

SEMESTER- II
BUSINESS STATISTICS

1. Course Description

Programme: BMS
Course Code: U26/BMS/DSC/204
Course Type: DSC
No. of credits: 5

Max. Hours: 75
Hours per week: 6
Max. Marks: 100

2. Course Objective

- To give a basic understanding of fundamental methods and concepts relevant to statistical analysis.
- To enable the student to understand and interpret data patterns to make impactful decisions.

3. Course Outcomes

CO 1: Describe, explain and examine the various data collection techniques and gain an understanding of various scaling techniques. (UNDERSTAND)

CO 2: Apply and interpret various descriptive statistics relevant to research. (APPLY)

CO 3: Apply and interpret the statistical tools of correlation and regression. (APPLY)

CO 4: Examine and interpret data through the use of Time Series Analysis. (UNDERSTAND)

CO 5: Identify, examine, explain and interpret data through the use of Probability Theories (UNDERSTAND)

4. Course Content**MODULE - I – DATA COLLECTION AND REPRESENTATION (15 Hrs)**

Definition of Statistics- Functions and Applications of Statistics- Statistical Survey- Planning and Executing the Survey.

Data collection and Processing: Sources of Data (Primary and Secondary), Methods of Collecting primary data through Questionnaires and schedules, Interview method and Observation method, Collection of Secondary data. Construction of Frequency distributions.

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Diagrammatic Representation: Introduction – Significance – Types of diagrams – Simple bar – sub-divided bar – multiple bar – deviation bar – pic diagram.

Graphic Representation of frequency distribution: Histogram – Frequency curve - ogive curve

MODULE - II – DESCRIPTIVE STATISTICS (15 Hrs)

Measures of central tendency: Introduction-Arithmetic mean (Simple & Weighted) -Median Mode –Geometric mean –Applications-Merits and Limitations-Interpretation of these measures. (Problems)

Measures of Dispersion (Absolute and Relative): Importance-Range-Quartile Deviation-Mean Deviation - Standard Deviation (Problems)-Coefficient of Variation (Problems)-Applications Interpretation of these measures.(Only concepts of Mean and Quartile Deviation)

MODULE - III – CORRELATION & REGRESSION (15 Hrs)

Correlation: Meaning-Scatter diagram-Karl Pearson's coefficient of correlation (Simple and Bivariate frequency distribution) - Probable Error –Rank Correlation (Tied ranks)- Partial and Multiple Correlation Coefficients - Interpretation of Correlation coefficient- Applications

Principle of least squares, fitting of a straight line, parabola and exponential curve.

Simple regression analysis: Definition-Regression equations (X on Y and Y on X) Interpretation ,Prediction, Distinction between Correlation and Regression. (Problems)

MODULE - IV – TIME SERIES (15 Hrs)

Time Series: Importance-Components-Measurement of Trend by method of Semi-averages, Method of curve fitting (Straight line), Method of moving average-Measurement of Seasonal variation by Simple average method and Ratio to moving average. (Problems)

MODULE – V – PROBABILITY (15 Hrs)

Probability Definitions – Theorems of Probability – Addition and multiplication theorems – Probability Distributions: Binomial, Poisson & Normal Distributions, Assumptions and applications (Problems)

5. Reference Books

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1. Richard Levin & David S. Rubin (2012). Statistics for Management (7th Edition). Pearson Education.
2. S. P. Gupta (2012). Statistical Methods. Sultan Chand Publications.
3. S.C. Gupta (2014). Fundamentals of Statistics. Himalaya Publishing House.
4. J K Sharma (2012). Business Statistics (2nd Edition). Pearson Education.
5. David R Anderson, Dennis J Sweney (2014). Statistics for Business & Economics (12th Edition). Cengage.

