



**OLABISI ONABANJO UNIVERSITY, AGO-IWOYE**  
**FACULTY OF SOCIAL AND MANAGEMENT SCIENCES**  
**DEPARTMENT OF SOCIOLOGY**

**COURSE TITLE:** Industrial Sociology

**COURSE CODE:** IPM 405 / *SOC 411*

**INSTRUCTION:** Attempt question one (1) and any other two (2)

**SESSION:** 2015/2016

**SEMESTER:** Harmattan

**DURATION:** 2 Hours

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**QUESTIONS:**

- 1a. Discuss the effectiveness of reward management in attracting, retaining and motivating employees for the delivery of a business plan.
- b. How will you rate the theoretical submission of Abraham Maslow in his postulations on the hierarchy of needs and motivation?
2. With specific reference to the Nigerian work environment, evaluate the effectiveness of "Scientific Management" as an approach to solving the problem of productivity.
3. One significant aspect of the relationship between the individual and the organisation is the concept of the psychological contract. Elaborate.
4. Extensively describe the role of Max Weber in the development of Industrial Sociology.
5. Identify and discuss the key problems associated with the transition from Pre-industrial to Industrial society as postulated by Crouch (1982).
6. As an Industrial Sociologist, provide informed advice to the management of a Nigerian start-up company on the most effective approach to managing employee-employer relationships at the workplace with the use of either *unitary* or *pluralist* models.