



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja.**  
**Faculty of Education**

**2023\_2 EXAMINATIONS**

---

**PROGRAMME:** M.ED.  
**COURSE TITLE:** MANAGERIAL PSYCHOLOGY  
**COURSE CODE:** EDA825  
**CREDIT UNIT(s):** 2  
**TIME ALLOWED:** 2 HOURS  
**INSTRUCTION:** ANSWER QUESTION ONE (1) AND ANY OTHER TWO (2) QUESTIONS

.....

- 1a. As an administrator, explain ten (10) ways on how you can run your organisation effectively **20marks**
- 1b. Explain five (5) ways that managers can foster commitment organizational goals among the staff **10marks**
- 2a. What is meant by culture? **2marks**
- 2b. Discuss four (4) factors that can influence individual's actual work behaviour **8marks**
- 2c. Explain five (5) factors that can influence work performance in an organisation **10marks**
- 3a. Explain the three (3) three stages in the decision making process identified by Simon (1960) **6marks**
- 3b. Explain the concept of *planning* **4marks**
- 3c. Explain five (5) advantages of good planning to organisation **10marks**
- 4a. Explain school organisation's inputs, processes and outputs in the light of systems theory. **2marks**
- 4b. Change is inevitable in an organisation, highlight and explain three (3) categories of change as stated by Ackerman (1986). **9marks**
- 4c. List and discuss three (3) strategies that can be employed to exert social influence upon attitudes. **9marks**