6. Syllabus Focus

a) Relevance to Local , Regional , National and Global Development Needs

Local /Regional/National /Global Development Needs	Relevance
Global Development Need	This course lays the foundation for data analysis and interpretation, which is a pre-cursor to big data analytics and decision-making models.
National Development Need	The course enables a student to develop skills of data pattern recognition and interpretation, skills that are relevant for fast-growing big-tech and big-data industries in India.

b) Components on Skill Development/Entrepreneurship Development/Employability

SD/ED/EMP	Syllabus Content	Description of Activity
SD	Module II Module III Module III Module IV	Caselets that involve application of concepts for problem-solving.

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7. Pedagogy

S. No	Student Centric Methods Adopted	Type / Description of Activity
1	Assignments	Problem Solving
2	Concept Research	Participative Learning

8. Course Assessment Plan

a) Weightage of Marks in Continuous Internal Assessments and End Semester Examination

Cos	Continuous Internal Assessments - CIA (40%)	End Semester Examination (60%)
CO 1	CIA-1	End Semester examination
CO 2	CIA-1	
CO 3, CO 4	CIA-2 Assignment	
CO 5	CIA-2 Written Test	

a) Model Question Paper- End Semester Examination

BUSINESS STATISTICS

Max. Marks: 60 Credits: 5 Time: 2Hrs

SECTION – A

I. Answer the following 5 x 10 = 50 M

1. Explain the various methods of Data Collection, with suitable examples.

OR

2. The following table shows the marks obtained by students in a class. Draw a Histogram and a frequency polygon.

Marks	0-10	10-20	20-30	30-40	40-50	50-60	60-70	70-80

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No of Students	4	6	14	16	14	8	16	5
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3. Find the missing frequency from the following data if A.M is 28, find Median.

Marks	0 - 10	10 - 20	20 - 30	30 - 40	40 - 50	50 - 60
No of Students	12	18	27	?	17	6

OR

4. From the prices of shares of X and Y below find out which is more stable in value.

X	35	54	52	53	56	58	52	50	51	49
Y	108	107	105	105	106	107	104	103	104	101

5. Find out Karl Pearson's Coefficient of correlation for the following data.

X	100	200	300	400	500	600	700
Y	30	50	60	80	100	110	130

OR

6. Obtain the regression equation of Y on X and estimate of Y when X=55 from the following.

X	40	50	38	60	65	50	35
Y	38	60	55	70	60	48	30

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7. Assuming 3 yearly cycle, calculate the trend and short-term fluctuations by the method of moving averages for the following data. Production in tonnes is given year wise

				2006 2008 2010	2007 2009 2010							13 17	2014 2018			
15	21	30	36	42		46	50	56	63	70	74	82		90	95	102

OR

8. Fit a trend line to the following data by the method of semi-averages.

Year	2014	2015	2016	2017	2018	2019	2020
Sales (000's)	102	105	114	110	108	116	112

9. The following mistakes per page were observed in a book. Fit a Poisson distribution.

No of mistakes per page	0	1	2	3	4
No of times the mistake occurred	211	90	19	5	0

OR

10. The following data show the number of seeds germinating out of 10, for 80 sets of seeds. Fit a Binomial Distribution to this data.

X	f
0	6
1	20
2	28
3	12
4	8
5	6
6	0
7	0
8	0
9	0
10	0

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SECTION – B

II. Answer any FIVE 2 x 5 = 10 M

11. Primary Data
12. Arithmetic Mean
13. Probable error
14. Karl Pearson's Coefficient of correlation
15. Time Series
16. Conditional Probability
17. The Bell Curve

b) Question Paper Blueprint

Modules	Hours Allotted in the Syllabus	COs Addressed	Section A (No. of Questions)	Total Marks	Section B (No. of Questions)	Total Marks
1	15	CO-1	2	10	2	2
2	15	CO-2	2	10	2	2
3	15	CO-3	2	10	2	2
4	15	CO-4	2	10	2	2
5	15	CO-5	2	10	2	2

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9. CO - PO Mapping

CO	PO	Cognitive Level	Class room sessions (hrs)
1	4,5	Understand	15
2	3	Apply	15
3	5	Apply	15
4	6	Understand	15
5	1,3	Understand	15

