

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**ORGANIZATIONAL BEHAVIOR; BA (H)-442 (PART B)**  
**BBA – IV**

**Date: December 30, 2017**

**Max. Time: 100 Mins**

**Max. Marks: 40**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Do not write anything on the question paper.**
- 2. Mobile phones 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 What is Hawthorne studies briefly explain the technical framework of organizational behavior?

Q2 Define Conflict Management and explain the types of organizational conflict.

Q3 Differentiate between sensation & perception and briefly explain the concept of perceptual selectivity.

Q4 Briefly explain the characteristics and functions of attitude.

Q5 write short notes on **any two** of the following:

i- Big Five Personality Traits

ii- Job Specification

iii- Types of Motive

**END OF SUBJECTIVE PAPER**