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Roll No. _____

O.M.R. Serial No. :

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Question Booklet Number

BBA (II Semester) Examination, 2025-26

(NEP Back Paper)

F010201T – A : Organisational Behaviour

F010201T – B : Business Finance

Paper Code							
F	O	1	O	2	O	1	T

Question Booklet Series

C

Time : 1 : 30 Hours]

[Maximum Marks : 75

Instructions to the Examinee :

1. Do not open the booklet unless you are asked to do so.
2. The booklet contains 100 questions. Examinee is required to answer 75 questions in the OMR Answer-Sheet provided and not in the question booklet. Booklet is in two Section : **Section-A (1-50)** & **Section-B (51-100)**. Candidate should select 37 and 38 questions respectively from both Sections. **All** questions carry equal marks.
3. Examine the Booklet and the OMR Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.

(Remaining instructions on the last page)

परीक्षार्थियों के लिए निर्देश :

1. प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
2. प्रश्न-पुस्तिका में 100 प्रश्न हैं। परीक्षार्थी को 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुस्तिका पर नहीं। प्रश्न-पुस्तिका दो खण्डों : **खण्ड-अ (1-50)** तथा **खण्ड-ब (51-100)** में है। परीक्षार्थी को प्रत्येक खण्ड से क्रमशः 37 और 38 प्रश्न करने हैं। **सभी** प्रश्नों के अंक समान हैं।
3. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्सर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गये हों या प्रश्न एक से अधिक बार छप गए हों या उसमें किसी अन्य प्रकार की कमी हो, तो उसे तुरन्त बदल लें।

(शेष निर्देश अन्तिम पृष्ठ पर)

Rough Work
रफ़ कार्य

F010201T – A : Organisational Behaviour

1. Education and communication as a strategy for change is useful when:
 - (A) Employees lack information
 - (B) Resistance is high
 - (C) Power struggle exists
 - (D) Coercion is needed
2. Which of the following reduces resistance to change?
 - (A) Threats
 - (B) Participation
 - (C) Ignoring employees
 - (D) Sudden implementation
3. OD interventions are generally aimed at improving:
 - (A) Machinery
 - (B) Organizational culture and processes
 - (C) Market share
 - (D) Government relations
4. Change that occurs suddenly due to external pressure is called:
 - (A) Planned change
 - (B) Developmental change
 - (C) Reactive change
 - (D) Evolutionary change
5. A group is defined as:
 - (A) Two or more interacting individuals
 - (B) Random collection of people
 - (C) Department only
 - (D) Management committee
6. Transformational leadership focuses on:
 - (A) Strict rules
 - (B) Inspiring and motivating followers
 - (C) Punishment
 - (D) Centralized authority
7. A leadership style commonly observed in traditional Indian organizations is:
 - (A) Laissez-faire
 - (B) Autocratic
 - (C) Participative
 - (D) Bureaucratic
8. The Ohio State Studies identified two leadership dimensions:
 - (A) Authority and Power
 - (B) Initiating structure and Consideration
 - (C) Autocratic and Democratic
 - (D) Task and Reward
9. The "Open Area" in Johari Window represents:
 - (A) Unknown to self and others
 - (B) Known to self but not others
 - (C) Known to others but not self
 - (D) Known to self and others