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SEMESTER - II

ENTREPRENEURSHIP DEVELOPMENT

1. Course Description

Programme: BMS

Course Code: U26/BMS/DSC/202

Course Type: DSC

No. of credits: 5

Max. Hours: 75

Hours per week: 5

Max. Marks: 100

2. Course Objectives

1. To demonstrate an understanding of the need for entrepreneurship development.
2. To evaluate factors influencing the entrepreneurial activities in different contexts.
3. To develop business plans for entrepreneurial opportunities

3. Course Outcomes

On completion of the course the student will be able to:

CO1: Discuss the need to encourage entrepreneurial thinking especially among women and identify the differences between managerial and entrepreneurial decision making (**UNDERSTAND**)

CO2: Illustrate ways of generating and refining entrepreneurial Idea (**APPLY**)

CO3: Discuss the role and importance of family business and MSMEs in India (**UNDERSTAND**)

CO4: Analyse the phases involved in a project life cycle (**ANALYZE**)

CO5: Comprehend the crucial role of institutional support in fostering entrepreneurship (**UNDERSTAND**)

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MODULE I: INTRODUCTION (15 Hrs)

Evolution of the concept of Entrepreneurship- Theories- Types of Entrepreneurs- Entrepreneurial competencies - Managerial and Entrepreneurial decision making - Women Entrepreneurship in India - Challenges and Support for women entrepreneurship

MODULE II: IDENTIFICATION OF BUSINESS OPPORTUNITIES (15 Hrs)

Creativity and Innovation - Approaches to identifying a business opportunity - Techniques of Idea generation - Models for Opportunity Evaluation, Purpose of a business plan - Contents of a business plan - presenting a business plan

MODULE III: FAMILY BUSINESS AND MSMEs IN INDIA (15 Hrs)

Role and importance of Family Business - Types and models of family business - Challenges faced by family-owned businesses , Role and importance of Micro, Small and Medium Enterprises - Policy Initiatives for MSMEs

MODULE IV: PROJECT MANAGEMENT (15 Hrs)

Phases of a project - Project Life Cycle - Project Scheduling - Project Analysis - Project Financing and Project Implementation

MODULE V: INSTITUTIONAL SUPPORT FOR ENTREPRENEURSHIP (15 Hrs)

National and State level institutions that support entrepreneurial activities in India, Entrepreneurship development Institutions – Business Incubators
Concept of Social Entrepreneurship - Social and Environmental dimension of entrepreneurship

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5. References

1. Poornima M Charantimath, Entrepreneurship Development and Small Business Enterprises, Pearson
2. Robert .D. Hisrich, Mathew J.Manimala, Michael .P Peters & Dean. A. Shepherd, .Entrepreneurship .Tata McGraw Hill.
3. Building Social Business: The New Kind of Capitalism That Serves Humanity's Most Pressing Needs, Muhammad Yunus, Perseus Book Group
4. Rajeev Roy .Entrepreneurship .Oxford University Press.
5. The dynamics of Entrepreneurial Development and Management, Vasant Desai, Himalaya Publishing House

6. Syllabus Focus

a) Relevance to Local , Regional , National and Global Development Needs

Local /Regional/National /Global Development Needs	Relevance
Local ,Regional and National development needs	Identification of business opportunities, with its focus on creativity, innovation, and models for opportunity evaluation, equips participants to identify and capitalize on local opportunities, contributing to regional economic development.
Local ,Regional and National development needs	Addressing the challenges of family business can enhance the sustainability and growth of local enterprises.
Regional ,National and Global development needs	Recognizing and addressing the challenges faced by women entrepreneurs in the local context is vital for promoting gender-inclusive economic development
Regional and National development needs	Knowledge about national and state-level institutions supporting entrepreneurial activities, as well as the concept of social entrepreneurship, provides individuals with avenues to access institutional support

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b) Components on Skill Development/Entrepreneurship Development/Employability

