



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi - Abuja  
**FACULTY OF MANAGEMENT SCIENCES**  
**2020\_1 EXAMINATION**

**COURSE CODE: BUS 322**

**COURSE TITLE: ORGANIZATIONAL BEHAVIOUR**

**CREDIT UNIT: 3**

**INSTRUCTION: 1. Indicate your Matriculation Number clearly**

**2. Attempt question one (1) and any other three (3) questions; four questions in all**

**3. Question one (1) is compulsory and carries 25 marks, while the other questions carry 15 marks each.**

**4. Present all your points in a coherent and orderly Manner**

**TIME ALLOWED: 2½ Hours**

**1a. There are some preconditions before changes can be made successfully in an organization. Discuss these preconditions with examples. 15 marks**

**b. Explain why power is a leader's influence potential. 10 marks**

**2. Discuss the four common characteristics of motivation. 15 marks**

**3. What are the ten strategies you would advise a Chief Executive to take to ensure effective communication in his/her organization? 15 marks**

**4. Compare Maslow's Hierarchy of Needs with Alderfer's ERG theory. 15 marks**

**5. Describe the different forms of relationships in an organization and proffer the best form of relationship. 15 marks**

**6. Write short notes on:**

**a. Win- Win Strategy 5 marks**

**b. Masculinity 5 marks**

**c. Power Distance 5 marks**