

School of Law

Bachelor of Law
CAT1 - Mar 2023

Time : 90 Minutes

Marks : 30

Sem II - D1UA221T - Organisational Behaviour

Your answer should be specific to the question asked

Draw neat labeled diagrams wherever necessary

1. Explain What do you mean by personality? Identify the determinants of personality. K2 CO1 (4)
2. Contrast "OCEAN" theory of personality. K3 CO2 (5)
- 3) Develop your thoughts , Can Bhardwaj be held responsible for loss of the deal? Why or why not? Give a suitable reason in support of your answer K3 CO2 (7)

Swaraj is running an office furniture showroom. Most of his clients are businessmen and they prefer to buy goods on credit. Keeping this in mind, he has given the power to the sales manager, Mr. Bhardwaj, to offer a credit period of only 20 days, while negotiating a deal with a buyer. On a specific day, Mr. Bhardwaj finds that if he can offer a credit period of 30 days as an exception to a prospective buyer, he is likely to finalise a highly profitable deal for the business. So Mr. Bhardwaj requests Swaraj to grant him additional authority for offering a credit period of 30 days in the interest of the business. But Swaraj refuses to extend his authority and as a result, the deal is not finalized.

OR

K3 CO2 (7)

Ashutosh Goenka was working in 'Axe Ltd.', a company manufacturing air purifiers. He found that the profits has started declining from the last six months. Profit has an implication for the survival of the firm, so he analysed the business environment to find out the reasons for this decline.

Identify the level of management at which Ashutosh Goenka was working.
Construct three other functions being performed by Ashutosh Goenka

4. Explain what is the most significant change that you brought to an organization? K2 CO1 (7)
- 5) Jaideep recently joined as the managing director of Tivori Ltd., an apparel designing Company. He observed that the company had a number of experienced fashion designers on its payroll. They regularly offered useful suggestions which neither appreciated nor rewarded by the company. Instead the company outsourced the services to some renowned fashion designers and paid them a good compensation for their services. Because of this, the employees felt disheartened and stopped giving useful suggestions.
a) Analyze the communication barrier discussed above.
b) Examine the category of this communication barrier K4 CO3 (7)

OR

K4 CO3 (7)

Classify the components and formation of attitude using ABC Model.