



NATIONAL OPEN UNIVERSITY OF NIGERIA
University Village, Nnamdi Azikiwe Expressway, Plot 91, Cadastral Zone, Jabi, Abuja
Dept. of Agricultural Economics and Extension, Faculty of Agricultural Sciences,
2024_2 EXAMINATION.

Course Code: **HCM 433**

Course Title: **MANAGEMENT AND ORGANISATIONAL BEHAVIOUR**

Credit Unit: **2 Units**

Total Score: **70 Marks**

Time Allowed: **2 hours**

INSTRUCTION: Answer compulsory question 1 (30 marks) and any other 2 questions (20 marks each)

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| 1a. State the two (2) major goals of Organizational behavior | 4 marks |
| 1b. Explain the four (4) parameters that influence behavior in work environment | 16 marks |
| 1c. Write the full meaning of the acronym "POSDCORBE" | 4 marks |
| 1d. State the six (6) characteristics that are notable in a win-lose situation | 6 marks |
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| 2a. State two (2) factors that give rise to role conflict and ambiguity | 4 marks |
| 2b. Explain the five (5) outcomes of the two behavioural patterns of handling conflict | 15 marks |
| 2c. Who is regarded as the father of Scientific management movement | 1 mark |
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| 3a. Describe the eight (8) sources of status | 16 marks |
| 3b. List the four (4) stages of group formation | 4 marks |
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| 4a. State three (3) observable elements of motivation | 3 marks |
| 4b. Outline the five (5) conditions required for effective communication | 5 marks |
| 4c. State two (2) advantages and three (3) disadvantages of job enlargement | 5 marks |
| 4d. Explain five (5) influences of technology on the behaviour of people in work organisations | 5 marks |
| 4e. What is lateral relationship in an organization? | 2 marks |