



**NATIONAL OPEN UNIVERSITY OF NIGERIA
14-16 AHMADU BELLO WAY, VICTORIA ISLAND, LAGOS
SCHOOL OF EDUCATION
JANUARY/FEBRUARY 2013 EXAMINATION**

Course Code: EDA 825
Course Title: Managerial Psychology
Instructions: Answer Question One (1) and Two (2) Others
Time Allowed: 2 Hours

- 1. Discuss extensively five major issues that are effective in channeling goal achievement process in an organisation.
(30 marks)**
- 2. Discuss in depth five major ways in which managers can foster commitment to organisational goals.
(20 marks)**
- 3. Explain any four factors through which individual work behaviour can be influenced.
(20 marks)**
- 4. Critically discuss four major factors that may influence performance in an organisation.
(20 marks)**