



QP CODE: 24001004



Reg No :

Name :

B.Sc DEGREE (CBCS) REGULAR / REAPPEARANCE EXAMINATIONS, MARCH 2024

Sixth Semester

B.Sc Psychology Model I

CORE COURSE - PY6CRT18 - MANAGING BEHAVIOUR IN ORGANIZATIONS

2017 Admission Onwards

C7535F54

Time: 3 Hours

Max. Marks : 80

Part A

*Answer any **ten** questions.*

*Each question carries **2** marks.*

1. Consultative decision making.
2. Group polarization.
3. Employee-ownership.
4. Mixed strokes.
5. Subculture.
6. Symbols.
7. Changing Technology.
8. Innovation.
9. Self esteem.
10. Communication.
11. Organisational Stakeholders.
12. Sexual harassment.

(10×2=20)

Part B

*Answer any **six** questions.*

*Each question carries **5** marks.*

13. Compare group decision making with Individual decision making.
14. Explain the power tactics used in an organization
15. Conflict handling styles.





16. Types of Culture.
17. How does employee selection affect maintenance of organizational culture?
18. What makes sensitivity training different from Team Building?
19. Explain General Adaptation Syndrome.
20. What is the role of managerial ethics in an organisation?
21. Short term and long term ways of encouraging ethical behaviour in organisations.

(6×5=30)

Part C

*Answer any **two** questions.*

*Each question carries **15** marks.*

22. What are the techniques of group decision making? Explain.
23. What is Negotiation? Give an account of Negotiation process.
24. Elaborate on the concept resistance to change and how to deal with the resistance.
25. What are the functions of a counsellor? Explain the skills and techniques of counselling.

(2×15=30)

