

**Indian Institute of Technology Guwahati**  
**Proposal for a New Course**

Course Number & Title: <b>BM505H &amp; Organizational Behavior</b>	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Odd	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):  <i>Course Content/ Syllabus (as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(.). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ..... )</i>	
<p>Organizations: Organizations as work settings and different perspectives on organizations; Individual level analysis: The Perceptual Process: Factors influencing the perceptual process, common perceptual distortion, Managing the perceptual process and attribution theory; Values and Attitude: Sources and types of values, Attitude formation and change; Personality: Personality determinants and development, Personality traits and classification, Personality and work environment; Learning, Motivation: Content, Process, and Reinforcement theories of motivation, Goal setting theory</p> <p>Group level analysis: Group dynamics: Formation of groups, characteristics of groups, group conflict and resolution; Power, Influence Strategies, and leadership. Group decision making: Behavioural decision making and biases.</p>	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References").	
Texts: (Format: Authors, <i>Book Title in Italics font</i> , Volume/Series, Edition Number, Publisher, Year.)	
1.	F. Luthans, <i>Organizational Behavior</i> , 12 <sup>th</sup> Edition, McGraw Hill, 2013.
2.	S.P. Robbins, T.A. Judge and N. Vohra, <i>Organizational Behavior</i> , 18 <sup>th</sup> Edition, Pearson, 2018.
3.	D. Hellriegel and J.W. Slocum, <i>Organizational Behavior</i> , 13 <sup>th</sup> Edition, Cengage Learning. 2011.
References: (Format: Authors, <i>Book Title in Italics font</i> , Volume/Series, Edition Number, Publisher, Year.)	
1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
2		
3		
4		