



APPLIES TO ACADEMIC YEAR 2005/2006

ORG 9601 Organizational Psychology and Management

Program

Bachelor in Arts and Management (1. year), Bachelor of Management, Bachelor in Auditing (1. year), Bachelor of Management, Bachelor in Business and Finance (1. year), Bachelor of Management, Bachelor in Business Journalism (1. year), Bachelor of Management, Bachelor in Business Law (1. year), Bachelor of Management, Bachelor in International Marketing (1. year), Bachelor of Management, Bachelor in IT-management (1. year), Bachelor of Management, Bachelor in Market Communication (1. year), Bachelor of Management, Bachelor in Marketing (1. year), Bachelor of Management, Bachelor in Public Relations (1. year), Bachelor of Management, Bachelor in Real Estate (1. year), Bachelor of Management, Bachelor in Retail Management (1. year), Bachelor of Management, Bachelor in Tourism Management (1. year), Bachelor of Management, Bachelor of Business Administration (1. year), Bachelor of Management, Bachelor of Science in Business (1. year), Bachelor of Management, Bachelor of Science in Marketing (1. year), Bachelor of Management, Foundation Program in Business Administration, Bachelor of Management, Foundation Program in Marketeconomy, Bachelor of Management

Responsible for the course

Øyvind Lund Martinsen

Department

Leadership and Organizational Management

Term

According to study plan

ECTS Credits

6

Objective

The purpose of this course is to give students an understanding of individuals' behavior and attitudes, how decisions are made, and how social interactions can be understood. The aim is to give the students a nuanced understanding of the most important psychological processes in organizations. This course also gives an introduction to theories of management and leadership. In this regard emphasis is placed on a broad frame of reference for managerial behavior and how this affects organizations in various ways.

Prerequisites

No particular prerequisites are required.

Compulsory literature

Books:

Kaufmann, Geir og Astrid Kaufmann. 2003. Psykologi i organisasjon og ledelse. 3.utg. Bergen: Fagbokforlaget. (Kap. 2, 3 (74-90), 4, 5, 6, 7, 8, 9, 12, 13)
Martinsen, Øyvind red. 2003. Perspektiver på ledelse. 2. utg. Oslo: Gyldendal Akademisk. (Kap. 2, 3, 5, 6, 7, 8, 10, 11, 12, 13)

Recommended literature

Books:

De øvrige kapitlene i pensumbøkene.

Course outline

- Motivation
 - Emotions
 - Personality
 - Perception
 - Learning
 - Problem solving, decision making and creativity
- Attitudes and job satisfaction
 - Group psychology

- Leadership and social interaction
- From middle level to upper level leadership
- Power and influence
- Leadership styles and traits
- Leadership and human resource management
- Change management
- Information processing
- Gender and leadership
- Transformational leadership
- Self leadership

Computer-based tools

Computer-based tools are not used.

Course structure

The course covers 36 lecture hours + 6 hours of exercises. It is recommended that students form colloquium groups to work on practice projects. The course is also held through distance learning.

Evaluation

A five-hour individual written exam concludes the course.

Evaluation code(s)

ORG 96011 - written exam, which accounts for 100% of the grade in ORG 9601, 6 ECTS credits.

Aids at the examination

No aids are allowed.

Makeup exam

A makeup exam is held in every term (next ordinary exam).