SD/ED/EMP	Syllabus Content	Description of Activity
SD	Women Entrepreneurship	To explore challenges faced by women entrepreneurs through research and problem-solving discussions
SD	MSMEs	Workshop to analyse policy initiatives for MSMEs, developing skills in understanding and interpreting business-related policies.
EMP	Business Plan	Create a simulated environment where students develop and present business plans, enhancing employability skills.
ED	Women Entrepreneurship , Family Business	Organise guest talk by successful entrepreneurs thereby motivating students to explore entrepreneurship

7. Pedagogy

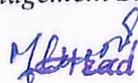
S. No	Student Centric Methods Adopted	Type / Description of Activity
1.	Group Presentation	Participative Learning
2.	Workshops /Guest Lectures	Participative Learning
3.	Group Projects	Participative Learning
4	Case Studies	Problem Solving

8. Course Assessment Plan

a) Weightage of Marks in Continuous Internal Assessments and End Semester Examination

CO	Continuous Internal Assessments CIA -40%	End Semester Examination-60%
CO1,	CIA-1-Written test	Written Exam

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CO2		
CO3, CO4	CIA-1 - Written Test	
CO3 CO4 CO5	CIA-2 –Group presentations, projects and case studies	

b) Model Question Paper - End Semester Exam

ENTREPRENEURSHIP DEVELOPMENT

SECTION A - Answer all questions.

10x 5 = 50 marks

1. How has the concept of entrepreneurship evolved over time, and what are the key theories that contribute to our understanding of entrepreneurship?
OR
2. How do managerial and entrepreneurial decision-making processes differ, and how do they contribute to the overall entrepreneurial landscape?
3. Given the business context of food industry, apply the approaches discussed in the module for identifying a business opportunity.
OR
4. Develop a hypothetical business idea in the context of the food industry and use relevant models for opportunity evaluation to critically assess its feasibility and potential success.
5. Examine the role and importance of family businesses.
OR
6. Describe the challenges commonly faced by family-owned businesses. What strategies can be employed to address and overcome these specific challenges?
7. Critically analyze the various phases of a project life cycle
OR
8. How do financial considerations contribute to project analysis, and what role does effective financial planning play in ensuring project success?
9. What is the role and significance of institutional support in fostering entrepreneurship?
OR
10. Examine the concept of social entrepreneurship and its social and environmental dimensions

SECTION B- Answer any 5 out of the following 7 questions.

2 X 5 = 10 marks

11. Outline any 2 methods of business idea generation
12. How would you use the concept of elevator pitch to present a business idea?
13. Contrast Micro and Small Industries in their definitions.

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14. Analyze debt financing and equity financing as sources of financing
15. Explain the concept of social entrepreneurship.
16. Describe any one challenge faced by women entrepreneurs in India
17. Describe any one critical entrepreneurial competency

c) Question Paper Blueprint

Modules	Hours Allotted in the Syllabus	COs Addressed	Section A (No. of Questions)	Total Marks	Section B (No. of Questions)	Total Marks
1	15	CO1	2	10	1	2
2	15	CO2	2	10	1	2
3	15	CO3	2	10	1	2
4	15	CO4	2	10	1	2
5	15	CO5	2	10	1	2

9. CO-PO Mapping

CO	PO	Cognitive Level	Class room sessions (hrs)
1	1,2	Understand	15
2	1,2,3	Apply	15
3	1,2,3	Understand	15
4	1,2,5	Analyse	15
5	1,2,7	Understand	15

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SEMESTER - II
INTERNATIONAL BUSINESS
ENVIRONMENT

1. Course Description

Programme: BMS
Course Code:U26/BMS/DSC/203
Course Type: DSC
No. of Credits: 5

Max. Hours: 75
Max. Marks: 100
Hours per Week: 5

2.Course Objective

1.To equip the student with an understanding of the various regulatory aspects of business, at the international level.

3.Course Outcomes

CO 1: Interpret, compare and contrast the various components relevant to business operations.

(UNDERSTAND)

CO 2: Comprehend, explain and outline the industrial environment within India through an understanding of the Public and Private Sector. (UNDERSTAND)

CO 3: Compare and contrast, examine and explain the various global trade theories.

