

## Unit 3: Organisations and Behaviour

Learning hours: 60

NQF level 4: BTEC Higher National – H1

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### Description of unit

This unit provides an introduction to the nature of organisations in relation to management practices. The unit examines the internal nature of organisations from both a theoretical and practical viewpoint. The unit is intended to develop an understanding of the behaviour of people within organisations and the significance of organisational design and characteristics. It also aims to provide the basis for, and to underpin further study in, specialist areas of business.

### Summary of learning outcomes

**To achieve this unit a learner must:**

- 1 Explore **organisational structure and culture**
- 2 Examine different **approaches to management and leadership** and theories of organisation
- 3 Examine the relationship between **motivational theories**
- 4 Demonstrate an understanding of **working with others, teamwork, groups and group dynamics**.