

Chapter1 Introduction to Organizational Behavior

1. Point out the organizational level input variables of OB system. [2] [2075][2073]
2. What is behavior? [2][2074]
3. Define OB system. [2]
4. List out group processing variables in OB system [2]
5. What are the outputs of OB system? [2]
6. Write the major importance of OB. [2]
7. Explain the challenges and opportunities for OB. [10] [2075]
8. Define OB. Explain the contributing disciplines to the field of OB. [10][2074]
9. Discuss importance of OB.[10]
10. Discuss levels of analysis in OB. [10]
11. Explain critical behavior issues confronted by managers. [10]
12. Explain fundamental concept of OB. [10]
13. Why is the understanding of behaviors of people at work necessary? Discuss the critical behavioral issues the modern managers' are facing. [15] [2073]
14. State and explain how people, structure, technology and environment affect the nature of organization? [15]
15. Why is OB a system? What are its input, process and output variables? Are they interdependent? Discuss. [15]

Chapter2 Understanding Individual Behavior

1. What is artistic thinking? [2][2075]
2. What is belief? [2] [2074][2073]
3. What is Individual Behavior? [2]
4. Differentiate values from beliefs. [2]
5. What are human motives? [2]
6. Define attitude. [2]
7. Define emotions. [2]
8. Explain Individual Behavior as input-output system with suitable figure. [10] [2075] [15]
9. Define values. Explain its sources and functions. [10] [2073]
10. What are needs? Discuss types of human needs with examples. [10]
11. Explain relationship between motives and behavior. [10]
12. State the process of attitude formation. [15]

Chapter 3 Perception

1. Define attribution.[2][2075]
2. Define consistency in attribution theory. [2] [2074]
3. Define distinctiveness in attribution theory. [2] [2073]
4. List out characteristics of perception. [2]
5. What are stimuli in perceptual process? [2]

6. List out the factors influencing perception. [2]
7. What is perception? Describe attribution theory, [10] [2073]
8. Explain the perceptual process. [10]
9. Explain factors affecting perception. [10]
10. Explain attribution errors with examples. [5]
11. Explain with examples the factors in the perceiver that affect perceptual selectivity. [10]
12. Why the persons' perceptions differ? Discuss the factors influencing perception and the barriers to perceptual accuracy. [15]
13. It is more important to understand perception for a manager than anything else. [15]
14. What are the major principles of perceptual selection? Explain in brief. [15]

Chapter 4 Learning

1. What is 'O' factor? [2][2075]
2. What is learning? [2][2074][5][2074]
3. What is principle of intensity in learning? [2][2073]
4. What is cognitive learning? [2]
5. List out major steps of behavior modification.[2]
6. State the significance of learning. [2]
7. Explain factors influencing learning. [7] [2074]
8. What are the components of learning? Explain the classical conditioning theory of learning. [10][2073]
9. State the advantages of classical condition theory. [10]
10. Discuss the major steps in learning. [10]
11. Explain social learning theories. [10]
12. Explain the factors influencing learning process. [10]
13. Discuss principles of learning. [15] [2075]
14. Discuss the nature of classical conditioning and operant conditioning. How do they differ from each other? What are the similarities between the theories? Discuss. [15]
15. Discuss the operant conditioning model of learning. [15]

Chapter 5 Personality

1. State two nature of personality. [2] [2075]
2. Differentiate extrovert and introvert. [2][2074]
3. What is agreeableness personality? [2] [2073]
4. Enumerate major determinants of personality. [2][15][2073]
5. Why do you need to understand personality? [2]
6. What are the big five personality factors? [2][15][2075]
7. What is personality? Explain the determinants of a person's. [10] [2074]
8. Distinguish between personality and behavior. How they are related to each other. [10]
9. What is the major personality attributes influencing OB? [10][15][2073]

10. Behavior is the function of personality and environmental factors. Explain with suitable examples and logic. [15]
11. State and explain the major personality traits and characteristics as explained in MyersBriggs type indicator. [15]

