



MB 104

**I Semester M.B.A. Examination, August 2011
ORGANIZATIONAL BEHAVIOUR**

Time : 3 Hours

Max. Marks : 75

PART – A

(5×5=25)

1. Define Organization.
2. What is meant by scientific management ?
3. What are the biological foundation of behaviour ?
4. What are the causes of human behaviour ?
5. Define perceptual selectivity.

PART – B

(5×10=50)

(Answer **any five** questions, case study is **compulsory**)

Case study

Virtually no one is immune to seasickness, especially those in the Navy who must perform their jobs on rough seas. While there are drugs for the problem, some of the side effects are the very symptoms that the drugs are intended to prevent : drowsiness, blurred vision, and dryness of the mouth. Naval and aviation medicine continue to try to solve the challenge of motion sickness.

The authors of one study devised an experiment to see whether self-fulfilling prophecy could help. They assigned twenty-five naval cadets in the Israeli Defense Forces to experimental and control conditions. Before their first cruise, the cadets in the experimental group were told that they were unlikely to experience seasickness and that, if they did, it was unlikely to group reported less seasickness and were rated as better performers by their training officers. These cadets also had higher self-efficacy ; that is, they believe they could perform well at sea despite seasickness. The pills and patches that physicians often prescribe for seasickness are unpleasant to the point of deterring their use, are of short-term effectiveness, and have undesirable side effects. Self-fulfilling prophecy has none of these problems, and it appears to work in combating seasickness.

P.T.O.



6. Analyse the case study on the basis of perception. (Compulsory)
 7. What are the direct and indirect environmental forces in organizational behavior ?
 8. What are the differences between behavioral and contingency approach to the management ?
 9. Explain biological foundations of behavior.
 10. How can we use perception in organization ?
 11. What are the difference between positive reinforcement and negative reinforcement ?
 12. Briefly explain the importance of organizational behaviour modification.
-