

SR. NO	QUESTION TEXT	OPTION 1	OPTION 2	OPTION 3	OPTION 4
1	_____ reality is what truly exists in the physical world	Objective	Subjective	Perceived	Honest
2	_____ is the extent to which other people behave in the same manner as the person we are judging	Agreement	Consistency	Consensus	Distinctiveness
3	_____ is the tendency of people to perceive what they expect to perceive	Selective perception	Selective rejection	Selective acceptance	Selective deception
4	A process in which two or more parties exchange goods or services and attempt to agree on the exchange rate for them is known as _____	Negotiation	Functional conflict	Business	Conflict
5	The negotiation strategy that seeks to divide up a fixed amount of resources is known as _____	Distributive bargaining	Interrogative bargaining	Dysfunctional conflict	Non-distributive bargaining
6	All things equal integrative bargaining is _____ distributive bargaining.	Worse than	Better than	same as	easier than
7	A designated work group defined by an organisation structure is called _____ group	Formal	Informal	Linear	Horizontal
8	A _____ group is a group composed of individuals who report directly to a given manager	Interest group	Task group	Friendship group	Command group
9	_____ groups are often a source of rumours	Formal	Informal	Hierarchy	Circular
10	Individuals who are more prone to stress are often described as _____ personality	Type A	Type B	Type C	Type D
11	_____ is a planned/unplanned transformation in an organisation's structure, technology or people	Stress	Organisational change	Resistance	Outcome
12	The _____ effect means the mere observation of a group tends to change the group	Scientific management	McClelland	Hawthorne	Maslow's