

**COURSE CODE: MBA 827**

**COURSE TITLE: ADVANCED ORGANISATIONAL 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. Expound the nature and meaning of organizational behaviour. (5marks)
- 1b. Mention and discuss various disciplines that contribute to the understanding of organizational behaviour. (10marks)
- 1c. List and explain the functions of attitudes of an individual. (10marks)
- 2a. Explain the nomothetic theory of personality (7marks)
- 2b. Discuss Sigmund Freud's psychoanalytic personality approach (8marks)
- 3a. Identify and discuss the stages in learning according to cognitive theorists. (9marks)
- 3b. Mention and explain the fundamental features that can be applied to study skills (6marks)
- 4a. Transactional analysis is a popular way of explaining the dynamics of interpersonal communication. Discuss (9marks)
- 4b. Write on these:
  1. Stereotyping
  2. Halo Effect
  3. Perceptual Defence (6marks)
- 5a. Mention and explain the main methods of analysing the behaviour of individuals in group situations (8marks)
- 5b. Explain the concept and the underlying nature/characteristics of motivation (7marks)