



NATIONAL OPEN UNIVERSITY OF NIGERIA
Plot 91, Cadastral Zone, NnamdiAzikiwe Express Way, Jabi – Abuja
FACULTY OF MANAGEMENT SCIENCES
SECOND SEMESTER, 2018 EXAMINATION

COURSE CODE: MBA 827

COURSE TITLE: ADVANCED ORGANIZATIONAL BEHAVIOR

CREDIT UNIT: 3

INSTRUCTION: 1. Indicate your Matriculation Number clearly
2. Attempt Question one (1) and any other three (3) Questions.
3. Question one (1) is compulsory and carries 25 marks
While the other questions carry 15 marks each
4. Present all your points in coherent and orderly manner.

TIME ALLOWED: 2½ Hours

1. a) Discuss the influence of psychology, sociology, and Anthropology to the study of organizational behavior.
b) Mention and discuss the main variables that influence behaviour in organizations.
2. Identify and explain the functions of attitudes to an individual
3. Explain the idiographic theory of personality.
4. Discuss Freud's psychoanalytic approach to the understanding of personality.
5. Critically evaluate the classical conditioning theory developed by Pavlov (1927)
6. Discuss the causes of conflict in an organization