



NATIONAL OPEN UNIVERSITY OF NIGERIA
UNIVERSITY VILLAGE, PLOT 91, CADASTRAL ZONE, NNAMDI AZIKIWE
EXPRESS WAY, JABI, ABUJA
FACULTY OF EDUCATION
2025_1 EXAMINATION

Course Code: EDA825

Course Title: Managerial Psychology

Credit unit: 2

Time allowed: 2 hours

INSTRUCTIONS: ANSWER QUESTION ONE AND OTHER TWO (2) QUESTIONS.
QUESTION ONE (1) IS COMPULSORY.

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- 1a. Write three (3) sentences each on the merits and demerits of Maslow's Theory. **6marks**
- 1b. Explain four (4) pitfalls in an informal planning. **4marks**
- 1c. Explain organizations culture. **3marks**
- 1d. Explain the term "organizational mission". **2marks**
- 1e. Mission statement serves different purposes for shareholders in an organization. In the light of this, mention the purposes of mission statement to the following: **6marks**
- a) Managers b) Employees c) External parties
- 1f. Identify five (5) major characteristics of a goal. **5marks**
- 1g. Explain four strategies for management of conflict. **4marks**
- 2a. Explain three (3) processes through which mass media influenced the formation of attitude. **15marks**
- 2b. Write a short note on planning. **5marks**
- 3a. In the planning process, human shortcomings may result in the planning or execution of plans not being successful. Discuss five (5) factors which can be attributed to human shortcomings in the planning process. **10marks**
- 3b. Give definition of management. **2marks**
- 3c. The process of management consists of many management functions. Identify eight (8) of those functions. **8mark**
- 4a. With examples describe between efficiency and effectiveness. **4marks**
- 4b. Identify any major event you have planned for in life. Explain in five (5) sentences the way you planned the event. **12marks**
- 4c. Highlights four (4) benefits of setting that goal. **4marks**
- 5a. Maslow hypothesized that human behaviour is motivated by a number of competing needs that can be arranged in a hierarchy. List these needs and their components hierarchically from the lowest to the highest. **10marks**
- 5b. Give definition of leadership. **2marks**
- 5c. explain four (4) functions of leadership. **4marks**
- 5d. Name four (4) sources of stress to teachers. **4marks**