



Model Institute of Engineering
& Technology (Autonomous)
Course Handout

Kot, Bhalwal, Jammu

COURSE HANDOUT

ORGANIZATIONAL BEHAVIOR (BBALLB-103)

BBA LLB – 1st SEMESTER

ACADEMIC YEAR (2024-25)

Shivani Kanaria

Assistant Professor

School of Management - UG



School of Management - UG

Model Institute of Engineering & Technology (Autonomous)

Kot Bhalwal, Jammu - 181122

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Dr. Arun K. Gupta Teaching-Learning Centre

Version 1.1

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Course Code	Course Name	Course Type	Cd	L	T	P	Marks		
							Sessional	Final Exam	Total
BBALLB-103	Organisational Behaviour	Generic Core	4	4	0	0	30	70	100

Course Outcomes

At the end of the course the student will be able to: -	
CO1	Explain the theories & models related to organizational behavior.
CO2	Comprehend the role of personality, values and attitude on the individual behaviour.
CO3	Interpret the dynamics of group behaviour in decision-making process.
CO4	Articulate the concept & theories of motivation.
CO5	Elucidate the role of leadership in conflict resolution.

Detailed Syllabus

Unit-I: Introduction to Organizational Behaviour: Nature of Organization, Nature of Organizational Behaviour, Contributing Disciplines to the Field of OB, Organizational Theories, Challenges and Opportunities of Organizational Behaviour **(08 Hrs)**

Unit-II: Individual Behaviour: Personality – Meaning and Definition, Personality and Behaviour, Values and Attitudes, Learning, Perception And Emotion **(10 Hrs)**

Unit-III: Group Behaviour and Group Decision Making: Concept and Stages of Group Development, Communication, Groups in Organization, Concept and Nature of Decision-Making Process, Conflict **(10 Hrs)**

Unit-IV: Motivation: Meaning, Theories of Motivation, Motivation Pattern in Indian Organization, Interpersonal Cooperative Behaviour, Interpersonal Conflicting Behaviour **(10 Hrs)**

Unit-V: Leadership, Dynamics of Organizational Behaviour: Concept, Theories of Leadership, Style of Leadership, Leadership Effectiveness and Challenges to The Leadership Construct, Successful Versus Effective Leadership **(10 Hrs)**

Textbooks

S. No.	Name of the Books	Name of the Author	Publisher Name	Edition (Pub. Yr.)
1.	Organizational Behaviour	Stephen P. Robbins et al.	Pearson Education	18 th (2018)
2.	Management and Organisational Behaviour	Laurie J. Mullins	FT Publishing International	10 th (2013)

Reference Books

S. No.	Name of the Books	Name of the Author	Publisher Name	Edition (Pub. Yr.)
1.	Organizational Behaviour	Margie Parikh and Rajen Gupta	McGraw-Hill Education	1 st (2017)
2.	Organizational Behaviour	Steven McShane, Glinow Von, Sharma Radha	Tata McGraw Hill Education	4 th (2008)



COURSE PLAN

Unit-I Introduction to Organizational Behavior		
S.no.	Topics	Recommended Books
1	Nature of Organization	https://theintactone.com/2019/09/18/fom-u3-topic-2-nature-of-an-organization/
2	Nature of Organizational Behaviour	https://www.geeksforgeeks.org/organisational-behaviour-concept-nature-and-role/
3	Contributing Disciplines to the Field of OB	Book 1, Ch.1
4	Organizational Theories	Book 1, Ch.1
5	Challenges and Opportunities of Organizational Behaviour	Book 1, Ch.1
Unit-II Individual Behavior		
6	Personality – Meaning and Definition	Book 1, Ch.4
7	Personality and Behaviour	Book 1, Ch.4
8	Values	Book 1, Ch.4
9	Attitude	Book 1, Ch.3
10	Learning	https://mdu.ac.in/UpFiles/UpPdfFiles/2021/Jul/4_07-01-2021_12-32-15_Organizational%20Behaviour.pdf
11	Perception	Book 1, Ch.5
12	Emotions	Book 1, Ch.8
Unit-III Group Behavior and Group Decision making		
13	Group Behavior concept and stages of group development-Five Stage Model	Book 1, Ch.9
14	Communication	Book 1, Ch.11
15	Groups in Organization	https://www.geeksforgeeks.org/types-of-groups/
16	Concept and nature of decision-making process	Book 1, Ch.9
17	Conflict	Book1, Ch. 15
Unit-IV Motivation		
18	Meaning of motivation	Book 1, Ch.6
19	Theories of Motivation	Book 1, Ch.6
20	Motivation Pattern in Indian Organization	https://m.economictimes.com/news/company/corporate-trends/family-first-india-inc-takes-staff-motivation-to-the-source/articleshow/46870871.cms
21	Interpersonal Cooperative Behaviour	https://ug.its.edu.in/sites/default/files/ORGANIZATION%20BEHAVIOUR_0.pdf
22	Interpersonal Conflicting Behaviour	https://www.choosingtherapy.com/interpersonal-conflicts/
Unit-V Leadership, Dynamics of Organizational Behaviour		
23	Concept	Book 1, Ch.12
24	Theories & Styles of leadership	Book 1, Ch.12



25	Leadership effectiveness and Challenges to the leadership construct	Book 1, Ch.12
26	Successful Versus Effective Leadership	https://themba.institute/management-functions-and-organisational-processes/successful-vs-effective-leader/

ADDITIONAL WEB RESOURCES

1.	MOOC: Organizational Behavior: How to Manage People https://www.coursera.org/learn/managing-people-iese
2.	NPTEL: Organisational behaviour https://onlinecourses.nptel.ac.in/noc24_mg87/preview

GRADING AND ASSESSMENT

Sessional Test: 15 marks

Assignment: 10 marks

Attendance: 05 marks

Final Examination: 70 marks

COURSE POLICIES

Attendance: Minimum 75% attendance is mandatory to appear in the final examination of the course.

Academic Integrity: MIET's academic integrity policies apply. Plagiarism will not be tolerated.

Late Submissions: Assignments and projects must be submitted by the specified timelines.

FACULTY INFORMATION

Office Hours

Monday (02:45 PM - 03:15 PM)

Friday (02:45 PM - 03:15 PM)

Contact Information

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