



Question 1 of 10 (Start time: 12:42:39 PM; 02 February 2022)

Mr. Salman has the capacity to influence the behavior of his subordinates in such a way that they act according to the wish. This influencing capacity can be termed as:

Select the correct option



Commitment



Authority



Dependency



Power

Click to Save Answer & Move



BC200400919: AATIRA TANVEER

MGT502 - Organizational Behaviour (QUIZ#3)

Question # 1 of 10 (Start time: 12:42:30 PM, 03 February 2022)

Mr. Salman has the capacity to influence the behavior of his subordinates in such a way that
This influencing capacity can be termed as:

Select the correct option

☐	Commitment
☐	Authority
☐	Dependency
☐	Power



BC200400919: AATIRA TANVEER

MGT502 – Organizational Behaviour (QUIZ#3)

Quiz St

Question # 2 of 10 (Start time: 12:43:54 PM, 03 February 2022)

Political activity is perceived to increase at which of the following organizational level?

Select the correct option



Lower management



Upper management



Middle management



Clerical

Click to Save



BC200400919: AATIRA TANVEER

MGT502 – Organizational Behaviour (QUIZ#3)

Quiz Start Time: 12:

Question # 3 of 10 (Start time: 12:45:17 PM, 03 February 2022)

Reactive and protective behaviors designed to avoid action, blame, or change are termed as:

Select the correct option



Political behaviors



Defensive behaviors



Protectionism



Impression management

Click to Save Answer & Move to Next Question



Question # 5 of 10 (Start time: 12:47:18 PM, 03 February 2022)

A third party to a negotiation who has the authority to dictate an agreement is _____

Select the correct option

☐	BATNA
☐	Mediator
☐	Conciliator
☐	Arbitrator

[Click to Save Answer & Move to](#)



Question # 8 of 10 (start time: 12:48:55 PM, 03 February 2022)

The actions taken in order to influence others for fulfillment of one's personal goals without official sanctioning from organization:

Select the correct option

☐

Political Behavior

☐

Assertive Behavior

☐

Emotional Behavior

☐

Passive Behavior

Click to Save Answer & Move



Question # 6 of 10 (start time: 12:48:55 PM, 03 February 2022)

The actions taken in order to influence others for fulfillment of one's personal goals without official sanctioning from organizations are:

Select the correct option

- | | |
|-----------------------|--------------------|
| ☐ | Political Behavior |
| ☐ | Assertive Behavior |
| ☐ | Emotional Behavior |
| ☐ | Passive Behavior |

Click to Save Answer & Move to Next



Which of the following is the official right of a person to manipulate or change others?

Select the correct option

☐

Trust

☐

Influence

☐

Authority

☐

Integrity

Click to Save Answer



Question # 8 of 10 (Start time: 12:52:26 PM, 03 February 2022)

Mr. Hassan always let his subordinates to know about expectations from them; schedules work to be done and give special task. He can be termed as:

Select the correct option

- | | |
|-----------------------|-----------------------------|
| ☐ | Achievement-Oriented leader |
| ☐ | Directive leader |
| ☐ | Participative leader |
| ☐ | Supportive leader |

[Click to Save Answer & Move to Next Question](#)



Question # 9 of 10 (Start time: 12:53:53 PM, 03 February 2022)

The highest level of trust is exhibited in which of the following type of trust?

Select the correct option

- | | |
|-----------------------|----------------------|
| ☐ | Deterrence-based |
| ☐ | Reward-based |
| ☐ | Identification-based |
| ☐ | Knowledge-based |

[Click to Save Answer & Move to Next Question](#)



MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time

Question # 10 of 10 (Start time: 12:55:43 PM, 03 February 2022)

All of the following are the consequences of power EXCEPT:

Select the correct option



Compliance



Resistance



Acceptance



Commitment

Click to Save Answer

1:05



45



Quiz

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BC200415071: SABA MUSTAFA

Time Left 55
sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:04 PM, 03 February 2022

Question # 1 of 10 (Start time: 01:04:53 PM, 03 February 2022)

Total Marks: 1

Which of the following is NOT an individual factor related to political behavior?

Select the correct option



Organizational investment



Perceived job alternatives



Level of self-monitoring



Zero-sum reward practices

Click to Save Answer & Move to Next Question

1:48



4G



Quiz

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BC200402865: SALIHA ANDLEEB

Time Left 54 sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:48 PM, 03 February 2022

Question # 1 of 10 (Start time: 01:48:17 PM, 03 February 2022)

Total Marks

The conflict that a mother feels between being a friend to their children and also being a disciplinarian explains which of the following type of conflict?

