

Roll No. ....

Total Pages : 2

**CMDQ/D-23**

**5221**

**ORGANIZATIONAL BEHAVIOUR &  
BUSINESS MANAGEMENT**

Paper–GT–903

Time allowed : 3 Hours]

[Maximum Marks : 100

**Note :** Attempt **five** questions in all. Question No. **1** is compulsory. All questions carry equal marks.

**Compulsory Questions**

1. Write notes on the following:
  - (i) Perception – concept.
  - (ii) Leadership – objectives.
  - (iii) Legal Environment – meaning.
  - (iv) Nature of personnel Management.
  - (v) Strategic planning – objectives.
  - (vi) Behavioural theory – concept.
  - (vii) Organizational culture – meaning.
  - (viii) Charismatic Leadership Theory – concept.
  - (ix) Objectives of financial Management.
  - (x) Concept of HRM.
2. Define organizational behavior. Elaborate various emerging approaches of Organizational behaviour.

3. “Learning has become pivotal for the growth & development of an organisation”. Justify.
4. Elaborate the application and importance of Maslow’s need Hierarchy theory of motivation.
5. What is organizational change? How organisational change is managed for success?
6. Write a descriptive note on: Resistance to change and Trait Theory.
7. Define Social responsibility. Elaborate various dimensions social responsibility of a business.
8. What is HRD? Elaborate various functions of HRD.
9. Define Marketing Management. Illustrate the role of marketing in economic development.