**Model Question Paper of OB (BBA-Sem-4)**

**Group-A** Short Answer type Question (Answer any three) 10X3=30marks

* Q1.Write a short note on **INTRA-PSYCHIC THEORY**
* Q2. Write a short note on **PHYSIOGNOMY AND PSYCHOLOGY THEORIES**
* Q3.Write a short note on **Herzberg’s Motivation-Hygiene Theory**
* Q4. What is **Vroom’s Expectancy Theory**
* Q5.Explain **Reinforcement theory** of motivation
* Q6. Explain the four stages of Group Development.

**Group-B**  Long Answer type Question ( Answer any two) 25x2=50marks

* Q1.What is Perception, explain breifly all the aspects of Perception. Give a short explanation on Perceptual distortion.
* Q2. What are the components and theories of Learning, explain brefily all four 4 theories and throw some light on behavior modification.
* Q3.What is Leadership, exlain all its style and theories of Leadership.
* Q4.What are the sources of conflict, explain the causes and tools to overcome it. Even describe all the stages involved in conflict.