Select the correct option

☐	Intergroup Conflict
☐	Intrarole Conflict
☐	Interpersonal Conflict
☐	Interrole Conflict

Click to Save Answer & Move to Next Question



1:50



4G



Quiz

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BC200402865: SALIHA ANDLEEB

Time Left

78

sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:48 PM, 03 February 2022

Question # 2 of 10 (Start time: 01:50:04 PM, 03 February 2022)

Total Marks: 1

Which bargaining strategy is preferable for use in intra-organizational behavior?

Select the correct option

☐	Positive negotiation
☐	Equal bargaining
☐	Integrative bargaining
☐	Distributive bargaining

Click to Save Answer & Move to Next Question



1:51



4G



Quiz

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BC200402865: SALIHA ANDLEEB

Time Left 87
sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:48 PM, 03 February 2022

Question # 3 of 10 (Start time: 01:51:41 PM, 03 February 2022)

Total Marks: 1

Ms. Sana is believed to be a very friendly leader, always showing her concern for the needs of the employees. It is an example of which of the following types of leaders?

Select the correct option

☐	Supportive leader
☐	Participative leader
☐	Directive leader
☐	Achievement-Oriented leader

Click to Save Answer & Move to Next Question



1:52



4G



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BC200402865: SALIHA ANDLEEB

Time Left

88
sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:48 PM, 03 February 2022

Question # 4 of 10 (Start time: 01:52:46 PM, 03 February 2022)

Total Marks: 1

Mr. Ahmed is influenced by Mr. Ali because he is attractive and has desirable resources or personal characteristics. Which of the following sources of power is exhibited by Mr. Ali?

Select the correct option

☐	Reward power
☐	Legitimate power
☐	Referent power
☐	Coercive power

Click to Save Answer & Move to Next Question



Quiz

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BC200402865: SALIHA ANDLEEB

Time Left 88
sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:48 PM, 03 February 2022

Question # 5 of 10 (Start time: 01:54:04 PM, 03 February 2022)

Total Marks: 1

Usman is an action-oriented person who shows initiative and persists determinedly to change things. Which of the following best describe his personality?

Select the correct option

☐	Aggressive
☐	Nonassertive
☐	Introvert
☐	Proactive

Click to Save Answer & Move to Next Question

1:56



4G



Quiz

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BC200402865: SALIHA ANDLEEB

Time Left 88
sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:48 PM, 03 February 2022

Question # 6 of 10 (Start time: 01:56:05 PM, 03 February 2022)

Total Marks: 1

Which kind of strategy to conflict is "Avoiding"?

Select the correct option

☐	I Win - You lose
☐	I win - You win
☐	None of above
☐	I lose - You lose

Click to Save Answer & Move to Next Question



BC200402865: SALIHA ANDLEEB

Time Left 87
sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:48 PM, 03 February 2022

Question # 7 of 10 (Start time: 01:57:37 PM, 03 February 2022)

Total Marks: 1

The two parties eventually agree to ask Mr. Qureshi, an attorney and trusted friend, to help them informally to solve their problem. Mr Qureshi is playing which of the following role?

Select the correct option

☐	Consultant
☐	Arbitrator
☐	Conciliator
☐	Mediator

Click to Save Answer & Move to Next Question



Question # 8 of 10 (Start time: 01:59:21 PM, 03 February 2022)

Path goal theory of leadership is developed by:

Select the correct option

☐	None of above
☐	vroom and Yetton
☐	Robert House
☐	Henry fayol

Click to Save Answer & Move to

2:00



4G



Quiz

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MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 01:48 PM, 03 Februa

Question # 9 of 10 (Start time: 01:59:58 PM, 03 February 2022)

Total |

which form of power creates distrust, fear and lack of loyalty?

Select the correct option

☐	Coercive power
☐	Expert power
☐	Legitimate power
☐	Referent power

Click to Save Answer & Move to Next Quest



2:01



4G



Quiz

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Session W 10 Q 10 (Start time: 02:01:03 PM, 06 February 2022)

All of the following are people factors that's contributes to the development of the conflict EXCEPT:

Select the correct option

☐	Needs and wants
☐	Management Culture
☐	Self-Concept
☐	Past experience

Click to Save Answer & Move to N



Quiz

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BC200410590: AIMEN KHURSHEED

Time Left

87

sec(s)

MOT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 02:34 PM, 03 February 2022

Question # 1 of 10 (start time: 02:34:30 PM, 03 February 2022)

Total Marks: 1

The conflict that a mother feels between being a friend to their children and also being a disciplinarian explains which of the following type of conflict?

