

**Shivaji College**  
**University of Delhi**  
**Class Test**  
**Organization Behavior**

**Date: 18<sup>th</sup> October 2023**

**Attempt any two questions**

**Time: 40 mins**

Question 1: Throughout the entire decision-making process, perceptual distortions often surface that can bias analysis and conclusions. Explain common biases and errors in decision-making?

Question 2: Based on Maslow's suggestive human needs, identify the importance of different needs in your life and create your own hierarchy of needs pyramid (Lower and Higher order needs). Compare and contrast it with the Maslow's Need Hierarchy Theory. Cite the relevance of his theory for the youth of today.

Question 3: On the basis of the Big Five personality theory, describe the personality profile required for the following professions. Give reasons

- (a) Marketing Manager
- (b) Teacher
- (c) Writer
- (d) Production supervisor

Question 4: Write short notes on any two of the following:

- (a) Operant Conditioning vs Classical Conditioning
- (b) Values
- (c) Goal setting theory
- (d) Job-related Attitudes

*Reetika Jain*