10. The Johari Window model was developed by:
- (A) Luft and Ingham
 - (B) Maslow and Herzberg
 - (C) Blake and Mouton
 - (D) Tannenbaum and Schmidt
11. A complementary transaction occurs when:
- (A) Communication lines cross
 - (B) Response is unexpected
 - (C) Response matches the stimulus ego state
 - (D) There is conflict
12. Rational and objective behavior comes from which ego state?
- (A) Parent
 - (B) Adult
 - (C) Child
 - (D) Critical Parent
13. Upward communication flows from:
- (A) Managers to employees
 - (B) Employees to managers
 - (C) Customers to managers
 - (D) Government to company
14. Grapevine communication is:
- (A) Formal communication
 - (B) Written communication
 - (C) Informal communication network
 - (D) Vertical communication
15. Noise in communication refers to:
- (A) Loud sound
 - (B) Any barrier that distorts the message
 - (C) Feedback
 - (D) Body language
16. Interpersonal behavior primarily refers to:
- (A) Individual decision-making
 - (B) Interaction between two or more individuals
 - (C) Organizational strategy
 - (D) Financial planning
- 17. Assertion (A):** Motivators create job satisfaction.
Reason (R): Motivators include achievement, recognition and responsibility.
- (A) Both A and R are true, and R is the correct explanation of A
 - (B) Both A and R are true, but R is NOT the correct explanation of A
 - (C) A is true, but R is false
 - (D) A is false, but R is true
- 18. Assertion (A):** Social needs include friendship and belongingness.
Reason (R): Social needs are related to affection and acceptance.
- (A) Both A and R are true, and R is the correct explanation of A
 - (B) Both A and R are true, but R is NOT the correct explanation of A
 - (C) A is true, but R is false
 - (D) A is false, but R is true

- 19. Assertion (A):** Intrinsic motivation leads to sustained performance.
Reason (R): Intrinsic motivation arises from enjoyment and interest in the task itself.
- (A) Both A and R are true, and R is the correct explanation of A
 (B) Both A and R are true, but R is NOT the correct explanation of A
 (C) A is true, but R is false
 (D) A is false, but R is true
- 20. Assertion (A) :** Punishment increases the likelihood of a behavior being repeated.
Reason (R) : Punishment discourages undesirable behavior.
- (A) Both A and R are true, and R is the correct explanation of A
 (B) Both A and R are true, but R is NOT the correct explanation of A
 (C) A is true, but R is false
 (D) A is false, but R is true
- 21. Assertion (A) :** Managers often make biased decisions due to perceptual errors.
Reason (R) : Perception is influenced by personal attitudes, experience, and expectations.
- (A) Both A and R are true, and R is the correct explanation of A
 (B) Both A and R are true, but R is NOT the correct explanation of A
 (C) A is true, but R is false
 (D) A is false, but R is true
- 22.** An employee works hard because she believes effort → good performance → promotion. This reflects:
- (A) Equity theory
 (B) Expectancy theory
 (C) Goal-setting theory
 (D) Reinforcement theory
- 23.** According to Herzberg, salary and company policies are:
- (A) Motivators
 (B) Hygiene factors
 (C) Growth factors
 (D) Esteem factors
- 24.** A manager who believes employees avoid responsibility and need strict supervision follows:
- (A) Theory Y
 (B) Theory Z
 (C) Theory X
 (D) Expectancy theory
- 25.** An employee demanding job security and stable income is concerned about:
- (A) Social needs
 (B) Esteem needs
 (C) Safety needs
 (D) Self-actualization

26. An employee receives a bonus for completing tasks before deadlines and continues doing so. This is based on:
- (A) Classical conditioning
 - (B) Operant conditioning
 - (C) Observational learning
 - (D) Cognitive learning
27. A manager promotes an employee because she excels in presentations, assuming she will also be good at team leadership. This reflects:
- (A) Contrast effect
 - (B) Halo effect
 - (C) Attribution error
 - (D) Self-serving bias
28. Stereotyping means:
- (A) Judging a person based on group membership
 - (B) Evaluating based on facts
 - (C) Ignoring personal traits
 - (D) Observing objectively
29. Perception is the process by which individuals:
- (A) React emotionally without thinking
 - (B) Interpret and organize sensory impressions
 - (C) Collect financial data
 - (D) Avoid decision-making
30. An employee refuses overtime due to family commitments. This shows behavior influenced by:
- (A) Values
 - (B) Salary
 - (C) Office layout
 - (D) Technology
31. An employee with high "Positive Affectivity" is generally:
- (A) Optimistic and enthusiastic
 - (B) Always complaining
 - (C) Nervous and jittery
 - (D) Angry at the boss
32. According to the Big Five Model, "Conscientiousness" is the best predictor of:
- (A) Creativity
 - (B) Job performance across most occupations
 - (C) Aggression
 - (D) Physical strength
33. A manager helps two employees resolve a dispute by finding a solution that satisfies both parties. This is an example of:
- (A) Avoidance
 - (B) Forcing
 - (C) Collaboration
 - (D) Competition