Chapter 6 Motivation and Job Satisfaction

1. What are the characteristics of the people with the need for affiliation? [2] [2075]
2. Enlist the hygiene factors of Herzberg's two-factor theory. [2] [2074]
3. Enlist the motivational factors in Herzberg's two-factor theory. [2] [2073]
4. List out the challenges of motivation. [2]
5. What is classification? [2]
6. Contrast intrinsic and extrinsic motivation. [2]
7. Point out the importance of motivation. [2][5][2074]
8. Explain equity theory of motivation with its positive and negative aspects[10][2075][2073]
9. Critically examine Maslow's need hierarchy theory of motivation. [10] [2074]
10. Explain expectancy theory of motivation
11. Define motivation and its process. [10]
12. Why Explain equity theory of motivation is called contemporary theory of motivation? What are its positive and negative sides? [10] Explain objectives of Explain equity theory of motivation.
13. What is job satisfaction? How does it affect employees' performance? [10]
14. Discuss Mc Clelland's theory of motivation and its application. [15]

Chapter 7 Groups and Teams in Organization

1. What is internal nature view of group dynamics? [2][2075]
2. Define virtual team.[2][2073]
3. Define group.[2][3][2074]
4. What is team work? [2]
5. Define group dynamic.[2]
6. List out major stages of group formation process.[2]
7. What is social-loafing? [2]
8. State the issues in group decision making. Explain the strengths and weaknesses of group decision making. [10][2075]
9. Explicate the reasons for joining groups. [10] [2074]
10. Explain the nature and significance of informal groups. [10]
11. Explain the cross-functional team.[10]
12. Explain the concept of self managed work team and discuss the major issues in managing work teams. [15]
13. Why should managers be aware of informal group? Describe the element of group cohesiveness. [15]
14. State and explain the procedure of group decision making.[15]

Chapter 8 Leadership

1. Difference between managers and leaders. [2][2075]
2. What does trait theory say about leadership? [2][2074]
3. What is charismatic leadership?[2][2073]
4. State major responsibilities of a good leader. [2]
5. Explain contingency theories of leadership. [2]
6. Define path-goal theory of leadership. [1]
7. Define leadership. Explain the behavioral approaches of leadership. [10]
8. State the major traits needed for an effective leader.[10]
9. Discuss behavioral theory of managerial grid. [10]
10. Explain different leadership styles under the path-theory of leadership. [10][15]
11. Discuss different leadership styles with their characteristics and the situations of their applicability. [15][2073]
12. Discuss emerging approaches to leadership in present context. [15]

Chapter 9 Communication

1. Give examples of non-verbal communication.[2][2075]
2. What is grapevine communication.[2][2074]
3. Point out steps in communication. [2][2074]
4. What is non-verbal communication.[2]
5. Point out types of communication. [2]
6. What is upward communication? [2]
7. What is all channel networks? [2]
8. Explain process of communication and communication networks.[10][2075]
9. Explain barriers for effective communication and ways to overcome barriers. [10][2074]
10. Define communication. Describe its purposes and functions. [10][2073]
11. Show your acquaintance with the concept of communication networks. Give a short explanation of current issue in communications that are very common in Nepalese organization. [15]

Chapter 10 Conflict

1. State the interactionist view of conflict. [2][2075]
2. What is intra-group conflict? [2]
3. Define functional conflict. [2]
4. What is conflict? [2]
5. List out types of conflict. [2]
6. List out features of conflict.[2]
7. Explain sources of conflict. [10] [2074]
8. Explain nature and sources of conflicts.[10]
9. Describe approaches of conflict management. [10][15][2075]
10. What is inter-group conflict? Explain its dynamics. [10]

11. Discuss managerial techniques for stimulating conflict. [10]
12. Certain degree of conflict is essential for higher productivity and creativity in work place. Do you agree with the statement? Explain with appropriate reasons. [15]

Chapter 11 Organizational Change and Development

1. State the main forces for organizational change. [2][2073]
2. Define organizational change. [2][2074]
3. List out characteristics of OD. [2]
4. What are OD values? [2]
5. What is sensitive training? [2]
6. What is process consultation? [2]
7. Describe goals of OD. What prerequisites are required to organization development?[10][2075]
8. What are the organizational forces that make an organization necessary to change? [10]
9. State and explain the organizational resistances to change in modern organizations. [10][2074]
10. Differentiate between OC and OD. [10]
11. Discuss the approaches to manage organizational change.[10][2074]
12. Discuss the OD interventions. [10]

