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**St Aloysius College (Autonomous)
Mangaluru**

Semester II - P.G. Examination - M.Sc. Corporate Psychology

April - 2018

TRAINING AND DEVELOPMENT

Time: 3 Hours

Max. Marks: 70

I. Answer any FIVE of the following :

(5x2=10)

1. Define the term training.
2. What is meant by competency?
3. Explain the concept of lesson plan.
4. Review the term human capital.
5. Define management development.
6. Explain the term training outcomes.
7. What is ROI of training programmes?

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II. Answer any FOUR of the following :

(4x5=20)

8. Describe the objectives and importance of training.
9. Mention briefly the components of training need analysis.
10. Enumerate the problems involved in training evaluation.
11. Review the new trends in training and development.
12. Discuss the implications of outsourcing training function.
13. Explain the change model of training.

III. Answer any FOUR of the following :

(4x10=40)

14. Elucidate the different types of training evaluation techniques and instruments.
15. Describe any three models of organizing the training department.
16. Review the strategic training development process.
17. Enlist in detail the various approaches for Management Development.
18. Discuss any five training methods with examples.
19. Explain in detail the process of training design.

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St Aloysius College (Autonomous)

Mangaluru

Semester II – P.G. Examination – M.Sc. Corporate Psychology

April - 2018

CORPORATE CULTURE AND DIVERSITY

Time: 3 Hours

Max. Marks: 70
(5x2=10)

I Answer any FIVE of the following:

1. What is power distance?
2. Who is an expatriate?
3. Define Leadership.
4. What do you mean by sub-culture?
5. State any two principles of negotiation.
6. Define Ethics.
7. What do you mean by cultural shock?

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II Answer any FOUR of the following:

(4x5=20)

8. Pinpoint any five barriers to cross cultural understanding.
9. Explain the factors influencing the success of a foreign assignment.
10. Discuss the elements of International Business Environment.
11. Explain the challenges in managing diversity in an international context.
12. Briefly discuss the negotiation process.
13. Discuss the issues in effective leadership in a multicultural environment.

III Answer any FOUR of the following:

(4x10=40)

14. Give an elaborate account of managing cultural teams and international partnerships.
15. Explain the methods of selection and training of expatriate.
16. What is organizational culture? Describe the issues and challenges in merging organisational culture.
17. Describe Gurt Hofstede's model for assessing culture.
18. "High ethical standard is key to the success of global managers". Substantiate.
19. "Motivating the diversified workforce is a great challenge" Elucidate.

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Semester II – P.G. Examination – M.Sc. Corporate Psychology

April - 2018

STATISTICS AND RESEARCH METHODOLOGY

Time: 3 Hours

Max. Marks: 70
(5x2=10)

I Answer any FIVE of the following:

1. What is Quota sampling?
2. What is independent variable?
3. What is the difference between parametric and non-parametric tests?
4. What is participant observation?
5. What is content analysis?
6. Define research proposal.
7. Find the median for the following:

X	34	18	66	82	42	58	28	73
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II Answer any FOUR of the following:

(4x5=20)

8. Explain Simple Random Sampling Design.
9. Describe the guidelines for tabulation of data.
10. Explain the process of focus group interview.
11. Discuss the costs of software in qualitative and quantitative analysis.
12. Write a note on ethical issues in research.
13. Discuss the advantages and disadvantages of case study research.

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III Answer any FOUR of the following:

(4x10=40)

14. Discuss different types of non-experimental approach to research.
15. Find the mean and S.D for the following:

Social skills scores	45-54	55-64	65-74	75-84	85-94
F	126	198	352	194	130

16. Write an account on the role of photographs, films and videos in quantitative research.
17. Elaborate on the discourse and narrative analysis of data.
18. Mr. Narayan wanted to test the hypothesis "There is no effect of training program on the attitude towards abortion among under graduate college students". Suggest suitable research design and suitable statistical analysis for it.
19. Summarise the uses of qualitative research methods in organisational set up.

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Semester II – P.G. Examination – M.Sc. Corporate Psychology

April - 2018

ORGANISATIONAL BEHAVIOUR

Time: 3 Hours

Max. Marks: 70
(5x2=10)

I Answer any FIVE of the following:

1. Define group.
2. What is human resource development approach?
3. What is autocratic model?
4. What is group cohesiveness?
5. What are the bases of power?
6. Define organisational behaviour.
7. What is interdisciplinary approach to organisational behaviour?

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II Answer any FOUR of the following:

(4x5=20)

8. Briefly explain the various challenges to Organizational Behaviour.
9. What are the various stages of group development?
10. What is considered as sexual harassment in the workplace?
11. Briefly explain the various conflict management approaches.
12. Explain in brief, the various group properties.
13. What do you understand by power tactics?

III Answer any FOUR of the following:

(4x10=40)

14. What are the advantages and disadvantages of group decision making?
Explain in detail, the various group decision making techniques.
15. It is possible to increase managerial efficiency through the application of organisational behaviour techniques. Justify.
16. Explain why do people join groups.
17. What is organizational structure? Explain in detail, any two types of organizational structure.
18. Explain with the help of example, the various types of group in detail.
19. Explain the significance of Hawthorne studies in organizational behaviour.

iii) Butanol dissolved in water

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Semester II – P.G. Examination – M.Sc. Corporate Psychology
April - 2019

TRAINING AND DEVELOPMENT

Time: 3 Hours

Max. Marks: 70
(5x2=10)

I Answer any FIVE of the following:

1. What is meant by lesson plan?
2. State the meaning of training and development.
3. What is meant by training effectiveness?
4. Define task analysis.
5. State the meaning of cost benefit analysis.
6. What is meant by Outsourcing Training?
7. Define Management Development.

