

Name: _____

Fundamentals of Management

Chapter Nine: Foundations of Individual Behavior

- 1: What are the focus and goals of Organizational Behavior (OB)?

- 2: What are the three major areas of Organizational Behavior? Define each.

- 3: Why is an organization described as an Iceberg?

- 4: Identify and define the six important employee behaviors associated with OB.

- 5: What role do Attitudes play in job performance and what are the three components involved?

- 6: Define Employee Engagement and the benefits associated with it.

- 7: Define Cognitive Dissonance and explain how it can be reduced.

- 8: Define Personality.

9: Define the Myers-Briggs Type Indicator (MBTI).

10: Define the Big Five Model of Personality.

11: Define Emotional Intelligence and explain the five dimensions associated with it.

12: Define Perception and explain the factors that can sometimes distort it.

13: Explain the Attribution Theory.

14: Identify and explain the three factors involved in determination used in Attribution Theory.

15: Explain the Fundamental Attribution Error.

16: Define Operant Conditioning and how learned behavior is influenced.

17: Explain the Social Learning Theory and the four processes that determine influence.

Briefly share your thoughts on how the material outlined in this chapter can impact your life: