



NATIONAL OPEN UNIVERSITY OF NIGERIA
PLOT 91, CADASTRAL ZONE, NNAMDI AZIKIWE EXPRESS WAY, JABI – ABUJA
FACULTY OF MANAGEMENT SCIENCES
DEPARTMENT OF BUSINESS ADMINISTRATION
2019_1 EXAMINATION

COURSE CODE: BUS322

CREDIT UNIT: 3

COURSE TITLE: ORGANIZATIONAL BEHAVIOUR

TIME ALLOWED: 2^{1/2}HRS

INSTRUCTIONS:

- 1. Attempt Question One (1) and any other three (3) questions**
 - 2. Question 1 carries 25 marks, while the other questions carry 15 marks each.**
 - 3. Present all points in coherent and orderly manner**
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Question 1

- a. Differentiate between organizational behaviour and management in organizations. (10 marks)**
- b. Explain clearly the relationships between the individual, the group and the organization on one hand and organizational behavior on the other hand. (5 marks for each group = 15 marks)**

Question 2

- a. Explain why an organization needs both formal and informal organization. (4 marks for each type of group = 8 marks)**
- b. Define power and explain three (3) bases of power that a leader can have. (7 marks)**

Question 3

Discuss Frederick Taylors's principles of management and explain its relevance to present day management styles. **(15 marks for five principles with well explained current relevance).**

Question 4

- a. Define perception (2 marks)**
- b. Discuss with examples the principles of Perceptual Selectivity. (13 marks)**

Question 5

Economists and most managers have placed money high on the scale of motivators, while behavioural scientists tend to place it low; against this background discuss five (5) limitations of money as a motivator **(15 marks).**

Question 6

Write short notes on the following:

- a. Objectives of organization structure (**5 marks**)
- b. Line Relationships (**5 marks**)
- c. Problems of Departmentalization and specialization in Work Organization. **5 marks**