



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja.**  
**Faculty of Education**  
**2023\_1 POP EXAMINATION.**

**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**

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- 1a. Explain the term *organisational structure* **3marks**
- 1b. List five (5) importance of organizational structure **10marks**
- 1c. Give a definition of attitude **2marks**
- 1d. State briefly any attitude formed by you through the influence of information from parents **5marks**
- 1d. Explain five (5) Strategies for management of conflict in an organisation **10marks**
  
- 2a. List three (3) strategies that can be employed to exert social influence upon attitudes **3marks**
- 2b. Explain with a given examples the three (3) strategies listed in 2a above. **12marks**
- 2c. Differentiate between organization climate and organizational culture. **5marks**
  
- 3a. Discuss five (5) importance of planning in an organisation. **10marks**
- 3b. Explain five (5) requirements for good planning **10marks**
  
- 4a. Give definition of goal setting **2marks**
- 4b. Explain four (4) benefits of goal setting **8marks**
- 4c. Highlights five (5) characteristics goals **10marks**