

<b>Name:</b>	
<b>Enrolment No:</b>	

**UNIVERSITY OF PETROLEUM AND ENERGY STUDIES**  
**End Semester Examination, December 2019**

**Course: ORGANIZATIONAL BEHAVIOR**  
**Programme: BBA(AM)**  
**Time: 03 hrs.**  
**Instructions:**

**Semester: III**  
**Course Code:HRES2001**  
**Max. Marks: 100**

1. All sections are compulsory.
2. This question paper contains 4 printed pages

**SECTION A**  
**(2 x 10 = 20 Marks)**  
**Answer in True/ False Only**

S. No.		Marks	CO
Q-1	Organizations need not be consciously created	2	CO1
Q-2	Change is always intentionally done by some change agents	2	CO3
Q-3	Learning is all about acquiring knowledge	2	CO1
Q-4	MBTI should be used for deciding good or bad employees	2	CO2
Q-5	Motivated employee will necessarily perform well	2	CO1
Q-6	Demotivation occurs when motivation is absent	2	CO3
Q-7	Demotivated employees will necessarily not perform well	2	CO4
Q-8	Conflict is bad and has to be avoided in all circumstances	2	CO3
Q-9	Those who compromise in conflict are weak	2	CO4
Q-10	People oriented leader is more successful when subordinates lack ability and willingness to perform	2	CO2

**SECTION B (4 x 5 = 20 Marks)**  
**Attempt Any FOUR Questions**

Q-11	Discuss how diverse organizations, which have diverse workforce are better placed to be successful. How does embracing diversity and attaining success co-relate?	5	CO1 CO4
Q-12	What are different conflict handling intentions? Explain how each of these conflict handling intentions can help in dealing with different conflict situations	5	CO2 CO3
Q-13	Giving suitable examples explain what the relevance of Motivation factors and hygiene factors in business organizations? What is the relevance of these factors on employee motivation	5	CO1 CO2

Q-14	Explain how the various errors and biases in perception of human targets distort our genuine and rational perception of others. What can be the several measures to reduce such biases?	5	CO2 CO4
Q-15	Explain The Hershey and Blanchard Situational Model of leadership with relevant examples	5	CO2 CO3
<b>SECTION-C (2 x 15=30)</b> <b>Attempt <u>ANY TWO</u> question in this section</b>			
Q-16	In majority of large scale and small scale marketing / supply chain / transportation companies in India the manager has to deal with semi-skilled, not very educated grass-root workers like courier boys, drivers, helpers, etc. There is a big difference in the outlook of the manager and of these grass-root workers because of difference in education levels, experience etc.  Explain how knowledge of Organizational Behavior as a subject helps the manager in logistics sector to better relate to such workers, and derive optimum levels of performance from them	15	CO1 CO3 CO4
Q-17	You are the head of an organization where people are capable, trained, and highly qualified, but they do not work. They are lethargic, they find no zeal or motive to apply themselves to their job. And have been so over a long period of time. As you have recently joined, how will you motivate them to work?	15	CO1 CO2 CO4
Q-18	Concern for people, and Concern for task are two established dimensions of leadership. It has been found that leaders balance between the two. In varying situations, the effect of these two dimensions on leadership functioning vary. Explain the dynamics of change in situational variables with an effect on change in leadership styles.	15	CO1 CO2 CO4
<b>SECTION-D</b>			
Q-19	<b>Evans RV Wholesale Supply and Distribution Company?</b> Evans RV Wholesale Supply and Distribution Company sells parts, equipment, and supplies for recreational vehicles-motor homes, travel trailers, campers, and similar vehicles. In addition, Evans has a service department for the repair and service of RVs. The owner, Alex Evans, bought the company five years ago from its original owner, changed the name of the company, and has finally made it profitable, although it has been rough going. The organization is set up in three divisions: service, retail parts and supplies, and wholesale parts and supplies. Alex, the owner, CEO, and president, has a vice president for each operating division and a vice president of finance and operations.  In the warehouse, there are three groups: receiving (checking orders for completeness, returning defective merchandise, stocking the shelves, filling orders), service parts, and order filling for outgoing shipments. The warehouse group is responsible for all activities related to parts and supplies receiving, storage, and shipping.  The retail sales division includes all functions related to selling of parts and supplies at the two stores and in the mobile sales trailer. Personnel in the retail division include	30	CO1 CO2 CO3 CO4

salespeople and cashiers. The retail salespeople also work in the warehouse because the warehouse also serves as the showroom for walk-in customers.

