10 marks each** | | |
| Q-7 | What is learning? Briefly explain classical conditioning, operant conditioning, and social learning theories | 10 | CO1 |
| Q-8 | What are attributions in perception? Explain citing relevant practical examples. | 10 | CO3 |
| Q-9 | What is classical conditioning in learning? Explain the relevance of conditioning citing relevant examples. | 10 | CO2 |

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| Q-10 | What are the various types of leadership styles as per the managerial grid/ leadership grid? Explain how each of such leadership styles is applicable in varying situations. | 10 | CO4 |
| Q-11 | What is motivation? What causes motivation? What is the relationship between motivation and performance?<br>Is it possible to have one motivational model that may be applied to everyone? Discuss. | 10 | CO2 |
| | **Section 3**<br>**(20 Marks)** | | |
| Q-12 | What is organizational behavior? How does the study and application of principles of organizational behavior impact the functioning of a business organization? | 20 | CO4 |