



The IIHMR University, Jaipur
Institute of Health Management Research
MBA Pharmaceutical Management

Batch 07th (2015-2017) First Year

Organizational Behavior

Term Examination



Time - 3 Hour

M.M-70

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

- Q. 1.** Elaborate on the role of money as a motivator on the basis of various theories of motivation. (14 Marks)
- Q. 2.** What do you understand by attitude? What is the importance of attitude in an organization? (14 Marks)
- Q. 3.** A pharmaceutical industry has introduced the position of Management Associate in its organization for fresh management graduates. This has made the existing professionals (post graduates by qualification) feel a little powerless. With reference to bases of power, please elaborate on the measures which can be adopted to maintain or increase their power. (14 Marks)
- Q. 4.** Write notes on any two with appropriate examples. (14 Marks)
- a. Role Efficacy
 - b. Single loop learning, Double loop learning and triple loop learning
 - c. Stereotyping and Halo effect
- Q. 5.** Write notes on any two with appropriate examples: (14 Marks)
- a. Internal locus of Control
 - b. Transactional Styles
 - c. Personal Efficacy
- Q. 6.** You have recently taken over a consulting firm as its CEO. You find on your priority list that the firm has got a prestigious consulting assignment. In spite of enthusiasm and rapport amongst members, you discover that they lack the necessary planning and monitoring competency.
In view of the situational theory of leadership discuss the appropriate style and your approach to develop the team. (14 Marks)
- Q. 7.** What is Conflict? How can conflict be resolved and simulated by the management? (14 Marks)