



Bachelor of Business Administration
B.B.A (ISM) Semester-IV

Course Code	UM04DBBS72	Title of the course	Organizational Behavior
Total Credits of the course	3	Hours per week	3

Course Objectives	1. To offer students relevant and actual knowledge of Human Behavior at workplace and general places.
	2. To make students aware about various types of people and their behavior.
	3. To expose the students for the behavior related issues such as politics, Change Management etc.
	4. To understand the benefits of understanding Organizational Behavior.
	5. To understand fundamental concepts of Organizational Behavior.

Course Content			Weightage
Units	Description		
1.	Organizational Behavior	Concept of Organizational Behavior Nature of Organizational Behavior Disciplines contributing to Organizational Behavior Challenges in Organizational Behavior Role of Organizational Behavior	25%
		Concepts and importance of power Bases of power	





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2.	Power and Politics	Tactics to gain power Reasons for organizational politics Management of organizational politics	25%
3.	Organizational Change	Concept of Organizational Change Internal and External factors in Organizational Change Human response to change Resistance to change (Meaning and Factors) Management of change or overcoming change Process of planned change	25%
4.	Organizational Conflict	Concept of conflict Types of conflict Causes of interpersonal conflict Causes of intergroup conflict Conflict management	25%

Teaching - Learning Methodology	<ul style="list-style-type: none">➤ White Board, Flow Charts➤ Presentation➤ Videos➤ Case Study
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COURSE OUTCOMES:

1	Students will understand how people are reacts on different situations.
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2	Students will understand the process of understanding people at workplace and general places with different behavior.
3	Students will understand how to maximize use of HR by understanding their behavior.

Suggested References:

1	L.M. Prasad, "Organizational Behavior" Sultan Chand and Sons, New Delhi, 4 th edition – Reprint 2008.
2	Fred Luthans, "Organizational Behavior" Mc Graw – Hill International Editions, 7 th Edition.