34. Stereotyping another department as "lazy" without evidence is likely to result in:
- (A) Better teamwork
 - (B) Increased trust
 - (C) Misunderstanding and hostility
 - (D) Improved productivity
35. Personality is defined as:
- (A) A person's physical appearance
 - (B) The unique combination of emotional, thought and behavioral patterns that affect how a person reacts and interacts
 - (C) A person's job title
 - (D) How many friends a person has
36. The "Scope" of OB has expanded recently to include:
- (A) Just factory work
 - (B) Knowledge work, remote work and AI integration
 - (C) Less focus on people
 - (D) Only financial auditing
37. A manager uses rewards to encourage employees to stay. This is the:
- (A) Autocratic approach
 - (B) Custodial approach
 - (C) System approach
 - (D) Chaos approach
38. Individual behavior in organizations refers to:
- (A) Group performance only
 - (B) Behavior of employees at workplace
 - (C) Market behavior
 - (D) Organizational profit
39. A manager notices an employee is late only when it rains. This is an example of behavior attributed to:
- (A) Internal factors
 - (B) External/Environmental factors
 - (C) Personality traits
 - (D) Cognitive dissonance
40. Which statement defines the "Scope" of OB accurately?
- (A) It only deals with how an individual performs a task
 - (B) It is limited to the study of human resources and payroll
 - (C) It encompasses individual behavior, group dynamics and organizational structure
 - (D) It focuses exclusively on the external economic environment
41. Managing diversity is an OB opportunity because it:
- (A) Increases legal costs
 - (B) Leads to better decision-making and increased creativity
 - (C) Forces everyone to think the same way
 - (D) Reduces the need for HR

42. Which goal ensures the organization can survive in the long run?
- (A) Immediate profit
 - (B) Sustainability and Growth
 - (C) Liquidation
 - (D) Competitive rivalry
43. The challenge of "Responding to Economic Pressures" in OB involves:
- (A) Increasing salaries during a recession
 - (B) Managing employee stress and morale during layoffs
 - (C) Ignoring the competition
 - (D) Closing the HR department
44. Which of the following is a primary dimension of diversity?
- (A) Education level
 - (B) Age and Ethnicity
 - (C) Religious beliefs
 - (D) Work experience
45. The Supportive model depends on:
- (A) Leadership
 - (B) Fear
 - (C) Authority
 - (D) Punishment
46. Which model depends on "Economic Resources" and leads to employee dependence on the organization for security?
- (A) Supportive Model
 - (B) Custodial Model
 - (C) Collegial Model
 - (D) System Model
47. Remote working creates OB challenges related to:
- (A) Supervision and communication
 - (B) Production only
 - (C) Taxation
 - (D) Sales
48. When an organization focuses on "Profitability" and "Efficiency," it is prioritizing:
- (A) Ethical Goals
 - (B) Economic Goals
 - (C) Individual Goals
 - (D) Secondary Goals
49. OB is interdisciplinary because it draws knowledge from:
- (A) Physics and Chemistry
 - (B) Sociology Psychology, Anthropology
 - (C) Mathematics only
 - (D) Engineering
50. The systematic study of behavior in organizations helps managers to:
- (A) Predict and control employee behavior
 - (B) Eliminate all conflicts
 - (C) Increase only profits
 - (D) Avoid decision-making

