

Department of Marketing and Supply Chain Management
School of Business Studies, Central University of Jammu
Teaching Plan

Course Name	Management Processes and Organizational Behavior
Course Code	PGSCM1C001T
Course objectives	The objective of this course is to familiarize students with basic management concepts and to enable them to understand, analyze and predict behavior in organizations
Contact Hours /Week	4
Lectures /Week	4
Semester	1 st
Course In Charge	Dr. Shahid Mushtaq
Evaluation	Mid Term: 25% Continuous Assessment: 25% End Semester: 50%

	Topic	Contact Hours	Pedagogical Tool	Suggestive Readings
Week 1	Fundamentals of Management: Importance of Management, Functions of Management	03	Demonstration, Presentations and Lecture Notes	P C Tripathi and P N Reddy: Principles of Management
	Levels of Management and Managerial Skills,	01	Demonstration, Presentations and Lecture Notes	Koontz, Herold and Wehrich, Heinz. Management, McGraw Hill, New York
	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 2	Roles of a Manager	01	Demonstration, Presentations and Lecture Notes	Koontz, Herold and Wehrich, Heinz. Management, McGraw Hill, New York
	Evolution of Management Thought: Scientific Management	02	Demonstration, Presentations and Lecture Notes	Koontz, Herold and Wehrich, Heinz. Management, McGraw Hill, New York
	Administrative Management, Human Relations Movement	02	Demonstration, Presentations and Lecture Notes	Koontz, Herold and Wehrich, Heinz. Management, McGraw Hill, New York
Week 3	Behavioural, Quantitative, Systems and Contingency Approaches	03	Demonstration, Presentations and Lecture Notes	Koontz, Herold and Wehrich, Heinz. Management, McGraw Hill, New York
	Corporate Social Responsibility, Social Audit	01	Demonstration, Presentations and Lecture Notes	P C Tripathi and P N Reddy: Principles of Management
	Tutorial	01	Case Analysis : Social Initiatives at Thermax Ltd	http://www.icmrindia.org/
Week 4	Ethics	03	Demonstration, Presentations and Lecture Notes	La Rue Hosmer The Ethics of Management
	Tutorial	01	Case Analysis: Boeing's Unethical Practices and Volkswagen Defeat Device Scandal	http://www.icmrindia.org/
	Planning: Nature, Importance, Forms of Planning,	01	Demonstration, Presentations and Lecture Notes	Koontz, Herold and Wehrich, Heinz. Management, McGraw Hill, New York
Week 5	Types of Plans, Steps in Planning	03	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Organising: Process and Principles	01	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi,

				Pearson
	Tutorial	01	Discussion	
Week 6	Organizational Structure: Departmentalization, Chain of Command, Span of Management, Centralisation and Decentralisation,	03	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson-Education, New Delhi
	Organization Design: Simple, Bureaucracy, Matrix Structures,	01	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi,
	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 7	New Design Structures: Virtual, Leaner	01	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson-Education, New Delhi
	Directing: Principles of Effective Direction,	01	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Controlling: Steps in Control Process, Control Methods, Characteristics and Costs of Useful Information	03	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
Week 8	Introduction to OB, Challenges and Opportunities for Organizational Behavior	03	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Developing an Organization Behavior Model	01	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 9	Managing Diversity in Organizations'	02	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Personality, Personality Traits Relevant to OB	02	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson

	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 10	Learning: Components of Learning Process; Theoretical process of learning- Classical Conditioning; Operant Conditioning, Cognitive and Social Learning Theory.	04	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 11	Perception and Individual Decision Making: Nature and importance; Factors influencing perception; Managing the Perception Process	04	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 12	Attitude: Nature and Dimensions	04	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 13	Motivation: Nature, Determinants, Introduction to theories of motivation: Need Hierarchy theory, Theory-X and Theory-Y, Two Factor Theory, Alderfer's ERG Theory, McClelland's Theory, Victor Vroom's Expectancy Theory, J. Stacy Adams Equity Theory	04	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 14	Leadership: Concept, Leadership Styles, Introduction to Leadership Theories: Trait, Behavioral, Fielder's Contingency Theory, Harsey and Blanchard's Situational Theory	04	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	01	Case Analysis	www.thecasecentre.org
Week 15	Types of Groups, Stages of Group Development, Group Decision Making Processes, Group Decision Making Techniques,	04	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	01	Case Analysis	www.thecasecentre.org

Week 16	Tutorial	01	Case Analysis	www.thecasecentre.org
	Interpersonal Communication, Organisational Communication,	02	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	02	Case Analysis	www.thecasecentre.org
Week 17	Work Teams: Types of Work Teams, Team Development, Building Effective Teams	03	Demonstration, Presentations and Lecture Notes	Robins, S.P. and Sanghi, S.: Organizational Behavior, ed. xi, Pearson
	Tutorial	01	Case Analysis	www.thecasecentre.org
	Conflict Management: Concept, Sources of Conflict	01	Demonstration, Presentations and Lecture Notes	Udai Pareek and Sushama Khanna, Understanding Organizational Behaviour, Oxford University, New Delhi
Week 18	Types: Veridical Conflict, Contingent Conflict, Displaced Conflict, Misattributed Conflict, Latent Conflict, False Conflict Functional and Dysfunctional Conflict, Conflict Management Styles	04	Demonstration, Presentations and Lecture Notes	Udai Pareek and Sushama Khanna, Understanding Organizational Behaviour, Oxford University, New Delhi
	Tutorial	01	Case Analysis	www.thecasecentre.org
Total		90 Hrs		