

MGT 386 - Exam 2 Study Guide

Ch. 6 - Motivation

- Expectancy Theory
- Equity Theory
- Goal Setting Theory
- Psychological Empowerment
- Intrinsic vs. Extrinsic Motivation
- Self-Efficacy

Chapter 07 - Trust, Justice and Ethics

- Cognitive-Based Trust
- Affect-Based Trust
- Disposition-Based Trust
- Trust Propensity
- Distributive Justice
- Procedural Justice
- Interpersonal Justice
- Informational Justice
- Trustworthiness
- Four-component model of ethical decision making

Chapter 08 - Learning and Decision Making

- Reinforcement Theory
- Contingencies of reinforcement
- Reinforcement schedules
- Social Identity Theory
- Tacit Vs. Explicit
- Behavior modeling process
- Learning vs. Performance Orientation
- Programmed vs. nonprogrammed Decision Making
- Decision making problems (limited info, perceptions, faulty attributions)
- Consensus, Distinctiveness, and Consistency

Chapter 09 - Personality and Cultural Values

- Nature vs. Nurture
- Big 5 personality types
- Locus of Control
- MBTI
- Hofstede's Cultural Dimensions

Chapter 10 - Ability

- Cognitive abilities (including various categories and types)
- Emotional Intelligence (including various types)
- Physical Abilities (including various categories and types)