1) What is “Maslow’s Hierarchy of Needs”? (May/June 2012)
   - Abraham Maslow’s, an American psychologist theory is one of the most widely discussed theories of motivation.
   - He suggested hierarchy of needs. As lower level needs are satisfied then gradually higher level needs emerge.
   - The needs, listed from basic (lower) to most complex (highest) are as follows:
     - Self – Actualization
     - Self Esteem/Recognition/Achievement
     - Belongingness
     - Safety/Security
     - Physiology [hunger, thirst, sleep etc.].

2) What do you understand by “Egoless Programming”? (May/June 2012)
   - The Psychology of computer programming
   - Egoless Programming is a style of computer programming in which personal factors are minimized to that Quality may be improved.
   - To ensure quality, reviews of code by other programmers are made.
     - Strengths
     - Weaknesses

3) Define Stress. (Nov/Dec 2012)
   - Occupational stress is stress involving work. Stress is defined in terms of its physical and physiological effects on a person, and can be a mental, physical or emotional strain. It can also be a tension or a situation or factor that can cause stress.

4) List the steps involved in selecting the right person for the job. (Nov/Dec 2012)
The steps involved in selecting right person for right job are:
- Assessment of actual skills rather than past experience.
- Create job specification.
- Examine CV’s.
- Conduct interviews.
- Ask only appropriate questions
- Avoid discrimination.

5) List some obstacles for good group decision making.(May/June 2013)

Some obstacles for good group decision making are:
- Faculty Heuristics
- Escalation of Commitment
- Information Overload

6) Write down any four selection criteria for SCM tools.(May/June 2013)

Four selection criteria for SCM tools are:
- Decide on your requirements
- Collect information
- Evaluate using your own scenarios
- Decide

7) Define Acceptance.(Nov/Dec 2013)

When the work has been completed, the customer needs to take action to carry out acceptance testing. The contract may put a time limit on how long acceptance testing can take, so the customer must be organized to carry out this testing before the time for requesting correction expires.

8) What is forming?(Nov/Dec 2013)

The members of the groups get to know each other and try to set up some ground rules about behaviour.

9) What are the two categorized for decision making?

- Structured- generally relatively simple, routine decisions where rules can be applied in a fairly straightforward way
- Unstructured- more complex and often requiring a degree of creativity.

10) How to becoming a team?

1. Forming- The members of the groups get to know each other and try to set up some ground rules about behaviour
2. Storming- one nice packaging, all for publishing need
3. Norming- Asset Management is a powerful and complete asset management solution
4. Performing- Optimize project delivery across the software
5. Adjourning - added a final stage

Prepared by V.Ramesh AP/CSE
PART – B (16 MARKS)
1) Name and explain salient features of the various organizational structures used in software projects.
2) Discuss the organizational behavior with example.
3) (i) How will you ensure that a right person is selected for the job? Explain.
    (ii) Discuss about the different models of motivation.
4) Discuss leadership models. Explain the functions of a leader with an example.
5) (i) Give an example for becoming a team and explain working within groups with example.
    (ii) Explain the different ways of decision making.
6) Write short notes on the following:
   (i) Oldham-Hackman Job characteristic model
   (ii) Stress and its significance in IT projects.