| WEEK 1 | AUG 25 | Introduction(s) | AUG 27 | What Is Organizational Behavior (& how we know what we know) I  
read:  • (online) MGT 305 Syllabus  
        • (reserve) A Brief History of Time, Ch. 1 |
| WEEK 2 | SEPT 1 | LABOR DAY | SEPT 3 | What Is Organizational Behavior (& how we know what we know) II  
read:  • (text) Chapters One & Two  
receive: Group Project (paper & presentation) |
| WEEK 3 | SEPT 8 | Individual Differences I  
read:  • (reserve) Patriarchy at the Checkout Counter…  
        • (online) Justices' Ruling Limits Lawsuits on Pay Disparity  
        • (online) Different but (Probably) Equal  
receive: Personality Assessment and Thought Paper | SEPT 10 | Individual Differences II  
read:  • (online) Personality Plus  
        • (online) Those Low Grades in College |
| WEEK 4 | SEPT 15 | Working in Teams I  
read:  • (text) Chapters Nine & Ten  
        • (reserve) The Team Performance Curve  
receive: Case #1 | SEPT 17 | Working in Teams II  
read:  • (reserve) GroupThink |
| WEEK 5 | SEPT 22 | Decision-Making I  
read:  • (text) Chapter Eight  
        • (reserve) Carter Racing (A)  
receive: Case #1 due: Personality Assessment and Thought Paper | SEPT 24 | Decision-Making II  
read:  • (reserve) Judgement in Managerial Decision Making, Ch 2  
due: Case Analysis Paper #1 |
| WEEK 6 | SEPT 29 | Negotiation & Conflict Management I  
read:  • (text) Chapter Thirteen  
        • (online) Some Wise and Mistaken Assumptions about Conflict…  
receive: Role assignment for next negotiation | OCT 1 | Negotiation & Conflict Management II  
read:  • (reserve) Three Approaches to Resolving Disputes…  
        • (reserve) Secrets of Power Negotiating  
receive: Case #2 due: Team Project Topic (by email; cc your teammates) - FRIDAY, 4pm |
| WEEK 7 | OCT 6 | FALL BREAK | OCT 8 | Negotiation & Conflict Management III  
read:  • review and be prepared to discuss readings from the prior two periods |
## WEEK 8
**OCT 13**  Organizational Culture I  
**read:**  
- (text) Chapter Sixteen  
- (online) Body Ritual Among the Nacirema  
- (online - optional) What's the Matter With College?  

**OCT 15**  Organizational Culture II  
**read:**  
- (online) The Paradox of "Corporate Culture"…  
- (reserve) The Culture Excuse  
- (online) If Preppies Took Over Wal-Mart  

**due:** Case Analysis Paper #2

## WEEK 9
**OCT 20**  Motivation I  
**read:**  
- (text) Chapters Five & Six  

## WEEK 10
**OCT 27**  Motivation II  
**read:**  
- (online) On the Folly of Rewarding A, While Hoping for B  

## WEEK 11
**NOV 3**  Leadership & Ethics I  
**read:**  
- (reserve) excerpts from *The Prince*  
- (online) Lincoln Letter  
- (online) The Social Responsibility of Business  

**NOV 5**  baby!  

## WEEK 12
**NOV 10**  Leadership & Ethics II  
**read:**  
- (text) Chapter Fourteen  
- (online) Challenging the Generals  
- (online) The Music Man  

## WEEK 13
**NOV 17**  Power & Influence II  
**read:**  
- (reserve) Rules for Radicals  

**due:** Case Analysis Paper #3

## WEEK 14
**NOV 24**  Communication  
**read:**  
- (reserve) The Sapir-Whorf Hypothesis: Worlds Shaped by Words  
- (text) Chapter Eleven  

## WEEK 15
**DEC 1**  Presentations  
**due:** Team Project Paper

## WEEK 16 - FINALS