

**National Institute of Technology Hamirpur (H.P.)**

**Department of Management Studies**

**End Semester Exam – Dec 2020**

**MBA – 1<sup>st</sup> year**

<b>Course Title</b>	<b>: MP&amp;OB</b>	<b>Marks</b>	<b>: 50</b>
<b>Course Code</b>	<b>: MB-611</b>	<b>Semester</b>	<b>: 1<sup>st</sup></b>
<b>Time</b>	<b>: 2 hrs.</b>		

**Note: Attempt all the questions. Marks for each question are indicated against them in the bracket.**

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1. What are yours top three values? Do you feel pressure to choose values that might seem most socially acceptable? (5)
2. Elucidate the link between perception and decision making? What are some of the biases in decision making, explain any one in brief? (5)
3. Throw some light on the interrelationship that exists among self-determination theory, cognitive-evaluation theory and self-concordance. (7)
4. How does the job characteristics model motivate individuals? (5)
5. What are the strengths and weaknesses of group decision making? Also throw some light on the concepts of group-think and group-shift. (5)
6. Expound upon the concepts of Charismatic leadership and Transformational leadership. How can one differentiate between these two leadership styles? (7)
7. What is the role of dependence in power relationships? What creates dependence? (5)
8. Draw the steps of the conflict process. What are the three types of conflicts? (5)
9. Enumerate and explain the different sources of resistance to change? (6)