F010201T – B : Business Finance

51. If a firm's cost of capital increases, the NPV of an ongoing project will:
- (A) Increase
 - (B) Decrease
 - (C) Remain unchanged
 - (D) Become zero
52. Main objective of financial management integrating all units is to:
- (A) Maximize profit
 - (B) Maintain liquidity
 - (C) Reduce cost
 - (D) Maximize firm value
53. Which ratio is most relevant for short-term creditors?
- (A) Debt-equity
 - (B) Current ratio
 - (C) EPS
 - (D) ROE
54. A bond with face value ₹ 1,000, coupon rate 8% and market rate 10% will sell at:
- (A) Discount
 - (B) Premium
 - (C) PAR
 - (D) Zero
55. If EPS increases after buy-back, the main reason is:
- (A) Increase in profit
 - (B) Reduction in number of shares
 - (C) Increase in reserves
 - (D) Tax benefit
56. A firm has current assets 3,00,000 and current liabilities 2,00,000. Net working capital is:
- (A) 1,00,000
 - (B) 5,00,000
 - (C) 2,00,000
 - (D) 3,00,000
57. Inventory turnover ratio measures:
- (A) Inventory efficiency
 - (B) Solvency
 - (C) Liquidity
 - (D) Profitability
58. Current ratio of 1:1 indicates:
- (A) Excess liquidity
 - (B) Ideal liquidity
 - (C) Tight liquidity
 - (D) Insolvency

59. Which source has implicit cost?
- (A) Bank loan
 - (B) Preference shares
 - (C) Debentures
 - (D) Trade credit
60. Factoring primarily improves:
- (A) Inventory management
 - (B) Receivables management
 - (C) Cash budgeting
 - (D) Cost control
61. Permanent working capital is financed preferably by:
- (A) Short-term loans
 - (B) Trade credit
 - (C) Long-term funds
 - (D) Bank overdraft
62. Reduction in inventory holding period will:
- (A) Increase working capital
 - (B) Increase receivables
 - (C) Increase operating cycle
 - (D) Reduce working capital
63. Operating cycle is completed when cash is:
- (A) Paid to suppliers
 - (B) Converted into inventory
 - (C) Converted back from sales
 - (D) Invested in assets
64. Stock split mainly affects:
- (A) Face value and marketability
 - (B) Reserves and surplus
 - (C) Cash flow
 - (D) Profitability
65. Under Walter's model, if $r = k_e$, dividend policy will:
- (A) Not affect market price
 - (B) Maximize value at full payout
 - (C) Maximize value at zero payout
 - (D) Reduce firm value
66. Dividend becomes legally enforceable when it is:
- (A) Proposed
 - (B) Recommended
 - (C) Approved and declared
 - (D) Paid
67. Which financing source is preferred first under pecking order theory?
- (A) Retained earnings
 - (B) Preference shares
 - (C) Debt
 - (D) Equity

68. EBIT-EPS analysis is useful in deciding:
- (A) Investment alternatives
 - (B) Dividend policy
 - (C) Capital structure
 - (D) Working capital
69. Combined leverage is the product of:
- (A) Financial x Capital leverage
 - (B) Operating x Financial leverage
 - (C) Business x Market leverage
 - (D) Sales x EBIT
70. High financial leverage results in:
- (A) Higher EPS volatility
 - (B) Lower EPS volatility
 - (C) Stable EBIT
 - (D) Reduced risk
71. Which method uses average investment for evaluation?
- (A) NPV
 - (B) IRR
 - (C) ARR
 - (D) Payback
72. Which capital budgeting method explicitly measures value addition to the firm?
- (A) Payback
 - (B) ARR
 - (C) NPV
 - (D) IRR
73. Which valuation model assumes infinite life of a firm?
- (A) Gordon growth model
 - (B) Bond valuation model
 - (C) Payback method
 - (D) ARR method
74. Future value of 10,000 invested for 2 years at 10% compounded annually is :
- (A) 11,000
 - (B) 12,000
 - (C) 12,100
 - (D) 12,200
75. If the discount rate increases from 8% to 10%, the present value of a future sum will:
- (A) Decrease
 - (B) Increase
 - (C) Remain unchanged
 - (D) Become zero

