

Course unit title:	Introduction to Business Organisation II		
Course unit code:	ABSO104		
Type of course unit:	Elective		
Level of course unit:	Bachelor (1st Cycle)		
Year of study:	4		
Semester when the unit is delivered:	5 th to 8 th semester		
Number of ECTS credits allocated :	6		
Learning outcomes of the course unit:	<p>By the end of the course, the students should be able to:</p> <ol style="list-style-type: none"> 1. Explain stress and individual behavior and its effects in the management process. 2. Illustrate the way organizational change can be managed. 3. Critically evaluate the process of decision-making as a function of management within organizations. 4. Identify the various functional fields of management integrated within a strategic framework. 5. Demonstrate the process of decision making, as well as the strategic management nature and process. 6. Apply the different methods available for effectively driving decision making for achieving organizational effectiveness. 7. Demonstrate the importance of leadership and influence processes. 8. Evaluate the need for social responsibility and bring ethics into the business realm. 		
Mode of delivery:	Face-to-face		
Prerequisites:	ABSO103	Co-requisites:	None
Recommended optional program components:	None		
Course contents:	<p>Individual Behavior within Organizations Attitudes and Individual Behavior Perception and Individual Behavior Stress and Individual Behavior Causes and consequences of stress Managing stress</p> <p>Managing Organizational Change Areas of Organization Change Forces for change – Planned vs. Reactive Change Managing change in organizations Areas of Organization Change</p> <p>Business Decision Making Major issues and concepts in Business Decision Making Types of decisions – Decision making conditions</p> <p>Perspectives in Decision Making The Nature of Decision Making Rational Perspectives on Decision making Behavioral Aspects of Decision Making</p> <p>Models and Forces in Decision Making The administrative model Political forces in decision making - Intuition and escalation of commitment</p> <p>Risk, Ethics and Group Decision Making Risk propensity and decision making Ethics and decision making Forms of Group and Team Decision Making Managing Group and Team Decision-Making</p> <p>Managing Leadership and Influence Processes The nature of leadership Leadership and management – Leadership and power Generic approaches to leadership Situational approaches to leadership</p>		

	<p>Emerging approaches to leadership</p> <p>Organizational Strategies</p> <p>The nature of strategic management</p> <p>Strategy formulation, implementation and evaluation</p> <p>Porter's generic strategies, The Miles and Snow Typology</p> <p>Strategies based on the product life cycle</p> <p>Formulating and Implementing Corporate-Level strategies</p>
Recommended and/or required reading:	
Textbooks:	Griffin, W.R. Management, 8th Edition, Houghton Mifflin, 2008 or Robbins, S. and Coulter, M. Management, 12th edition, 2014
References:	
Planned learning activities and teaching methods:	Lectures, discussions, presentations, case studies
Assessment methods and criteria:	Mid-term exam: 40% Final Exam: 60%
Language of instruction:	English
Work placement(s):	No