(ANALYZE)

CO 4: Assess the relevance and impact of political, legal and cultural dimensions on international business. (ANALYZE)

CO 5: Explain, discuss and outline the various regulatory authorities for business.(ANALYZE)

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4.Course Content

MODULE I: INTRODUCTION TO BUSINESS ENVIRONMENT (15 Hrs)

Introduction – Nature of Business, Scope of Business, Characteristics of contemporary, Objectives of Business. Components of Business Environment – Micro Environment – Supplier, Customers, Competitors – Intermediaries – Public – Macro Environment – Economic, Political, Social and Legal.

Concepts of Enacted Environment, Domain and Domain consensus and Task environment.

Environment Analysis- Objectives of Uses of Study, Process of Environmental Analysis , Linkages among stages, Limitation of Environmental Analysis.

MODULE II: INDIA'S INDUSTRIAL ENVIRONMENT (15 Hrs)

Public Sector in India-Division of Economy into Public and Private Sectors-Role of Public Sector in the Indian Economy- Problems of Public Sector Enterprises

Private Sector, Joint Sector and Cooperative Sector- Role of the Private Sector- Problems of the Private Sector-Joint Sector- Industrial Cooperatives

Small Scale and Cottage Industries

New Economic Policy and its aftermath-Monetary Policy and Fiscal Policy - An Introduction

MODULE III: GLOBALISATION AND THE INDIAN ECONOMY (15 Hrs)

Meaning and Rationale for Globalisation- Nature of Globalisation, Why do Companies go global, Ripple effects of Globalisation, Players in Global Business, Benefits and problems from MNCs, Challenges of International Business.

Global Trade and its Theories- Foreign Trade Policy- Types- An analysis of India's Foreign Trade Policy

The Economic Environment for International Business- Classification of Countries by Income, Economic System- Economic Scenario.

India's Foreign Trade Policy - FDIs- Theories- Factors- Policy Framework.

MODULE IV: POLITICAL, LEGAL AND CULTURAL ENVIRONMENT (15 Hrs)

Nature of International Business- The Political Environment- Political Risk- Legal Environment- International Disputes Resolution- Areas of Concern for MNCs

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Nature of Culture and Cultural Dimensions- Elements of Culture and Implications for International Business- Cultural Predispositions and Cultural Models- Issues in Cross Cultural Management

MODULE V: INSTITUTIONAL SUPPORT TO INTERNATIONAL BUSINESS (15 Hrs)

WTO- Basic principles of WTO, Objectives and Functions of WTO, Differences between WTO and GATT, Structure of WTO, From GATT to WTO, Common misunderstandings about the WTO, Implications for India.

Structure and functions of IMF and World Bank. Trading Blocks-Impact of Trading Blocks, Levels of Integration.

Social Responsibility and Ethics in International Business. (IB by Ashwathappa)

5. Reference Books

1. Ashwathappa (2024). Essential of Business Environment (17th Edition). Himalaya Publishing House.
2. Aswathappa (2015), International Business (), Himalaya Publishing House.
3. S.K.Misra, V.K. Puri (2025). Economic Environment of Business, (43rd Edition), Himalaya Publishing House.
3. Economic Survey of India
4. Latest Union Budget
5. David.P.Baron (2013). Business and its Environment (7th Edition). Prentice Hall. 6. Francis Cherunilam (2014). Business Environment -Text Cases . Himalaya Publishing House.

6. Pedagogy

S. No	Student Centric Methods Adopted	Type / Description of Activity
1.	Group Presentation	Participative Learning
2.	Workshops /Guest Lectures	Participative Learning
3.	Group Discussion	Participative Learning

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4	Case Studies	Problem Solving
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7. Course Assessment Plan

a) Weightage of Marks in Continuous Internal Assessments and End Semester Examination

COs	Continuous Internal Assessments - CIA (40%)	End Semester Examination - (60%)
CO 1	CIA-1	End Semester examination
CO 2	CIA-1	
CO 3, CO 4	CIA-2 Presentation	
CO 5	CIA-2 Objective Type Test , Case study	

a) Question Paper Pattern

INTERNATIONAL BUSINESS ENVIRONMENT MODEL QUESTION PAPER

Max. Marks: 60 Credits: 5 Time: 2Hrs

SECTION - A

I. Answer the following 5 x 10 = 50 M

1. Explain what is enacted environment, domain and Task environment.
OR
2. Discuss the process of environmental analysis.
3. What is the role that the public sector plays in the Indian Economy?
OR
4. Elaborate on the problems faced by the Public and Private Sector
5. Briefly explain various Global Trade Theories with suitable examples.
OR
6. What are the major areas of concern for MNCs?
OR

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7. What are the various cultural models to study different countries?

