

**Indian Maritime University**  
**(A Central University, Govt of India)**  
**End Semester Examinations – December 2023**  
**Programme Name: BBA(LRE)**  
**Semester: II**  
**Subject Code: UG31T3204**  
**Subject Name: Individual and Group Behaviour**

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Date: 16.11.2023

Max Marks: 70

Duration: 03 Hrs

Pass Marks: 35

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General Instructions

- (i) All Sections (A, B & C) are to be attempted.
- (ii) Options, if any, are specified in respective section.

**Section A**

**10 X 01 = 10 Marks**

1. Factors influencing perceptions are situation, target and \_\_\_\_\_.
  - a. Behaviour
  - b. Perceiver
  - c. Attitude
  - d. Goals
2. The ability to recognize attitude and behaviour consistent with a role is \_\_\_\_\_.
  - a. Role perception
  - b. Role conflict
  - c. Role expectation
  - d. Role identity
3. An illusory group to which an individual relates himself/herself due to the same profession or other similar attributes is called a \_\_\_\_\_ group.
  - a. Membership
  - b. Informal
  - c. Reference
  - d. Committee
4. \_\_\_\_\_ is the ability of an organisation to adapt itself to the changes in the environment which is based on capacity and capability in getting and utilizing resources.
  - a. Organizational structure
  - b. Organizational effectiveness
  - c. Organizational power
  - d. Organizational efficiency

5. \_\_\_\_\_ is the ability to understand, use, and manage your own emotions in positive ways and also accept the emotions of others.
  - a. Emotional Acceptance
  - b. Emotional Measurement
  - c. Emotional Intelligence
  - d. Emotional Ability
6. \_\_\_\_\_ leaders have compelling attractiveness or charm that can inspire devotion in others.
  - a. Autocratic
  - b. Bureaucratic
  - c. Democratic
  - d. Charismatic
7. The conflict where emotional involvement in a conflict is creating anxiety, tenseness, frustration, or hostility is called \_\_\_\_\_ conflict.
  - a. Felt
  - b. Perceived
  - c. Thought
  - d. Behavior
8. Blake and Mouton created the \_\_\_\_\_ on leadership.
  - a. Continuum theory
  - b. Managerial grid
  - c. Judgment grid
  - d. Path-goal theory
9. \_\_\_\_\_ conflict is the way on how work gets done.
  - a. Relationship conflict
  - b. Task conflict
  - c. Process conflict
  - d. Values conflict
10. An individual who takes advantage of a group's effort because individual efforts cannot be recognized is called a \_\_\_\_\_.
  - a. Individual loafer
  - b. Group loafer
  - c. Team loafer
  - d. Social loafer

### **Section B**

#### **5 Short Questions (5 X 2 = 10 Marks)**

11. Explain the components of 'Attitude'.
12. Explain the 5-stage model of Tuckman on group formation
13. Explain the characteristics of Job Design Theory
14. How can organizations ensure that individuals can be turned into team players?
15. Differentiate between reactive change, proactive change, and stability.

### **Section C**

#### **7 Long Questions-Answer Any 5 (05 X 10 Marks)**

16. Highlight the importance of Bloom's Taxonomy in the learning process.
17. Distinguish between group decision making and individual decision making in the following areas.
  - a. Importance of decision making
  - b. Need for commitment to proposed solution
  - c. Values
  - d. Speed of decision making

- e. Knowledge required to make decision
18. Creating effective team depends on the roles played by the different members of the team. Elaborate on Belbin's team roles that exist in a team.
  19. What are the salient features of Leadership as a Continuum.
  20. Contrast the four types of team arrangements with the help of relevant diagrams.
  21. Explain the Kurt Lewin's model of change.
  22. Explain the different levels of motivation as explained by Maslow.

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