

3. D
4. D
5. D

Part B:

1. The three main types of motivation are intrinsic motivation, extrinsic motivation, and amotivation.
2. The four main leadership styles are autocratic leadership, participative leadership, laissez-faire leadership, and transformational leadership.
3. The four main personality types according to the Myers-Briggs Type Indicator (MBTI) are introverted (I) or extroverted (E), sensing (S) or intuitive (N), thinking (T) or feeling (F), and judging (J) or perceiving (P).
4. The three main types of organizational culture are clan culture, adhocracy culture, and hierarchy culture.
5. The three main steps in the decision-making process are identifying the problem, generating solutions, and evaluating and selecting a solution.

Part C:

Managerial psychology is important in the workplace because it can help managers to:

- Understand how to motivate employees.
- Build and maintain effective relationships with employees.
- Create a positive work environment.
- Select and develop employees.
- Make sound decisions.

By understanding the principles of managerial psychology, managers can be more effective in their jobs and lead their teams to success.

Example essay:

Managerial psychology is the study of how people behave in organizations and how to apply psychological principles to improve organizational performance. It is an important

field of study because organizations are made up of people, and people are complex creatures.

Managerial psychology can help managers to understand how to motivate employees. Motivation is the driving force behind human behavior, and it is essential for employees to be motivated in order to perform their jobs effectively. Managerial psychology can teach managers about different types of motivation, such as intrinsic motivation and extrinsic motivation, and how to create a work environment that fosters motivation.

Managerial psychology can also help managers to build and maintain effective relationships with employees. Relationships are essential for success in any organization, and managerial psychology can teach managers how to communicate effectively, resolve conflict, and build trust with their employees.

In addition, managerial psychology can help managers to create a positive work environment. A positive work environment is one in which employees feel valued, respected, and supported. Managerial psychology can teach managers how to create a positive work environment by promoting teamwork, collaboration, and creativity.

Finally, managerial psychology can help managers to select and develop employees. When hiring new employees, it is important to select those who are qualified for the job and who will fit in well with the company culture. Managerial psychology can teach managers how to assess candidates' skills and personality traits, and how to select the best candidates for the job. Once employees are hired, it is important to develop their skills and knowledge. Managerial psychology can teach managers how to create training and development programs that will help employees to grow and develop in their careers.

Overall, managerial psychology is an important field of study for managers

PAPER # 5

Multiple Choice Questions

1. What is the study of managerial psychology? (A) The study of how people behave in organizations (B) The study of how to manage people effectively (C) The study of how to apply psychological principles to the workplace (D) All of the above

3. Which of the following is NOT a style of leadership?

(a) Authoritarian (b) Democratic (c) Laissez-faire (d) Transformational

4. The process of making a choice among two or more alternatives is called:

(a) Problem-solving (b) Decision-making (c) Critical thinking (d) All of the above

5. Which of the following is NOT a type of creativity?

(a) Incremental creativity (b) Radical creativity (c) Bisociative creativity (d) Convergent creativity

Short Answer (5 marks each)

1. What is the difference between motivation and hygiene factors?
2. Explain the theory of cognitive dissonance.
3. What are the three main components of leadership?
4. Discuss the advantages and disadvantages of different decision-making styles.
5. What are the different stages of the creative process?

Essay (10 marks)

Discuss the role of managerial psychology in improving employee performance and organizational productivity.

Answers:

Multiple Choice

1. (d) Creativity
2. (a) Motivation
3. (d) Transformational
4. (d) All of the above
5. (d) Convergent creativity

Short Answer

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21. Managerial Psychology Concepts
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24. Managerial Psychology Case Studies
25. BBA Answer Key

- Maslow's hierarchy of needs
- Herzberg's two-factor theory
- McGregor's Theory X and Theory Y
- transactional leadership
- transformational leadership
- participative leadership
- authoritarian leadership
- laissez-faire leadership
- team roles
- team dynamics
- team communication
- team conflict
- team performance
- organizational culture
- change management
- strategic leadership
- motivation theories
- leadership styles
- team dynamics
- performance management
- decision-making models
- stress management techniques
- conflict resolution strategies
- change management frameworks
- business ethics

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