

LIHMR UNIVERSITY
School of Pharmaceutical Management

Enrolment No.:

MBA Pharmaceutical Management
Batch-16th (2024-2026)

First Year, Term 2, End Term Examinations, March 2025

CC – 607 Organisation Behaviour

Time - 3 Hour

Maximum Marks: 50 (Minimum Marks: 20)

Instructions to students:

- This question paper contains 2 printed pages.
- Don't write anything on the Question Paper except writing your Enrolment No.

Part A

(Maximum Marks: 5)

Q1. Choose the correct option / Fill in the blanks, as applicable to the following questions (1 mark each):

- a) Study of OB focuses on three levels:
- Individuals, Organisation, Society
 - Individual, Groups, Organisation
 - Society, Organisation, Nation
 - Employee, Employer, Management
- b) What does it mean by EGOCENTRIC category of Personal Effectiveness, identify the correct option
- Low self disclosure, high openness to feedback and low perceptiveness
 - High self disclosure, low openness to feedback and low perceptiveness
 - Low self disclosure, low openness to feedback and low perceptiveness
 - High self disclosure, high openness to feedback and low perceptiveness
- c) How do you prefer to direct and get energy? According to the MBTI, this is related to _____
- d) Complete the definition of "learning organization" given by Peter Senge
People at all levels, individually and collectively, are increasing
their capacity to produce results they really care about
- e) What is the base of POSITIONAL power? _____

Part B**(Maximum Marks: 15)****Write short notes/answer the following questions (3 marks each):**

- Q2. Organizational Culture (OCTAPACE) and Climate
- Q3. Explain concepts of "Locus of Control" in relation to Attribution to Success and Failure. How would you develop internality in future?
- Q4. Narrate your personal FRUSTRATION experience showing in the frustration formula.
- Q5. How would you distinguish "role" from "job"? Give FIVE critical points
- Q6. Discuss 12 parameters of organizational level determinants of worker motivation

Part C**(Maximum Marks: 30)****Answer the following questions in detail (10 marks each):**

- Q7. Keeping in view Pharma 4.0 framework for incorporating digital strategies, as a manager you are supposed to perform some administration related responsibilities and your managerial functions. How would you differentiate the three managerial modes of administration, management and leadership.
- Q8. Based on your learning of the various "individual level concepts" under the OB module, what would be your role to implement the concept of "personal mastery" in a pharmaceutical sector organization to make it "Learning Organization".
- Q9. Explain three ego states, life positions, and elaborate on the 12 functional and dysfunctional managerial styles.

