

College Name: \_\_\_\_\_

Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
ORGANIZATIONAL BEHAVIOR; BA (M)-561  
MBA – I**

**Date: July 13, 2016**

**Max Marks: 40**

**Max Time: 2 Hrs**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Do not write anything on question paper.**
- 2. Mobile phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 a) What distinction among sensation and perception?

b) Briefly explain the concept of halo effect.

Q2 a) Briefly explain the different types of motives?

Q2 b) What are the characteristics of attitude?

Q3 a) Define negative Reinforcement and positive Reinforcement.

b) Are the terms rewarding and Reinforcing used interchangeably?

Q4 Define stress? What are the causes and consequences of stress? How can we manage stress?

Q5 Write short notes on the following:

1. Attribution
2. Traits
3. Locus of control
4. Self-actualization

**END OF SUBJECTIVE PAPER**