

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, GREATER NOIDA
(An Autonomous Institute Affiliated to AKTU, Lucknow)

MBA-IEV

SEM: I - THEORY EXAMINATION (2025 - 2026)

Subject: Entrepreneurial Leadership - Org Behaviour

Time: 3 Hours

Max. Marks: 100

General Instructions:

IMP: Verify that you have received the question paper with the correct course, code, branch etc.

1. This Question paper comprises of **three Sections -A, B, & C**. It consists of Multiple Choice Questions (MCQ's) & Subjective type questions.

2. Maximum marks for each question are indicated on right -hand side of each question.

3. Illustrate your answers with neat sketches wherever necessary.

4. Assume suitable data if necessary.

5. Preferably, write the answers in sequential order.

6. No sheet should be left blank. Any written material after a blank sheet will not be evaluated/checked.

SECTION-A

20

1. Attempt all parts:-

1-a. Entrepreneurial leadership mainly emphasizes: (CO1,K1)

1

- (a) Stability
- (b) Innovation
- (c) Control
- (d) Routine

1-b. Entrepreneurial leadership is closely associated with: (CO1,K1)

1

- (a) Risk-taking
- (b) Bureaucracy
- (c) Status quo
- (d) Centralization

1-c. OB stand for.(CO2, K1)

1

- (a) Organization Behavior
- (b) Organizational Behavior
- (c) Operational Business
- (d) Organizational Base

1-d. Perception is the process of: (CO2,K1)

1

- (a) Receiving sensory information
- (b) Interpreting sensory information
- (c) Responding to stimuli
- (d) All of the above

1-e. Maslow's hierarchy places esteem needs at which level from the bottom. (CO3, K2)

1

- (a) Second
 - (b) Third
 - (c) Fourth
 - (d) Fifth
- 1-f. Herzberg associates salary mainly with: (CO3,K2) 1
- (a) Motivators
 - (b) Hygiene factors
 - (c) Growth factors
 - (d) Achievement factors
- 1-g. Team formation typically progresses through stages; the first stage is: (CO4,K2) 1
- (a) Forming
 - (b) Storming
 - (c) Norming
 - (d) Performing
- 1-h. In Tuckman's model, storming refers to: (CO4,K1) 1
- (a) Task completion phase
 - (b) Conflict and disagreement phase
 - (c) Agreement establishment phase
 - (d) Final execution phase
- 1-i. Emotional intelligence primarily refers to: (CO5,K1) 1
- (a) IQ level
 - (b) Ability to recognize and manage emotions
 - (c) Financial acumen
 - (d) Technical skills
- 1-j. Self-awareness in EI involves: (CO5,K1) 1
- (a) Criticizing others
 - (b) Understanding own emotions and impact
 - (c) Ignoring feelings
 - (d) Blaming circumstances
2. Attempt all parts:-
- 2.a. Define entrepreneurial leadership. (CO1,K1) 2
- 2.b. Differentiate between sensation and perception. How does this distinction matter in organizational settings. (CO2,K2) 2
- 2.c. List the key motivators from Herzberg's theory that startup founders can use. (CO3,K2) 2
- 2.d. Provide two reasons group think is harmful in startup decision-making. (CO4,K2) 2
- 2.e. State three key principles of ethical leadership relevant to startups. (CO5,K2) 2

SECTION-B

30

3. Attempt all parts:-

3.a. Answer any one of the following:-

3.a.(i)	Explain the meaning and significance of entrepreneurial leadership. (CO1,K2)	6
3.a.(ii)	Differentiate between traditional leadership and entrepreneurial leadership. (CO1,K2)	6
3.b.	Answer any one of the following:-	
3.b.(i)	Compare and contrast classical conditioning and operant conditioning. Provide organizational examples of each. (CO2,K4)	6
3.b.(ii)	Analyze the impact of stereotyping and halo effect on organizational functioning. Suggest mitigation strategies. (CO2,K4)	6
3.c.	Answer any one of the following:-	
3.c.(i)	Explain Maslow's hierarchy and relate each level to specific practices in a technology startup. (CO3,K3)	6
3.c.(ii)	Analyze motivation challenges in bootstrapped startups using Maslow's hierarchy. (CO3,K4)	6
3.d.	Answer any one of the following:-	
3.d.(i)	Explain Tuckman's model of team development and relate each stage to specific management interventions in startups. (CO4,K3)	6
3.d.(ii)	Analyze the characteristics of autocratic, democratic, and laissez-faire leadership styles and evaluate their suitability in different startup phases. (CO4,K4)	6
3.e.	Answer any one of the following:-	
3.e.(i)	Analyze the relationship between emotional intelligence and team performance in entrepreneurial settings. (CO5,K4)	6
3.e.(ii)	Discuss self-awareness development in founders and its impact on decision-making and team dynamics. (CO5,K3)	6
<u>SECTION-C</u>		50
4.	Answer any <u>one</u> of the following:-	
4-a.	Analyze entrepreneurial leadership in startup organizations. (CO1,K4)	10
4-b.	Examine the strategic importance of entrepreneurial leadership in competitive markets. (CO1,K5)	10
5.	Answer any <u>one</u> of the following:-	
5-a.	Elaborate on the concept of organizational behavior. Discuss how perception, learning, personality, attitude, and values collectively shape organizational functioning in entrepreneurial enterprises. (CO2,K4)	10
5-b.	Explain the process of perception in detail. Discuss the factors affecting perception, perceptual errors, and strategies to improve accuracy in organizational decision-making. (CO2,K4)	10
6.	Answer any <u>one</u> of the following:-	
6-a.	Design a motivation strategy for a 15-member SaaS startup team using Maslow's hierarchy as the base framework. (CO3,K6)	10
6-b.	Formulate a stepwise plan to shift a demotivated startup team toward high performance using at least two motivation theories. (CO3,K6)	10
7.	Answer any <u>one</u> of the following:-	
7-a.	Develop a comprehensive team-building strategy for a newly formed 20-member	10

product team using Tuckman's model as the framework. (CO4,K6)

- 7-b. Create a leadership development plan for a founder transitioning from autocratic to participative leadership style in a scaling startup. (CO4,K6) 10
8. Answer any one of the following:-
- 8-a. Develop a comprehensive emotional intelligence development program for startup founders addressing all five EI components. (CO5,K6) 10
- 8-b. Design a framework for building and maintaining psychological safety in high-pressure startup environments. (CO5,K6) 10

REG_JULY_DEC_2025