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M. B. A. (First Semester) Examination,
Nov.-Dec. 2025

(New Scheme)

(Management Branch)

BEHAVIOURAL SCIENCE (New)

Time Allowed : Three hours

Maximum Marks : 80

Minimum Pass Marks : 32

***Note** : Attempt any **two** question from each section Each question carries equal marks.*

Unit-I

1. **(a)** Discuss about the conceptual framework for understanding Individual Behavior.

(b) Explain biographical characteristics of individual behavior.

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(c) What are the different subjects that contribute the study of Behavioral Science?

Unit-II

2. (a) Discuss the concept of Emotional Intelligence & why emotional management is necessary?

(b) Personality refers to the characteristic patterns of thoughts, feelings, and behaviors that make a person unique. Elaborate the Statement.

(c) "Knowing job-related attitudes is crucial to comprehending organizational behavior." What does this sentence mean?

Unit-III

3. (a) Discuss the different leadership styles and their impact on employee motivation and performance. Provide examples where each style might be most effective.

(b) Define perception and its influence in any organization. How does it differ from sensation?

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(c) Describe the process of classical conditioning. Provide an example of how classical conditioning can be applied in real life.

Unit-IV

4. (a) Define a 'group' in the context of organizational behavior. What is the difference between 'group' and a 'team'?

(b) What are the stages of group development & also explain the concept of 'group dynamics'?

(c) What are the advantages and disadvantages of working in teams? Provide examples.

Unit-V

5. (a) Explain the three ego states in Transactional Analysis with examples.

(b) Write a note on Conflict and its types.

(c) Discuss the concept of Negotiation and Negotiation process.

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