OR

8. Analyse the benefits and challenges that MNCs bring into the Indian Economy.

9. Discuss the objectives and functions of the WTO

OR

10. Explain the structure and functions of IMF and the World Bank

SECTION - B

II. Answer any FIVE 5 x 2 = 10 M

11. Scope of Business

12. Enacted Environment

13. Cottage Industries

14. Co-operative sector

15. Monetary Policy

16. Fiscal Policy

17. Leontiff Paradox

c. Question Paper Blueprint

Modules	Hours Allotted in the Syllabus	COs Addressed	Section A (No. of Questions)	Total Marks	Section B (No. of Questions)	Total Marks
1	15	CO-1	2	10	2	2
2	15	CO-2	2	10	2	2
3	15	CO-3	2	10	2	2
4	15	CO-4	2	10	2	2
5	15	CO-5	2	10	2	2

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8.CO - PO Mapping

CO	PO	Cognitive Level	Class room sessions (hrs)
1	1	Understand,	15
2	3	Understand, Apply	15
3	1,2	Analyse, Evaluate	15
4	1,6	Analyse, Evaluate	15
5	3,7	Analyse, Evaluate	15

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SEMESTER- II
ORGANISATION BEHAVIOUR

1.Course Description

Programme: BMS
Course Code: U26/BMS/DSC/201
Type of Course: DSC
No. of Credits: 5

Max. Hours: 90
Max. Marks: 100
Hours per Week: 6

2.Course Objectives

- 1.To familiarize the students with the concepts of organization behaviour
- 2.To make the students understand the influence of individual and group behaviour on the organization

3.Course Outcomes

- CO1:** Students will be able to discuss the various approaches of studying Organization Behaviour
- CO2:** Students will be able to illustrate the influence of Personality and Learning on Organization Behaviour
- CO3:** Students will be able to examine the influence of perception and attitudes and their influence on types of groups and group norms and
- CO4:** Students will be able to identify the influence of group cohesiveness on productivity
- CO5:** Students will be able to investigate the impact of change in organizations and recommend ways of overcoming resistance to change

4.Course Content**MODULE I : INTRODUCTION TO ORGANIZATIONAL BEHAVIOUR (15 Hrs)**

Introduction to Organisation Behaviour- Concept and Meaning, Characteristics, Nature, Organisation Behaviour and other fields of study. Understanding human behaviour, Influencing human behaviour, foundations of Hawthorne Studies, approaches to study of Organisation Behaviour, Models of Organisation Behaviour – Autocratic model, Custodian Model, Supportive Model, Collegial Model.

MODULE II: INDIVIDUAL BEHAVIOUR**(15 Hrs)**

Individual Behaviour- Factors affecting individual behaviour. Personality- Determinants, Maturity Theory, Major traits influencing Organisational Behaviour.

Learning – Nature of Learning, Theories of Learning, - Classical conditioning, Operant conditioning, Cognitive learning, Social learning and Shaping behaviour. Kinds and Schedules of Reinforcement.

MODULE III : INDIVIDUAL BEHAVIOUR & GROUP DYNAMICS**(15 Hrs)**

Perception: Definition, Nature, Importance, Perception Process, Factors influencing the Perceptual Set. Attitudes: Definitions, Components and Types. Group Dynamics- Definition, Types of groups, The dynamics of Group formation, Theories of Group Formation, Reasons of group formation. Group behaviour. Group Norms & types of norms.