Select the correct option



Interpersonal Conflict



Interrole Conflict



Intrarole Conflict



Intergroup Conflict

Click to Save Answer & Move to Next Question



Quiz

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BC200410590: AIMEN KHURSHEED

Time Left

88

sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 02:34 PM, 03 February 2022

Question # 2 of 10 (start time: 02:36:06 PM, 03 February 2022)

Total Marks: 1

In which stage of the conflict process does conflict become visible?

select the correct option

- | | |
|-----------------------|-------------|
| ☐ | Elimination |
| ☐ | Intentions |
| ☐ | Behavior |
| ☐ | Cognition |

Click to Save Answer & Move to Next Question

Question # 1 of 10 (Start time: 07:50:00 PM, 03 February 2022)

Total Marks: 1

A CDOL work-crew cleans up parks and other public spaces. In this crew the dirtiest jobs are generally given to the newest members, while the more senior members of the crew tend to do little except draw their pay. What is the class of norms that encompasses arrangements like this?

Select the correct option

☐	Financial rewards
☐	Appearance
☐	Performance
☐	Allocation of resources

[Click to Save Answer & Move to Next Question](#)

Search...





BC200406761: AQSA MUNAWAR

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MOT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 07:49 PM, 03

Question # 2 of 10 (start time: 07:51:33 PM, 03 February 2022)

A stage in negotiation process when both parties have to explain and educate each other on the issues, why they are important, reach on initial demands is _____

Select the correct option

- | | |
|-----------------------|---------------------------------|
| ☐ | Closure and implementation |
| ☐ | Bargaining and problem solving |
| ☐ | Clarification and justification |
| ☐ | Preparation and planning |

Click to Save Answer & Move to Next

 Search...



Question # 3 of 10 (Start time: 07:52:44 PM, 03 February 2022)

Which theory explains leader follower dyad?

Select the correct option

- | | |
|-----------------------|-----------------------------------|
| ☐ | Leader member relationship theory |
| ☐ | Charismatic theory of leadership |
| ☐ | Vroom and Yetton Model |
| ☐ | Contingency theory |





BC200406761: AQSA MUNAWAR

Time Left 83 sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 07:49 PM, 03 February 2022

Question # 4 of 10 (Start time: 07:53:49 PM, 03 February 2022)

Total Marks: 1

The actions taken in order to influence others for fulfillment of one's personal goals without official sanctioning from organizations are referred as:

Select the correct option

- | | |
|-----------------------|--------------------|
| ☐ | Passive Behavior |
| ☐ | Emotional Behavior |
| ☐ | Assertive Behavior |
| ☐ | Political Behavior |

[Click to Save Answer & Move to Next Question](#)

Search...





BC200406761: AQSA MUNAWAR

Time Left 84 sec(s)

MG1502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 07:49 PM, 03 February 2022

Question # 5 of 10 (start time: 07:55:19 PM, 03 February 2022)

Total Marks:

The power that the College Dean has been granted by the University over the faculty is termed as which of the following power?

Select the correct option



Legitimate



Academic



Organizational



Personal

Click to Save Answer & Move to Next Question

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Search...





BC200406761: AQSA MUNAWAR

Time Left

89

sec(s)

MGTS02 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 07:49 PM, 03 February 2022

Question # 6 of 10 (Start time: 07:57:11 PM, 03 February 2022)

Total Marks: 1

A third party to a negotiation who has the authority to dictate an agreement is_____

Select the correct option

☐	Arbitrator
☐	Conciliator
☐	Mediator
☐	BATNA

[Click to Save Answer & Move to Next Question](#)

Search...





IGT502 – Organizational Behaviour (QUIZ#3)

Question # 7 of 10 (Start time: 07:57:42 PM, 03 February 2022)

Why most organizations develop multiple suppliers rather than giving their business to only one?

Select the correct option

☐

To reduce dependency

☐

To increase knowledge and information

☐

To develop interdependence

☐

To maximize power

Click



Search...





BC200406761: AQSA MUNAWAR

Time Left 88 sec(s)

MGTS02 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 07:49 PM, 03 February 2022

Question # 8 of 10 (Start time: 07:58:46 PM, 03 February 2022)

Total Marks: 1

When a bank robber points a gun at a bank employee, his base of power is:

Select the correct option

- | | |
|-----------------------|---------------|
| ☐ | Authoritative |
| ☐ | Coercive |
| ☐ | Punitive |
| ☐ | Positional |

Click to Save Answer & Move to Next Question



Search...





BC200406761: AQSA MUNAWAR

Time Left 87
sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 07:49 PM, 03 February 2022

Question # 9 of 10 (Start time: 07:59:58 PM, 03 February 2022)

Total Marks: 1

A form of negotiation that seeks one or more verdicts, that can create a win/win solution is_____

Select the correct option

- | | |
|-----------------------|-------------------------|
| ☐ | Arbitration |
| ☐ | Integrative Bargaining |
| ☐ | None of above |
| ☐ | Distributive Bargaining |

Click to Save Answer & Move to Next Question

Search...