76. Which dividend form does NOT involve cash outflow?
- (A) Cash dividend
 - (B) Interim dividend
 - (C) Bonus shares
 - (D) Special dividend
77. A firm preferring buy-back over dividends usually wants to:
- (A) Increase liquidity
 - (B) Avoid signaling
 - (C) Increase tax burden
 - (D) Improve financial ratios
78. Dividend signaling theory suggests that:
- (A) Dividends reduce taxes
 - (B) Dividends convey future earnings information
 - (C) Dividends are irrelevant
 - (D) Dividends increase risk
79. Buy-back of shares is regulated by:
- (A) RBI
 - (B) SEBI
 - (C) Ministry of Finance
 - (D) ICAI
80. Share buy-back results in:
- (A) Increase in EPS
 - (B) Decrease in EPS
 - (C) Increase in outstanding shares
 - (D) Decrease in reserves only
81. Stock split primarily aims to:
- (A) Increase liquidity of shares
 - (B) Increase reserves
 - (C) Increase dividend
 - (D) Reduce capital
82. Bonus shares represent:
- (A) Cash outflow
 - (B) Distribution of accumulated profits
 - (C) Increase in total equity
 - (D) Increase in market value
83. Which factor increases dividend payout?
- (A) High debt
 - (B) High liquidity
 - (C) High growth opportunities
 - (D) High financial risk
84. High growth firms usually have:
- (A) High dividend payout
 - (B) Zero retained earnings
 - (C) Low dividend payout
 - (D) High bonus issues
85. Firms with stable earnings generally follow:
- (A) Stable dividend policy
 - (B) Irregular dividend policy
 - (C) Residual dividend policy
 - (D) Zero dividend policy

86. Under residual dividend policy, dividend payout ratio is:
- (A) Fixed
 - (B) Stable
 - (C) Fluctuating
 - (D) Zero
87. Residual dividend policy implies dividends are paid:
- (A) After meeting financing needs
 - (B) Before investment decisions
 - (C) At a constant rate
 - (D) Only during profits
88. Gordon's model is also known as:
- (A) Arbitrage model
 - (B) Bird-in-hand theory
 - (C) Residual theory
 - (D) Pecking order theory
89. Gordon's model supports dividend relevance because investors are:
- (A) Risk AVERSE
 - (B) Risk lovers
 - (C) Risk NEUTRAL
 - (D) Indifferent
90. Myron J. Gordon's model emphasizes:
- (A) Dividend certainty
 - (B) Tax advantage
 - (C) Growth and dividends
 - (D) Arbitrage
91. If $r > k_e$, according to Walter's model, the firm should:
- (A) Retain all earnings
 - (B) Pay 100% dividend
 - (C) Pay constant dividend
 - (D) Issue bonus shares
92. James E. Walter's model is based on the relationship between:
- (A) Cost of equity and debt
 - (B) Return on investment and cost of equity
 - (C) Dividend and market price
 - (D) Risk and return
93. Dividend relevance theory assumes that:
- (A) Investors are indifferent to dividends
 - (B) Taxes are zero
 - (C) Capital markets are perfect
 - (D) Dividends affect firm value

94. Once dividend is declared, it becomes:
- (A) Debt payable to shareholders
 - (B) Long-term liability
 - (C) Contingent liability
 - (D) Reserve of the company
95. Dividend can be declared only out of:
- (A) Free reserves and current profits
 - (B) Securities premium
 - (C) Capital reserves
 - (D) Revaluation reserves
96. Negative working capital implies:
- (A) High profitability
 - (B) Current assets exceed current liabilities
 - (C) Current liabilities exceed current assets
 - (D) Excess cash balance
97. Operating cycle represents the time gap between:
- (A) Investment in current assets and recovery of cash
 - (B) Sale of goods and receipt of cash
 - (C) Purchase of raw materials and payment to suppliers
 - (D) Production and sales
98. A longer operating cycle results in:
- (A) Lower working capital requirement
 - (B) Lower liquidity risk
 - (C) No effect on working capital
 - (D) Higher working capital requirement
99. Reduction in receivables collection period will:
- (A) Increase working capital requirement
 - (B) Decrease working capital requirement
 - (C) Increase operating cycle
 - (D) Increase inventory holding period
100. Which of the following does NOT affect operating cycle?
- (A) Credit period allowed to customers
 - (B) Inventory holding period
 - (C) Interest rate
 - (D) Credit period allowed by suppliers

