

Version JM/4

EGT2
ENGINEERING TRIPOS PART IIA

Tuesday 6 May 2014 2.00 to 3.30

Module 3E6

ORGANISATIONAL BEHAVIOUR

*Answer not more than **two** questions.*

All questions carry the same number of marks.

*The **approximate** percentage of marks allocated to each part of a question is indicated in the right margin.*

*Write your number **not** your name on the cover sheet.*

STATIONERY REQUIREMENTS

Single-sided script paper

You may not start to read the questions printed on the subsequent page of this question paper until instructed that you may do so.

- 1 (a) What is the fundamental attribution error? [20%]
- (b) What are heuristics? Select and describe four common heuristics. [40%]
- (c) Why do heuristics matter in organisations? [40%]
- 2 (a) What is personality? What are the factors that determine an individual's personality? [20%]
- (b) Compare and contrast the two dominant personality frameworks: the Myers-Briggs Type Indicator and the Big Five Personality Model. [40%]
- (c) Why does personality matter in organisations? [40%]
- 3 (a) What is leadership? What are the differences between leaders and managers? [20%]
- (b) Select and describe one leadership theory in detail. [40%]
- (c) Critically discuss leadership as a determinant of organisational success. [40%]

END OF PAPER