



## Lesson Plan

**Program:** BBA      **Semester:** 1      **Course Code:** BBA 102      **Course Name:** Organizational Behavior  
**Course Objectives:** This course familiarizes the student with the basics of principles of organization behavior.

- (CO1):** Develop understanding of organization behaviour concepts  
**(CO2):** Explain principles and functions of individual behaviour in the organization  
**(CO3):** To understand various components of Organizational culture  
**(CO4):** Develop understanding of group dynamics in organization  
**(CO5):** Analyse the concept of management change and its importance in business  
**Session Duration:** 60 minutes

**Participants:** BBA 1 year Students

### Entry level knowledge and skills of students

- i. Basic knowledge of Concept of HR
- ii. Human skills like Empathy, team work, leadership

### Equipment required in Classroom/ Laboratory/ Workshop

- i. Computer / Projector
- ii. Smart Board / White Board / Marker

### Assessment Schemes

S. No.	Criteria	Marks (100)
1	CCSU End Term Examination	75
2	Internal Evaluation Scheme	25
2(a)	Teacher Assessment (Continuous Evaluation) (Any 2 & attendance)	20
2(a)(i)	Assignment I	10
2(a)(ii)	Assignment II	10
2(a)(iii)	Attendance (compulsory)	5

**Course Outcomes** (starting with action-oriented observable and measurable verb)

- (CO1):** To explain the basics of Organizational behaviour and various challenges for OB.  
**(CO2):** To illustrate the foundations of Individual Behaviour and various factors influencing individual behaviour viz. learning, personality, perception and motivation.  
**(CO3):** To understand various dimensions of organisational culture.  
**(CO4):** To examine the dynamics of group development and group properties.  
**(CO5):** To analyse the concept of change management



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**Greater Noida (U.P)**



L. No	Topics	Sub Topics	Date of implementation	Pedagogy	CO-Covered	Faculty Sign	HoD's Remark with Date
<b>Unit - 1</b>							
1.	Introduction to OB	Nature and Scope of OB		Improved Lecture /PPT	CO1		
2.	Introduction to OB	Challenges in OB		Improved Lecture /PPT /Case Studies	CO1		
3.	Introduction to OB	Opportunities for OB		Improved Lecture /PPT /Case Studies	CO1		
4.	Organization Goals	Organization Goals		Improved Lecture /PPT	CO1		
5.	Models of OB	Models of OB		Improved Lecture /PPT	CO1		
6.	OB in Global scenario	Impact of Global and Cultural diversity on OB		Improved Lecture /PPT /Case studies	CO1		
<b>Unit - 2</b>							
7.	Individual Behavior	Meaning and Components		Improved Lecture /PPT	CO2		
8.	Components of Individual Behavior	Personality		Improved Lecture /PPT	CO2		
9.	Components of Individual Behavior	Perception		Improved Lecture /PPT	CO2		
10.	Perception	Role of Perception in individual decision making		Improved Lecture /PPT	CO2		
11.	Components of Individual Behavior	Learning		Improved Lecture /PPT	CO2		
12.	Components of Individual Behavior	Motivation		Improved Lecture /PPT	CO2		



13.	Motivati al Theories- Types	Hierarchy of needs theory		Improved Lecture /PPT	CO2		
14.	Motivati al Theories- Types	Theory X and Y		Improved Lecture /PPT	CO2		
15.	Motivati al Theories- Types	Motivation- Hygiene theory		Improved Lecture /PPT	CO2		
16.	Motivati al Theories- Types	Vrooms Expectancy theory		Improved Lecture /PPT	CO2		
<b>Unit - 3</b>							
17.	Behavior Dynamics	Interpersonal behavior		Improved Lecture /PPT	CO3		
18.	Component s of Behavior Dynamics	Communicatio n		Improved Lecture /PPT /Demonstration	CO3		
19.	Tools to study Interperson al behavior	Transaction Analysis		Improved Lecture /PPT	CO3		
20.	Tools to study Interperson al behavior	The Johari Window		Improved Lecture /PPT	CO3		
21.	Leadership	Leadership- Concept		Improved Lecture /PPT	CO3		
22.	Theories	Leadership Theories		Improved Lecture /PPT	CO3		
23.	Leadership styles	Prevailing Leadership styles in Indian Organizations		Improved Lecture /PPT /Case Studies	CO3		
<b>Unit - 4</b>							
24.	Group Behavior	Definition and classification of Groups		Improved Lecture /PPT	CO4		



25.	Structures	Types of Group Structures		Improved Lecture /PPT	CO4		
26.	Group decision making	Group decision making		Improved Lecture /PPT	CO4		
27.	Managing Groups	Teams Vs Groups		Improved Lecture /PPT	CO4		
28.	Issues in Managing Groups	Contemporary issues in managing teams		Improved Lecture /PPT /Case Studies	CO4		
29.	Issues in Managing Groups	Inter group problems in organizational group dynamics		Improved Lecture /PPT	CO4		
30.	Issues in Managing Groups	Management of conflict.		Improved Lecture /PPT /Case Studies	CO4		
<b>Unit - 5</b>							
31.	Change Management	Change and Organizational development		Improved Lecture /PPT	CO5		
32.	Change Management	Resistance to change		Improved Lecture /PPT	CO5		
33.	Approaches	Approaches to managing organizational change		Improved Lecture /PPT	CO5		
34.	Organizational effectiveness	Organizational effectiveness		Improved Lecture /PPT	CO5		
35.	Organizational culture	Organizational culture		Improved Lecture /PPT	CO5		
36.	External factors in OB	Power and Politics in Organizational Quality of work life		Improved Lecture /PPT	CO5		
37.	Recent advances in	Recent advances in OB		Improved Lecture	CO5		



	OB			/PPT /Case			
<b>Revision</b>							
38.							
39.							

**Text Books:**

- L.M Prasad ; Organizational Behavior
- Sharma, R.A. ; Organizational Theory and Behavior
- Parikh, Gupta, Organisational Behaviour, Tata McGraw Hill
- Aswathappa, Organization Behaviour, Himalaya

**Reference Books:**

- Stephen P. Robbins, Stephen P. Robbins, Organizational Behavior, Pearson

**Journals:**

- **Journal of Leadership and Organizational studies** - Leading and Working From Home in Times of COVID-19: On the Perceived Changes in Leadership Behaviors
- **Journal of Management Policy and Practice** - Organizational Behavior: A Study on Managers, Employees, and Teams

**Electronic Database:**

- Leading and Working From Home in Times of COVID-19: On the Perceived Changes in Leadership Behaviors: <https://journals.sagepub.com/doi/full/10.1177/15480518211007452>
- Organizational Behavior: A Study on Managers, Employees, and Teams: [https://www.researchgate.net/publication/323443482\\_Organizational\\_Behavior\\_A\\_Study\\_on\\_Managers\\_Employees\\_and\\_Teams](https://www.researchgate.net/publication/323443482_Organizational_Behavior_A_Study_on_Managers_Employees_and_Teams)
- SAGE EDGE : <https://edge.sagepub.com/scandura2e>
- Open TextBook Library : <https://open.umn.edu/opentextbooks/textbooks/30+>
- OB: [https://saylordotorg.github.io/text\\_organizational-behavior-v1.1/s05-02-understanding-organizational-b.html](https://saylordotorg.github.io/text_organizational-behavior-v1.1/s05-02-understanding-organizational-b.html)