

**CORE COURSE – V - Organizational Behavior**

**Unit I**

Introduction to Organizational Behavior –Related Disciplines – Theoretical Framework – Organizational Approaches – Modern Organizational Scenario: Impact of Globalization

**Unit II**

Individual Behavior – Perception – Process – Changes - Personality and Attitudes – Job Satisfaction

**Unit III**

**Motivation: Needs, Content and Process:** Motivation: Content Theories – Process Theories – Contemporary Theories – Motivation Applied – Job Design and Goal setting. Leadership – Background – Process- Styles – Activities – Skills

**Unit IV**

Group Dynamics – The nature of Informal Organizations – Formal Groups – Interactive conflict: Interpersonal conflict – Inter-group behavior and conflict – Negotiation Skills: Going beyond conflict management – Traditional Negotiation Approaches - Contemporary negotiation skills.

**Unit V**

Communication – Role and background – Interpersonal communication – Informal communication- The Decision Making process – Participative Decision making techniques – Organization design – culture – Organization change and development

**Text Book:**

1. Fred Luthans, Organizational Behavior, 9<sup>th</sup> Edition, McGraw-Hill Irwin, 2002.
2. John W. Newstorm and Keith Davis, Organizational Behavior, 10<sup>th</sup> Ed., TMG, 1998.