



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**14-16 AHMADU BELLO WAY, VICTORIA ISLAND LAGOS**  
**SCHOOL OF EDUCATION**  
**MAY/JUNE 2012 EXAMINATION**

EDA 725 MANAGERIAL PSYCHOLOGY  
TIME ALLOWED: 2 HOURS

INSTRUCTIONS: ANSWER QUESTION ONE (1) AND TWO (2) OTHERS

1. Highlight and discuss fully five major characteristics that are effective in channeling efforts toward reasonable achievement of goals in an organisation. (30 marks)
2. Discuss indepth five major ways through managers can foster commitment to organisational goals. (20 marks)
3. Identify and discuss any four factors through which individual work behaviour can be influenced. (20 marks)
4. Critically discuss four major components that may influence performance in an organisation. (20 marks)