# APPROVED

**The dean of faculty**

 **Doctor of philosophy, professor,**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Massalimova A.R.**

**The report № \_\_\_ from «\_\_\_» \_\_\_\_\_\_\_\_\_2020**

**Examination questions**

 **on discipline “Psychology of Management”**

**” 3 credit**

 **The directions of specialization:** “**7M07115 – Machine learning and data analysis”, “7M07128 – Intelligent Management Systems”, “7M03118 – Personality and organizational psychology”**

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| **№** | **Question**  | **Part\*** |
|  | Reveal significance of psychology of management as a science  | 1 |
|  | Describe scientific problems of modern psychology of management  | 1 |
|  | Distinguish research object and subject-matter of psychology of management | 1 |
|  | Define links between psychology of management and social sciences  | 1 |
|  | Analyze significant features of modern theories of management | 1 |
|  | Describe social-political and industrial preconditions of development of psychology of management  | 1 |
|  | Define research methods in psychology of management (observation, experiment, focus-interview, case-studies, questionnaires)  | 1 |
|  | Reveal significance of individuality and its manifestations in psychology of management  | 1 |
|  | Characterize personality of the leader as a subject of organization manager | 1 |
|  | Consider a team-leader as a subject of organization management on the bases of managerial styles research  | 1 |
|  | Distinguish different managerial styles according to their efficiency  | 1 |
|  | Compose a psychological portrait of the modern leader of organization | 1 |
|  | Reveal specific features of psychology of managerial decisions making  | 1 |
|  | Discuss an item of managerial decisions making and realization and their efficiency evaluation  | 1 |
|  | Present different views on typology of managerial decisions | 1 |
|  | Reveal various motivation aspects of management (needs, drives, sets, intentions, motives and will) | 2 |
|  | Distinguish different motivation strategies and methods used in management | 2 |
|  | Denote ways of increasing motivation of organization employees | 2 |
|  | Clarify specific links and relations between employers and employees | 2 |
|  | Define personality in connection with building up a business career in organization  | 2 |
|  | Analyze technologies of career promotion and evaluation of personality career potential  | 2 |
|  | Signify and elaborate short individual program “My career and professional development” | 2 |
|  | Denote regulative phenomena of instincts, needs, drives, motives and goals as preconditions of human activity in managerial sphere  | 2 |
|  | Analyze basic communicative processes in the sphere of management | 2 |
|  | Describe basic issues of psychology of business communication and professional intercourse | 2 |
|  | Define communicative barriers in business communication and means of their maintenance (prophylaxis)  | 2 |
|  | Find out strategies of inter-action in in organization and management situations (cooperation, competition, conflict) | 2 |
|  | Distinguish actions, operations, abilities and skills in the structure of human managerial activity   | 2 |
|  | Find out psychological peculiarities of different forms of business communication | 2 |
|  | Describe main issues of inter-personal perception in organization and management situations | 2 |
|  | Analyze self-management program “Effective technologies of self-presentation” | 3 |
|  | Describe basic issues of psychology of cross-cultural communication | 3 |
|  | Denote significance of cross-cultural management as a factor of productive communication | 3 |
|  | Define means, abilities and skills of managing emotional states | 3 |
|  | Reveal a notion of emotional intelligence, its potential to increase career success  | 3 |
|  | Clarify means of managing emotional environment of organization | 3 |
|  | Distinguish techniques of emotional state regulation for improving of collective’s psychological climate | 3 |
|  | Describe basic issues of psychology of managerial conflicts | 3 |
|  | Ways and means of solving problem situations and managerial conflicts | 3 |
|  | Explain significance of corporative culture for organizations and management | 3 |
|  | Analyze corporative culture prospects on the basis of analysis of its indicators  | 3 |
|  | Denote cross-cultural communication in business intercourse (communication) | 3 |
|  | Reveal significance of language and speech as means and content of communication in managerial sphere | 3 |
|  | Discuss an issue of individuality and personality in psychology of management  | 3 |
|  | Explain an issue of personality and its social traits in psychology of management  | 3 |

**Bureau of the faculty N.S. Zhubanazarova**

**Head of the Chair Z.B. Madalieva**

**Lecturer D.D. Duisenbekov**

**Expert \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**