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Reg No.: \_\_\_\_\_

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**APJ ABDUL KALAM TECHNOLOGICAL UNIVERSITY**

Seventh Semester B.Tech Degree (S, FE) Examination January 2023 (2015 Scheme)



**Course Code: MP469**

**Course Name: Industrial Psychology and Organisational Behaviour**

Max. Marks: 100

Duration: 3 Hours

**PART A**

*Answer any three full questions, each carries 10 marks.*

Marks

- 1 a) "The heredity and environment influences the development of an individual". (5)  
Substantiate the statement.
- b) Mention the different factors influencing human behaviour. (5)
- 2 With suitable examples, explain Classical and Operant conditioning theories. (10)
- 3 a) Explain explicit and implicit types of memory. (5)
- b) Describe the different levels of human mind. (5)
- 4 a) Explain the determinants of personality development. (5)
- b) Explain different types of thinking. (5)

**PART B**

*Answer any three full questions, each carries 10 marks.*

- 5 a) Explain the importance of supportive model of Organisational Behaviour in Indian condition. (5)
- b) Justify the statement "Organizations need people and people need organizations". (5)
- 6 Compare Autocratic, Custodial and Collegial models of organisational behaviour. (10)
- 7 a) Explain the different forms of downward communication. Also state different problems associated with downward communication. (5)
- b) Mention the different ways to manage workforce diversity in an organisation. (5)
- 8 Explain the characteristics and elements of social system. (10)

**PART C**

*Answer any four full questions, each carries 10 marks.*

- 9 a) Explain Abraham Maslow's need hierarchy theory of motivation. (5)
- b) Mention the different types of motivation with examples. (5)

- 10 a) Define leadership. List the different styles of leadership. (5)  
b) Explain the major components in path goal theory of leadership. (5)
- 11 Explain the steps involved in behaviour modification process. (10)
- 12 a) Describe the importance of groups. (4)  
b) Explain the different types of groups in an organisation. (6)
- 13 a) Describe the steps in an organisational development process. (6)  
b) Explain any two types of resistance to change in an organisation. (4)
- 14 Explain the stages of group development. (10)

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