EXAM #1 (10/10/07) TOPICS -- ALED 340 SECTIONS 906-910
150 points
42 multiple choice/true false @3 points = 126 points
1 drawing @24 points = 24 points

LECTURE - NOTES FROM CLASS

Cunningham leadership skills
6 Ps of leadership
leadership definitions
leadership myths
Big 5 Model
Ethical theories
Task and relationship/people (Dr. Boren lecture)
Blake and Mouton Managerial/Leadership Grid
Herzberg 2 factor theory
Trait theories (9 traits)

McClelland Acquired Needs motivation theory
Personal investment theory
Power concepts
Leadership vs. Management
Technical/Conceptual/Human Relations Skills
Great Man Theory
Theory x/y

TUESDAY ACTIVITIES (purposes of each/discussion questions)
A-B Win as Much as You Can
Unequal Resources
Pins and Straws
Maslow motivation hierarchy

TEXT (chapters 1, 2, 3, 4) Look on the review pages listed for each chapter

Chapter 1 (pg 23)
Decisional leadership roles
Influencing
Informational leadership roles
Integrative leadership theories
Interpersonal leadership roles

Leadership
Leadership paradigm
Leadership theory
Managerial role categories

Chapter 2 (pg 65)
Achievement Motivation Theory
Adjustment personality dimension
Agreeableness personality dimension
Big Five Model of Personality
Conscientiousness personality dimension
Openness to experience personality
Ethics
Diffusion of responsibility

Displacement of responsibility
Leader Motive Profile Theory
Moral justification
Pygmalion effect
Self-concept
Surgency personality dimension
Theory X and Theory Y
Traits (see also 9 Traits of Effective Leaders)

Chapter 3 (pg 109)
Acquired needs theory
Content motivation theories
Equity theory
Expectancy theory
Hierarchy of needs theory
Leadership grid
Leadership style

motivation
motivation process
Ohio State University Leadership Model
Process motivation theories
Reinforcement theory
Two-factor theory
University of Michigan Leadership Model

Chapter 4 (pg 151)
Coercive power
Connection power
Expert power
information power

legitimate power
power
referent power
reward power