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II Answer any FOUR of the following:

(4x5=20)

8. Discuss the objectives of training.
9. Explain briefly the training delivery methods.
10. Enumerate the training evaluation process.
11. Describe the strategic linkage between training and corporate mission and policies.
12. How can training function be marketed effectively?
13. Mention briefly the implication of business strategy on training.

III Answer any FOUR of the following:

(4x10=40)

14. Review in detail the organizational characteristics that influence training and development.
15. Discuss in detail the process of training and assessment.
16. Describe the emerging issues in training and development in India.
17. Explain in detail the different approaches to management development.
18. Mention in detail any three models of organizing the training department.
19. Elucidate the various training methods that are implemented in organizations.

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Semester II - P.G. Examination - M.Sc. Corporate Psychology

April - 2019

CORPORATE CULTURE AND DIVERSITY

Time: 3 Hours

Max. Marks: 70

I. Answer any FIVE of the following : (5x2=10)

1. What is Repatriation?
2. Define Ethics.
3. What do you mean by cross-cultural management?
4. Define International Business Environment.
5. What do you mean by Managing Diversity?
6. Define culture.
7. What do you mean by negotiation?

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II. Answer any FOUR of the following : (4x5=20)

8. Explain the steps involved in negotiation.
9. State the barriers in cross-cultural communication.
10. Outline the presentation styles across the world.
11. Enumerate the competencies of global manager.
12. Explain the reward system followed in compensating expatriate.
13. Define Ethical dilemma. What are the causes for ethical dilemma?

III. Answer any FOUR of the following : (4x10=40)

14. Elucidate culturally responsive negotiation strategies.
15. State the role and challenges faced by women in international assignment.
16. Outline the strategies adopted in managing cultural team.
17. What is the process involved in preparing employees for successful foreign assignments?
18. What are the challenges of Managing Diversity in today's global economy?
19. Elaborate the reasons for Repatriation. What are the steps involved in repatriation process?

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Semester II - P.G. Examination - M.Sc. Corporate Psychology

April - 2019

CORPORATE CULTURE AND DIVERSITY

Time: 3 Hours

Max. Marks: 70

I. Answer any **FIVE** of the following :

(5x2=10)

1. What is Repatriation?
2. Define Ethics.
3. What do you mean by cross-cultural management?
4. Define International Business Environment.
5. What do you mean by Managing Diversity?
6. Define culture.
7. What do you mean by negotiation?

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II. Answer any **FOUR** of the following :

(4x5=20)

8. Explain the steps involved in negotiation.
9. State the barriers in cross-cultural communication.
10. Outline the presentation styles across the world.
11. Enumerate the competencies of global manager.
12. Explain the reward system followed in compensating expatriate.
13. Define Ethical dilemma. What are the causes for ethical dilemma?

III. Answer any **FOUR** of the following :

(4x10=40)

14. Elucidate culturally responsive negotiation strategies.
15. State the role and challenges faced by women in international assignment.
16. Outline the strategies adopted in managing cultural team.
17. What is the process involved in preparing employees for successful foreign assignments?
18. What are the challenges of Managing Diversity in today's global economy?
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April -

STATISTICS AND RESEARCH METHODOLOGY

Time: 3 Hours

Max. Marks: 70

I. Answer any FIVE of the following. (5x2=10)

1. Define Naturalistic observation.
2. What is a range?
3. Find the mode(s) in 9,8,10,9,7,3,1,8,11
4. What is participant observation?
5. Define a case study.
6. Define content analysis.
7. What is a quasi experimental research?

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II. Answer any FOUR of the following. (4x5=20)

8. Describe ex post facto research.
9. Find the standard deviation for 18,20,13,43,31,11,38
10. Write a note on focus group interview.
11. Illustrate thematic analysis with an example.
12. Describe the uses of software in qualitative analysis.
13. Explain the use of journal in qualitative research.

III. Answer any FOUR of the following (4x10=40)

14. Discuss different types of probability sampling techniques available for psychological Research.
15. Find the Median and Quartile deviation for the following.

Class Internals	0-9	10-19	20-29	30-39	40-49
F	4	7	10	6	3

16. Write in detail about the uses of qualitative research methods in organizational set up.
17. Elaborate on the guidelines to write research report.
18. Elaborate on the ethical issues involved in corporate research.
19. Illustrate discourse and narrative analysis with suitable example.

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Semester II – P.G. Examination – M.Sc. Corporate Psychology
April - 2019

MANAGERIAL ECONOMICS

Time: 3 Hours

Max. Marks: 70

I Answer any FIVE of the following:

(5x2=10)

1. Define opportunity cost.
2. What is the meaning of Elasticity of Demand?
3. Distinguish between fixed cost and variable cost.
4. What is Green GDP?
5. What is Production Possibility frontier?
6. Mention any four features of oligopoly.
7. What is disposable income?

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II Answer any FOUR of the following:

(4x5=20)

8. Explain the concept of Circular flow of money.
9. What are the factors determining the supply?
10. Write a note on Monopoly.
11. Discuss the concept of consumer surplus.
12. Briefly explain the law of variable proportions.
13. What is monopolistic competition? What are its features?

III Answer any FOUR of the following:

(4x10=40)

14. Scarcity and efficiency are the twin themes of economics. Justify.
15. Explain the Law of Demand. What are its exceptions?
16. Explain Break-even Point.
17. What are the features of perfect competition? Explain how price and output is determined under perfect competition.
18. Explain the various concepts of National Income.
19. Examine the different indicators of economic development.
