

Plot No. 2, Knowledge Park-III, Greater Noida (U.P.) –201306  
**POST GRADUATE DIPLOMA IN MANAGEMENT (2025-27)**  
**MID TERM EXAMINATION (TERM -I)**

Subject Name: **Management Concepts and Organization Behavior** Time: **01.00 hrs**  
Sub.Code: **PG101** Max Marks: **20**

**Note: Question 1 consists of ten questions, each carrying 1 mark. Questions 2 and 3 carry 5 marks each.**

**Q. 1: (A).** In Scientific Management theory which principal advocates replacing traditional decision-making based on personal judgment with scientific methods? **CO1**

- a) Unity of Command b) Rule of Thumb c) Division of Work d) Gang Plank

**Q. 1: (B).** In the Hawthorne Studies, what was the primary finding of the Relay Assembly Test Room Experiment regarding the cause of improved productivity? **CO1**

- a) Better lighting conditions b) Reduced working hours  
c) Increased wages d) Social interaction and attention from supervisors

**Q. 1: (C).** Comparing actual performance with standards and taking corrective action is an example of which function? **CO1**

- a) Controlling b) Leading c) Organizing d) Planning

**Q. 1: (D).** Which principle of management refers to the formal line of authority from the highest rank to the lowest rank in an organization? **CO1**

- a) Unity of Command b) Scalar Chain  
c) Authority and Responsibility d) Discipline

**Q. 1: (E).** The \_\_\_\_\_ function of management ensures that organizational goals are achieved as planned. **CO1**

**Q. 1: (F).** Which of the following statements about Organizational Behaviour (OB) is correct? **CO1**

- a) OB focuses only on individual behaviour in organizations.  
b) OB studies individuals, groups, and organizational structures.  
c) OB deals only with organizational policies and procedures.  
d) OB is limited to the study of employee motivation.

**Q. 1: (G).** Which of the following is *not* a core goal of Organizational Behavior? **CO1**

- a) Understanding human behavior in organizations  
b) Predicting human behavior in organizations  
c) Controlling human behavior for efficiency  
d) Improving the aesthetic appeal of workplace infrastructureOrganizational

**Q. 1: (H).** Organizational Behaviour is an interdisciplinary field that draws from which of the following disciplines? **CO1**

- a) Psychology b) Sociology c) Anthropology d) All of the above

**Q. 1: (I).** The function of management that determines the objectives, formulates policies and outlines the course of action to achieve goals in advance is: **CO1**

- a) Staffing b) Planning c) Leading d) Controlling

**Q. 1: (J).** Which of the following is a contemporary challenge for Organizational Behaviour? **CO1**

- a) Employee Motivation b) Workforce Diversity  
c) Classical Management d) Unity of Command

**Q. 2: (A).** Ravi is a management trainee at a retail company. His job requires him to promote products and approach customers actively. While he is friendly by nature, he often feels nervous when talking to strangers. He wants to perform well, but something holds him back. Ravi shared with his trainer that he was always taught to “wait for others to speak first” and “not be too loud.” He feels guilty if he talks too much or tries to convince people strongly. This often leads to stress and confusion about how he should behave at work.

Question: Using Sigmund Freud’s theory of personality, analyze the possible reasons behind Ravi’s hesitation and inner conflict at work. **(CO2)**

**Q. 2: (B).** You and a coworker are being considered for a promotion at your company. You strongly believe that you are more qualified for the role, yet your coworker is selected. Upon reflection, you remember that your coworker has shown inconsistent performance across different projects and situations. You also recall that both your coworker and your supervisor are Harley Davidson motorcycle enthusiasts and often talk about bikes during breaks. You feel disappointed but begin to reason why your coworker got the promotion.

Question: Based on the situation above, explain how attribution theory helps you make sense of why your coworker was promoted. How might someone fall into the trap of making a fundamental attribution error when interpreting this situation? **(CO2)**