

Class : II PG  
Major : Counselling Psychology

Time: 3 hours  
Max. Marks: 60

**12MCPC16 Managerial Psychology**

Part A

10 x 1/2 = 5

Choose the correct answer

1. A study of human behavior in organizational settings is
  - a. Individual behaviour
  - b. Group behavior
  - c. Organizational behaviour
  - d. None of these
2. "Cognitive theory" of learning was given by
  - a. Skinner
  - b. Pavlov
  - c. Tolman
  - d. Piaget
3. \_\_\_\_\_ is "the reactions of individuals to new or threatening factors in their work environments"
  - a. Attitude
  - b. Stress
  - c. Dissonance
  - d. Disappointment
4. Which of the following theory is proposed by Alderfer?
  - a. Theory X and Theory Y
  - b. Hierarchy of Needs
  - c. ERG Theory
  - d. Theory of emotions
5. People with which type of personality trait commonly make poor decisions because they make them too fast?
  - a. Type As
  - b. Type Bs
  - c. Self-monitors
  - d. Extroverts
6. Which of the following is not a trait dimension in Big 5 personality trait?
  - a. Extroversion
  - b. Agreeableness
  - c. Openness
  - d. Culture
7. In Maslow's hierarchy needs which of the following pair of needs is ranked as "lower order needs"?
  - a. Physiological and safety needs
  - b. Physiological and social need
  - c. Self actualization and safety needs
  - d. Social and esteem needs
8. Which of the following is not one of the four primary management functions?
  - a. Controlling
  - b. Planning
  - c. Staffing
  - d. organizing
9. In Pavlov's experiment, the bell was a/an .
  - a. unconditioned stimulus
  - b. unconditioned response
  - c. conditioned stimulus
  - d. conditioned response
10. Which of the following is not a Principle of Perceptual organization?
  - a. Proximity
  - b. Closure
  - c. Similarity
  - d. Transition

**Part B**

**5 x 4 = 20**

**Answer ALL questions**

**Answer should not exceed 200 words or one page**

- 11.a. Explain the foundations of individual behaviour in organizations  
(or)
11. b. Write about the role of attitude in an organization.
12. a. Who can be an effective manager? Explain the traits.  
(or)
12. b. Mention the principles of Perceptual selectivity in an organization.
13. a. Discuss the classical conditioning and its applications  
(or)
- 13.b. Write a short note on reinforcement.
14. a. Elaborate on motivation and productivity  
(or)
14. b. How can the workers be motivated? Explain.
15. a. Write a note on the meaning and significance of personality  
(or)
15. b. What are the common personality traits found in Indian managers?

**Part C**

**5 x 7 = 35**

**Answer ALL questions**

**Answer should not exceed 600 words or three pages**

16. a. Make a detailed account on the biological foundations of behaviour.  
(or)
16. b. Write in detail on the concepts- cognitive processes, attitudes and values
17. a. What is perceptual organization? Explain the principles.  
(or)
17. b. Discuss about impression management with an example.
18. a. What are the major theories of learning? Explain.  
(or)
18. b. Explain the concept of behavioural management with an example.
19. a. How to manage work motivation in an organization?  
(or)
19. b. Narrate the theories of motivation and their applicability.
20. a. What are the major determinants of personality? Explain  
(or)
20. b. Elucidate on the relationship between personality and performance in an organization.

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