In the service department, the service manager supervises the service writers, one scheduler, and lead mechanics and technicians. The service department includes the collision repair group at the main store and the service department at the satellite store. The collision repair group has two service writers who have special expertise in collision repair and insurance regulations. Two drivers who move RVs around the "yard" also work in the service division. The accounting and finance groups do everything related to the money side of the business, including accounts payable and receivable, cash management, and payroll. Also in this group is the one person who handles all of the traditional personnel functions.

Alex has run other small businesses and is known as a benevolent owner, always taking care of the loyal employees who work hard and are the backbone of any small business. He is also known as being real tough on anyone who loafs on the job or tries to take unfair advantage of Alex or the company. Most of the employees either are veterans of the RV industry at Evans or elsewhere, or are very young and still learning the business. Alex is working hard to develop a good work ethic among the younger employees and to keep the old-timers fully involved. Since he bought the business, Alex has instituted new, modern, employee-centered human resource policies. However, the company is still a traditional hierarchically structured organization.

The company is located in a major metropolitan area that has a lot of potential customers for the RV business. The region has many outdoor recreational activities and an active retirement community that either lives in RVs (motor homes, trailers, or mobile homes) or uses them for recreation. The former owner of the business specifically chose not to be in the RV sales business, figuring that parts and service was the better end of the business. Two stores are strategically located on opposite ends of the metropolitan area, and a mobile sales office is moved around the major camping and recreational areas during the peak months of the year. When Alex bought the company, the parts and supplies business was only retail, relying on customers to walk in the door to buy something. After buying the business, Alex applied good management, marketing, and cash-management principles to get the company out of the red and into profitability. Although his was not the only such business in town, it was the only one locally owned, and it had a good local following. About two years ago, Alex recognized that the nature of the business was changing. First, he saw the large nationwide retailers moving into town. These retailers were using discount pricing in large warehouse-type stores. These large retail stores could use volume purchasing to get lower prices from manufacturers, and they had the large stores necessary to store and shelve the large inventory. Alex, with only two stores, was unable to get such low prices from manufacturers. He also noted that retired people were notorious for shopping around for the lowest prices, but they also appreciated good, friendly customer service.

People interested in recreational items also seemed to be following the national trend to shop via catalogs. Therefore, for a variety of reasons Alex began to develop a wholesale business by becoming a wholesale distributor to the many RV parts and

supply businesses in the small towns located in the recreational areas around that state and in surrounding states. At the same time, he created the first catalog for RV parts and supplies, featuring all the brand-name parts and supplies by category and supplier. The catalog had a very attractive camping scene on the cover, a combination of attractively displayed items and many pages full of all the possible parts and supplies that the RV owner could think of. Of course, he made placing an order very easy, by phone, mail, or fax, and accepted many easy payment methods. He filled both distributor orders and catalog orders from his warehouse in the main store using standard mail and parcel delivery services, charging the full delivery costs to the customers. He credits the business's survival so far to his diversification into the warehouse and catalog business through which he could directly compete with the national chains. Although it is now barely profitable, Alex is concerned about the changes in the industry and the competition and about making the monthly payments on the \$5 million loan, he got from the bank to buy the business in the first place. In addition, he reads about the latest management techniques and attends various professional conferences around the country. He has been hearing and reading about this team-based organization idea and thinks it might be just the thing to energize his company and take it to the next level of performance and profitability. At the annual strategic planning retreat in August, Alex announced to his top management team that starting on October 1 (the beginning of the next fiscal year), the company would be changing to a team-based arrangement.

**Case Questions**

1. What mistakes has Alex already made in developing a team-based cohesive organization?
2. If Alex were to call you in as a consultant, what would you tell him to do in order to better deal with the challenges he has?
3. In light of the given facts pertaining to Evans RV Wholesale Supply and Distribution, describe how you will ensure that people work together, are highly motivated, and contribute to the organizational interests.

\*\*\*\*\*End of the paper\*\*\*\*\*