

Delivery Plan (Weekly Syllabus)

المنهاج الاسبوعي النظري

	Material Covered
Week 1	Introduction to behavior, human behavior, and organizational behavior, along with the forces that shape behavior.
Week 2	The Meaning of Perception and Learning: Definition of perception and social perception, the attribution process (or casual attribution), and correspondent inference; definition of learning, types of learning methods, and disciplinary practices.
Week 3	Definition of Personality: The role of personality in behavior, how personality and its patterns can be measured, the meaning of self-confidence, adaptability (self-monitoring/chameleon-like behavior), Machiavellianism, abilities, and practical intelligence.
Week 4	Motivation in Organizations: Definition of motivation, components of motivation, Maslow's hierarchy of needs theory, equity theory, types of organizational justice, and how management can utilize equity theory.
Week 5	Attitudes: An Individual's Feelings Toward Work, the Organization, and People — Definition of work attitudes (job satisfaction), measuring job satisfaction, and guidelines for improving job satisfaction.
Week 6	Organizational Commitment: Types of commitment and why organizational commitment matters. Discrimination: Definition of discrimination, the difference between discrimination and bias, the meaning of diversity, and why companies focus on managing diversity.
Week 7	Group Dynamics and Work Teams
Week 8	Communication: Elements of communication and types of communication.
Week 9	Decision-Making in Organizations: The nature of decision-making and group decision-making to improve organizational effectiveness.
Week 10	Conflict in Organizations: The difference between competition and conflict, stages of conflict, sources of conflict, levels of conflict, and the positive and negative effects of conflict.
Week 11	Administrative Leadership in Organizations: Leadership theories.
Week 12	Leader Behavior: The Managerial Grid (Blake and Mouton) and Fiedler's Contingency Model of Situational Leadership.

Week 13	Organizational Negotiation: Definition of negotiation, elements of negotiation, and objectives of negotiation.
Week 14	Negotiation Strategies: Types of negotiator personalities and the steps of the negotiation process.
Week 15	Organizational Culture: Concept and meaning of organizational culture, types of organizational culture, and the importance and benefits of organizational culture.