Code No: 138GN **R16**

JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD
B. Tech IV Year II Semester Examinations, December - 2020
ORGANIZATIONAL BEHAVIOUR
(Common to CE, ME, ECE, CSE, IT)

Time: 2 Hours **Max. Marks: 75**

Answer any Five Questions
All Questions Carry Equal Marks
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1. With appropriate illustration, explain what perceptual selectivity is and how it influences our behavior. [15]

2.a) What are the characteristics of culture?
b) What are the various subjects contributing to the discipline of OB? [5+10]

3. Explain the conceptual framework of transactional analysis and its significance. [15]

4. Explain the difference between self-efficacy and self-esteem. [15]

5. What is downward communication in the organizational context? What is its purpose? [15]

6. Explain the following with illustrative examples.
a) approach-approach conflict
b) approach-avoidance conflict
c) avoidance-avoidance conflict. [5+5+5]

7. What do you understand by group cohesiveness? What factors increase or decrease group cohesiveness? [15]

8.a) Mention briefly the types of skills needed by leaders.
b) What are the limitations of trait theories of leadership? [10+5]

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