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MANAGING ORGANIZATIONAL BEHAVIOR What Great Managers Know and Do SECOND EDITION Timothy T Baldwin Indiana University William H Bommer California State University, Fresno Robert S Rubin DePaul University Me Gravu Hill McGraw-Hill Irwin

# UNDERSTANDING AND MANAGING ORGANIZATIONAL ...

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Organizational Behavior Management OBM is defined as the application of behavior analysis to organizational settings 19 The three-term contingency, or "A-B-C model" (ie, Antecedent-Behavior-Consequence) is the foundation upon which most behavior-based interventions used by OBM practitioners is developed 17, 20, 21, 22 An antecedent

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Organizational behavior modification (OB Mod, commonly known as OBM) is a form of operant conditioning used successfully in a variety of organizations to shape behavior by Luthans and his colleagues6 The three types of consequences used in OBM to influence behavior are financial reinforcement, nonfinancial reinforcement, and social

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