



NATIONAL OPEN UNIVERSITY OF NIGERIA
Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi - Abuja
FACULTY OF MANAGEMENT SCIENCES
2020_1 EXAMINATION

COURSE CODE: BUS 322

COURSE TITLE: ORGANIZATIONAL 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. There are some preconditions before changes can be made successfully in an organization. Discuss these preconditions with examples. **15 marks**
- b. Explain why power is a leader's influence potential. **10 marks**
2. Discuss the four common characteristics of motivation. **15 marks**
3. What are the ten strategies you would advise a Chief Executive to take to ensure effective communication in his/her organization? **15 marks**
4. Compare Maslow's Hierarchy of Needs with Alderfer's ERG theory. **15 marks**
5. Describe the different forms of relationships in an organization and proffer the best form of relationship. **15 marks**
6. Write short notes on:
- a. Win- Win Strategy **5 marks**
- b. Masculinity **5 marks**
- c. Power Distance **5 marks**