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4. Four alternative answers are mentioned for each question as – A, B, C & D in the booklet. The candidate has to choose the correct answer and mark the same in the OMR Answer-Sheet as per the direction :

Example :

Question :

- Q. 1 (A) ● (C) (D)
- Q. 2 (A) (B) ● (D)
- Q. 3 (A) ● (C) (D)

5. Each question carries equal marks. Marks will be awarded according to the number of correct answers you have.
6. All answers are to be given on OMR Answer Sheet only. Answers given anywhere other than the place specified in the answer sheet will not be considered valid.
7. Before writing anything on the OMR Answer Sheet, all the instructions given in it should be read carefully.
8. After the completion of the examination candidates should leave the examination hall only after providing their OMR Answer Sheet to the invigilator. Candidate can carry their Question Booklet.
9. There will be no negative marking.
10. Rough work, if any, should be done on the blank pages provided for the purpose in the booklet.
11. To bring and use of log-book, calculator, pager & cellular phone in examination hall is prohibited.
12. In case of any difference found in English and Hindi version of the question, the English version of the question will be held authentic.

Imp't. On opening the question booklet, first check that all the pages of the question booklet are printed properly. If there is any discrepancy in the question booklet, then after showing it to the invigilator, get another question booklet of the same series.

4. प्रश्न-पुस्तिका में प्रत्येक प्रश्न के चार सम्भावित उत्तर- A, B, C तथा D हैं। परीक्षार्थी को उन चारों विकल्पों में से सही उत्तर छँटना है। उत्तर को OMR उत्तर-पत्रक में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

उदाहरण :

प्रश्न :

- प्रश्न 1 (A) ● (C) (D)
- प्रश्न 2 (A) (B) ● (D)
- प्रश्न 3 (A) ● (C) (D)

5. प्रत्येक प्रश्न के अंक समान हैं। आपके जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
6. सभी उत्तर केवल ओ.एम.आर. उत्तर-पत्रक (OMR Answer Sheet) पर ही दिये जाने हैं। उत्तर-पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
7. ओ.एम.आर. उत्तर-पत्रक (OMR Answer Sheet) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाये।
8. परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी OMR Answer Sheet उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें। परीक्षार्थी अपने साथ प्रश्न-पुस्तिका ले जा सकते हैं।
9. निगेटिव मार्किंग नहीं है।
10. कोई भी रफ कार्य, प्रश्न-पुस्तिका में, रफ-कार्य के लिए दिए खाली पेज पर ही किया जाना चाहिए।
11. परीक्षा कक्ष में लॉग-बुक, कैल्कुलेटर, पेजर तथा सेल्युलर फोन ले जाना तथा उसका उपयोग करना वर्जित है।
12. प्रश्न के हिन्दी एवं अंग्रेजी रूपान्तरण में भिन्नता होने की दशा में प्रश्न का अंग्रेजी रूपान्तरण ही मान्य होगा।

महत्वपूर्ण : प्रश्न-पुस्तिका खोलने पर प्रथमतः जाँच कर देख लें कि प्रश्न-पुस्तिका के सभी पृष्ठ भलीभाँति छपे हुए हैं। यदि प्रश्न-पुस्तिका में कोई कमी हो, तो कक्षनिरीक्षक को दिखाकर उसी सीरीज की दूसरी प्रश्न-पुस्तिका प्राप्त कर लें।