

Say No to Drugs

Myles Bassell

click to enter



BROOKLYN



COLLEGE

Business 52

Leadership

October 18, 2006

Professor Myles Bassell

Exam 1

solutions

Name:

Email:

I will email you your project and exam grade.

| | | |
|---------------|------------------|---|
| Part 1 | 75 points | Questions 1-50 is worth 1 ½ points each |
| Part 2 | 15 points | Power |
| Part 3 | 10 points | Leaders |

I will give you partial credit for partial responses



Bus 52 Leadership Exam 1

Part 1

List 3 types of leaders and give a brief explanation and example

1. Teachers – rule breakers and value creators – Jesus, Moses, Buddha, Mohammed
2. Heroes – responsible for great causes and noble works – Columbus, Darwin, Einstein
3. Rulers – dominate others and exercise power – Alexander, Napoleon, Caesar

List and briefly define 6 Traits of Leaders

4. Need for achievement – seeks responsibility
5. Intelligence – uses good judgment, effective thinking and reasoning
6. Decisiveness – makes difficult decisions without unnecessary delay
7. Self-confidence- positive self image
8. Initiative – self-starter, works well with minimal supervision
9. Supervisory – able to get work done through others

List and briefly define 3 Leadership Styles

10. Autocratic – tight control over group activities and decisions made by the leader
11. Democratic- emphasizes group participation
12. Laissez-Faire- low level of involvement by leader

Directive Style – leader centered decision making

Participative Style – shared decision making with followers

Free Rein – follower centered

List 4 types of Leadership Behavior

13. Leading by example
14. Communicating a vision
15. Keeping up morale
16. Maintaining a positive attitude

Bus 52 Leadership Exam 1

List 8 Leadership Qualities

17. Vision-strong sense of purpose and direction
18. Ability-knowledge of job and industry
19. Enthusiasm
20. Concern for others
21. Persistence- determination
22. Vitality – physical strength
23. Charisma
24. Integrity

List 4 ways a leader can establish Trust with their followers

25. Deal openly with everyone – no hidden agendas
26. Consider all points of view – put yourself in the other persons shoes
27. Keep promises
28. Demonstrate compassion

List 5 Traditional Leadership Roles

29. Give orders
30. Implement plans
31. Manage individuals
32. Do things right
33. Organize work

List 5 Contemporary Leadership Roles

34. Empower people
35. Generate ideas
36. Coach teams
37. Do the right things
38. Develop people

Bus 52 Leadership Exam 1

List 4 elements of a Vision

- 39. mission/purpose
- 40. Goals
- 41. Values
- 42. Outcome

List 4 ways to make the vision come alive

- 43. Live by the vision
- 44. Educate new team members
- 45. Champion the vision
- 46. Must be visible

List 4 of the Big Five Personality Traits

- 47. Extraversion
- 48. Negative Affectivity
- 49. Agreeableness
- 50. Conscientiousness
- Openness to Experience

Bus 52 Leadership Exam 1

Part 2 15 points

Power is the key to leadership. List 5 types of power discussed in class and briefly define each type (3 points each) 15 points

Legitimate power – authority a manager has based on his position in the organization.

Reward power – the ability of a manager to give rewards based on a subordinate's performance.

Coercive power – the ability of a manager to punish others.

Expert power – power derived from specialized knowledge or skills.

Referent power – power that comes from the subordinates' respect for the manager

Part 3 10 Points

Compare and contrast the leadership styles of Jack Welch (GE), Carly Fiorina (HP), Sylvia Rhone (Electra), Maria Alexander (Quovos). Mention any unique elements of their background and indicate what helped them be successful. Write at least one paragraph on each person.