



MAASAI MARA UNIVERSITY

**REGULAR UNIVERSITY EXAMINATIONS
2017/2018 ACADEMIC YEAR
FIRST YEAR SECOND SEMESTER**

**SCHOOL OF BUSINESS & ECONOMICS
BACHELOR OF SCIENCE IN AGRIBUSINESS**

**COURSE CODE: AGB 1204
COURSE TITLE: ORGANIZATIONAL THEORIES AND
BEHAVIOR**

DATE: 27TH APRIL, 2018

TIME: 0830 - 1030HRS

INSTRUCTIONS TO CANDIDATES

Answer Question **ONE** and any other **THREE** questions

QUESTION ONE

(a) Define the following terms

- i. Organizational behaviour (1 mark)
- ii. Values (1 mark)
- iii. Motivation (1 mark)
- iv. Personality (1 mark)
- v. Trait (1 mark)

(b) Highlight any five factors that influence behavior of individual members of an organization (5 marks)

(c) Distinguish between formal groups and informal groups (3 marks)

(d) List 5 steps involved in change process (5 marks)

(e) Explain the main factors to be considered when designing an organizational structure (4 marks)

(f) Discuss any three types of leadership styles (3 marks)

QUESTION TWO

Power is the capacity of a person, team or organization to influence others. People have power when they have the ability to affect others beliefs, attitude, and courses of action. Discuss the five common bases or sources of power that leaders use to managers their subordinates? (15 marks)

QUESTION THREE

Discuss how the “big 5 personality traits can influence the behaviour of people in an organization (15 marks)

QUESTION FOUR

The decision - making undertaken by formal groups such as committees tend to follow a fairly rational path. Hence problems are addressed, solutions sought and consequences assessed in a systematic way. Name and explain the steps involved in the decision making process. (15 marks)

QUESTION FIVE

Organizational culture is an informal set of values and norms that control the way people and groups in organizations interact with each other and with people outside the organization. Explore the determinants of culture determinants of culture and its role in organizational behaviour. (15 marks)

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