

**UNIT-III**

5. List down some important positive and negative outcomes of organisational politics. Why do employees resort to organisational politics?  
8+6=14
6. Discuss the four metaphors of organisational politics. Also throw some light on strategies that may be adopted to reduce the negative effects of organisational politics.  
8+6=14

**UNIT-IV**

7. From the point of view of management. How will you identify prospective leaders in your organisation? Elaborate your answer with appropriate examples.  
14
8. Illustrate and critically analyse the 'Path-Goal' theory of leadership.  
14

**UNIT-V**

9. Illustrate and analyse the conflict Resolution Techniques.  
14
10. (a) Discuss the different types of conflict.  
(b) Also describe the different sources of conflict.  
7+7=14

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**PG Odd Semester Examination, 2022****COMMERCE**

(1st Semester)

Course No.: COMCC-501  
(Organisational Behaviour)

*Full Marks: 70**Pass Marks: 28**Time: 3 hours*

*The figures in the right margin indicate full marks for the question.  
Answer any five questions, taking one from each unit.*

**UNIT-I**

1. Critically analyse 'Pavolnian Theory' of learning and explain its utility in organisational behaviour. 14
2. Explain the OCEAN model of personality. Also identify the relationship between personality and attitude with proper example. 8+6=14

**UNIT-II**

3. Compare and contrast between 'Distress and Eustress'. List down some 'Stress Coping' strategies that may be adopted in an organisation to manage stress. 7+7=14
4. Define 'Organisational Culture'. Discuss the various dimensions of organisational culture. Write a note on 'Clan Culture'. 4+6+4=14