**MANAGEMENT – HOMEWORK: SESSION 6**

**Fundamentals of Management 10th Edition**

**Stephen P. Robbins, Mary Coulter, David A. DeCenzo – Pearson 2017 (978-0-13-423747-3)**

**Chapter Twelve: Leadership and Trust**

Define leader and leadership and discuss why managers should be leaders.

Discuss the strengths and weaknesses of the trait theory.

What does each of the behavioral leadership theories say about leadership?

What would a manager need to know to use Fiedler’s contingency model? Be specific.

“All managers should be leaders, but not all leaders should be managers.” Do you agree or disagree with this statement? Support your position.

Do you think trust evolves out of an individual’s personal characteristics or out of specific situations? Explain.

Do followers make a difference in whether a leader is effective? Discuss.

How can organizations develop effective leaders?

When might leaders be irrelevant?

What is the difference between trait theories and behavioral theories of leadership?

Why is trust the essence of leadership?

Differentiate between transactional and transformational leaders and between charismatic and visionary leaders.

Why do you think there’s a huge gap in theory (what we know we should do) and practice (what we’re actually doing) of leadership development?

**Chapter Thirteen: Managing Communication and Information**

Which type of communication do you think is most effective in a work setting? Why?

Why isn’t effective communication synonymous with agreement?

Which do you think is more important for a manager: speaking accurately or listening actively? Why?

“Ineffective communication is the fault of the sender.” Do you agree or disagree with this statement? Discuss.

Is information technology helping managers communicate more efficiently and effectively? Explain your answer.

How might a manager use the grapevine to his or her advantage? Support your response.

Research the characteristics of a good communicator. Write up your findings in a bulleted list report.

For one day, track nonverbal communication that you notice in others. What types did you observe? Was the nonverbal communication always consistent with the verbal communication taking place? Describe.

What purpose does communication serve?

Describe three barriers to communication and how managers can overcome those barriers.

Do you think there are more or fewer communication barriers when using social media? Discuss.

What should managers do to be sure they communicate effectively when using social media?

What have been your experiences – both positive and negative – with social media? From your experiences, what guidelines could you suggest for managers and organizations?