BC200406761: AQSA MUNAWAR

Time Left 83 sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 07:49 PM, 03 February 2022

Question # 10 of 10 (Start time: 08:01:48 PM, 03 February 2022)

Total Marks: 1

A person who can fire or demote people, dock their pay or give punishment to others, have which of the following power?

Select the correct option

- | | |
|-----------------------|----------------|
| ☐ | Coercive power |
| ☐ | Expert power |
| ☐ | Referent power |
| ☐ | Reward power |

[Click to Save Answer & Move to Next Question](#)

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BC200410603: SANA SADIQ

MGT502 - Organizational Behaviour (QUIZ#3)

Qui

Question # 1 of 10 (Start time: 08:18:08 PM, 03 February 2022)

Which bargaining strategy is preferable for use in intra-organizational behavior?

Select the correct option

- | | |
|-----------------------|-------------------------|
| ☐ | Distributive bargaining |
| ☐ | Integrative bargaining |
| ☐ | Positive negotiation |
| ☐ | Equal bargaining |

Click to S



BC200410603: SANA SADIQ

MGT502 - Organizational Behaviour (QUIZ#3)

Qu

Question # 2 of 10 (Start time: 08:19:03 PM, 03 February 2022)

Which of the following is LEAST likely to create dependency?

Select the correct option

☐	Non substitutability
☐	Importance
☐	Supply and demand
☐	Power legitimacy

Click to



BC200410603: SANA SADIQ

MGT502 - Organizational Behaviour (QUIZ#3)

Question # 3 of 10 (**Start time: 08:19:51 PM, 03 February 2022**)

Which of the following is NOT among the principles of power?

Select the correct option

☐	Power is disproportionate
☐	Power is double edge sword
☐	Power is relative
☐	Power is perceived

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BC200410603: SANA SADIQ

MGT502 - Organizational Behaviour (QUIZ#3)

Question # 4 of 10 (Start time: 08:20:34 PM, 03 February 2022)

The power based on someone's high level of knowledge and/or specialized skills is known as:

Select the correct option

☐	Referent power
☐	Coercive power
☐	Legitimate power
☐	Expert power

Click to



BC200410603: SANA SADIQ

MGT502 - Organizational Behaviour (QUIZ#3)

Question # 5 of 10 (Start time: 08:22:25 PM, 03 February 2022)

All of the following are the characteristics of distributive bargaining EXCEPT:

Select the correct option

- | | |
|-----------------------|------------------------------|
| ☐ | Win/lose |
| ☐ | I can't move from this point |
| ☐ | Get as much as of the pie |
| ☐ | Congruent |

Click



BC200410603: SANA SADIQ

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 08:18 PM

Question # 6 of 10 (start time: 08:24:08 PM, 03 February 2022)

A person who can fire or demote people, dock their pay or give punishment to others, have which of the following power?

select the correct option

- | | |
|-----------------------|----------------|
| ☐ | Referent power |
| ☐ | Coercive power |
| ☐ | Expert power |
| ☐ | Reward power |

Click to Save Answer & Move to



BC200410603: SANA SADIQ

MGT502 - Organizational Behaviour (QUIZ#3)

Qu

Question # 7 of 10 (Start time: 08:24:49 PM, 03 February 2022)

Reactive and protective behaviors designed to avoid action, blame, or change are termed as:

Select the correct option

☐	Defensive behaviors
☐	Protectionism
☐	Political behaviors
☐	Impression management

Click to S



BC200410603: SANA SADIQ

MOT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 08:18 PM

Question # 8 of 10 (Start time: 08:26:28 PM, 03 February 2022)

Which of the following types of teams would most likely empower its team members to make work-related decisions?

Select the correct option

☐	Problem-solving
☐	Technical
☐	Self-managed
☐	Management

Click to Save Answer & Move to Next Question



BC200410603: SANA SADIQ

Time Left

85

sec(s)

MGT502 - Organizational Behaviour (QUIZ#3)

Quiz Start Time: 08:18 PM, 03 February 2022

Question # 9 of 10 (Start time: 08:28:10 PM, 03 February 2022)

Total Marks: 1

Saad comes to you with a request for funds for a project. He reminds you that company policy supports his position. He is using the tactic of:

select the correct option

☐	Pressure
☐	Consultation
☐	Legitimacy
☐	Coalitions

Click to Save Answer & Move to Next Question



Question # 10 of 10 (Start time: 08:28:58 PM, 03 February 2022)

A manager's powers derived from his/her formal position in the organizational hierarchy can be referred as:

Select the correct option

☐	Coercive power
☐	Legitimate power
☐	Expert power
☐	Referent power

Click to Save Ans