MODULE IV : GROUP COHESIVENESS & TEAM DEVELOPMENT**(15 Hrs)**

Group Cohesiveness and Group Development- Factors influencing group cohesiveness, Consequences of cohesiveness. Relationship between cohesiveness, performance norms and productivity. Managerial Actions for increasing or encouraging cohesiveness and decrease or discourage cohesiveness. Group Development: stages.

Introduction, Nature, Characteristics, Importance & Types of teams- Building team performance, Techniques used in building team performance

MODULE V: ORGANISATIONAL CHANGE**(15 Hrs)**

Organisational change, Process, - Kurt Lewin model, forces contributing to change, Resistance to change – Individual and Organizational. Overcoming resistance.

Organisational conflict-causes, Types, conflict resolution methods.

5.Reference Books

1. Stephen Robbins (2022). Organisation Behaviour (18th Edition). Pearson Education.
2. Fred Luthans (2010). Organisation Behaviour (13th Edition). McGraw Hill Higher Education.
3. Shashi K Gupta & Rosy Joshi (2008). Organisation Theory and Behaviour. Kalyani Publishers.
4. Aswathappa (2013). Organisation Behaviour (11th Edition). Himalaya Publishing House.
5. VSP Rao and Narayana (2012). Organisation Theory and Behaviour. Excel Books.

6. Pedagogy

S. No	Student Centric Methods Adopted	Type / Description of Activity
1.	Group Presentation	Participative Learning
2.	Workshops /Guest Lectures	Participative Learning
3.	Group Discussion	Participative Learning
4	Case Studies	Problem Solving

7. Course Assessment Plan

a) Weightage of Marks in Continuous Internal Assessments and End Semester Examination

COs	Continuous Internal Assessments - CIA (40%)	End Semester Examination (60%)
CO 1	CIA-1	End Semester examination
CO 2	CIA-1	
CO 3, CO 4	CIA-2 Presentation	
CO 5	CIA-2 Objective Type Test	

b. Question Paper Pattern

**ORGANISATION BEHAVIOUR
MODEL QUESTION PAPER**

Marks: 60 Credits: 5 Time: 2 hours

SECTION – A

I. Answer the following. 5 x 10 = 50 M

1. Define Organisation Behaviour. What are the contributing disciplines to the study of OB?

OR

2. Describe the FOUR models of Organisation Behaviour

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3. What is Personality? What are its major determinants?

OR

4. What are types of reinforcement employed by managers to induce learning in organisations?

5. Define Perception. What are the factors that influence the perceptual set?

OR

6. Explain the reasons for group formation from an organisation's point of view.

7. Describe the factors that influence group cohesiveness in organisations.

OR

8. Relationship between cohesiveness, performance norms and productivity

9. Write about Kurt Lewin's Change Model with examples.

OR

10. What is Organisational conflict. Write about the causes, Types, and any one conflict resolution methods.

SECTION B

II. Answer any FIVE 5 x 2 =10 M

11. Organisation Behaviour

12. Autocratic Model

13. Operant Conditioning

14. Extroversion and Introversion

15. Perceptual Input

16. Group Norms

17. Maturity Theory

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c.Question Paper Blueprint

Modules	Hours Allotted in the Syllabus	COs Addressed	Section A (No. of Questions)	Total Marks	Section B (No. of Questions)	Total Marks
1	15	CO-1	2	10	2	2
2	15	CO-2	2	10	2	2
3	15	CO-3	2	10	2	2
4	15	CO-4	2	10	2	2
5	15	CO-5	2	10	2	2

8. CO - PO Mapping

CO	PO	Cognitive Level	Class room sessions (hrs)
1	1	Understand	15
2	1.4	Understand, Apply	15
3	1,2	Describe, Analyse, Evaluate	15
4	1,6,2	Explain, Analyse, Evaluate	15
5	3,7	Explain, Analyse, Evaluate	15

Prepared by	Checked & Verified by	Approved by
 Dr. Mahnoor Sahrash HoD	 Dr. Mahnoor Sahrash HoD	 Prof. Uma Joseph Principal