



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi - Abuja  
**FACULTY OF MANAGEMENT SCIENCES**  
**2021\_2 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**

**QUESTIONS (FIRST SET)**

1.a. 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.

6. Write short notes on:

a. Win- Win Strategy

5 marks

b. Masculinity

5 marks

c. Power Distance

5 marks