

IIHMR UNIVERSITY
The IIHMR University, Jaipur
Institute of Health Management Research
MBA Pharmaceutical Management
Batch 6 (2014-2016), 1st Year
Organizational Behaviour

Term Examination

Maximum Marks: 70

Time Allowed: 3 hrs.

Note: Attempt **ANY FIVE** questions. All questions carry equal marks.

1. Elaborate on different dimensions used for understanding culture and their importance in appreciating human behavior. (14)
2. Write notes on any two with appropriate examples (14)
 - a. Role Efficacy
 - b. Role of power in cooperation and collaboration
 - c. Organizational change
3. Write notes on any two with appropriate examples: (14)
 - a. Situational Theory of Leadership
 - b. Personal Effectiveness
 - c. Values and Ethics
4. What do you understand by conflict? Please elaborate on conflict stimulation techniques. (14)
5. You have recently joined at a managerial position in a reputed organization. Just after the joining your immediate senior shares with you that the team you are supposed to work has shown poor performance during the last financial year and appear de-motivated and uninterested. Your senior asks you to identify what is de-motivating them and what could be done to put them back to track. He assures you of all support and cooperation. Please elaborate on measures which you would take to identify the reasons. Also give suggestion to be implemented at the organization level for motivating the staff. (14)
6. What is perception? Please elaborate on the role of perception in the process of organizing the information and its implications in an organizational set-up? (14)