**JAIPURIA INSTITUTE OF MANAGEMENT, INDORE**

**PGDM**

**FIRST TRIMESTER (Batch 2021-23)**

**END TERM EXAMINATION, OCT-2021**

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| Course Name | **Organizational Behaviour** | Course Code | **40301** |
| Max. Time | **2 hours** | Max. Marks | **40** |

**INSTRUCTIONS: All questions are compulsory.**

**Section A (24 Marks)**

**Q1.** Please explain how Locus of Control can impact your professional career. You must share your score on the LOC self-assessment test and explain its implications. **(8 Marks)**

**Q2.** In a few research studies, openness to experience and conscientiousness traits, were found to be contributing to an entrepreneur’s success. These two traits also predicted the firm’s growth over time. Interestingly, risk propensity—the tendency to take and be comfortable with taking risks—was not found to be associated with entrepreneurial performance. Please explain how do you see personality scores of Big-Five test as an important indicator of success in your professional and personal life?

**(8 Marks)**

**Q3.** List successful and failed transactions (of ego states) with one detailed example drawn from your experience in Term 1 of PGDM. Explain the reasons why these transactions failed or succeeded.

**(8 Marks)**

**Section B (16 Marks)**

**Situation:** You are part of a group of students who were given a task of organising an event for their institute’s annual festival. You all were provided the necessary resources and time to plan the event. However, even after two weeks of discussing and deliberating together, the group seems to be far away from drawing any concrete plans. Now, the institute appoints you as the group leader and expects you to lead this group to organise the event (scheduled after a week from now).

**Question 1:** What would you do to motivate this group to plan and execute the event? You may list down a five-point action plan. Once you have written about your action plan, think about your leadership style (as assessed during an OB session) as being relationship oriented or task oriented. Now, please illustrate how you see your leadership style being reflected in the action plan.

**Question 2:** Studies have found a strong relationship between personality traits and leadership style. Please illustrate how do you see this relationship between your personality traits and your preferred leadership style. Do you need to work upon relevant traits to become a better leader? Explain with supporting examples drawn from your experience of working in groups.