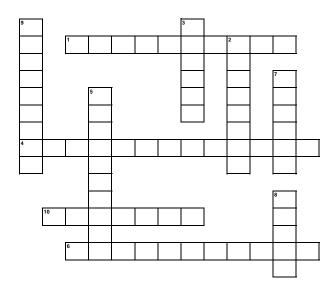
## Daft, Kendrick, Vershinina Management 9781844808823



## Chapter 15

- 1. The ability to influence people toward the attainment of organizational goals. (10)
- 2. Being unpretentious and modest rather than arrogant and prideful. (8)
- 3. Distinguishing personal characteristics, such as intelligence, values and appearance. (6)
- 4. A type of behaviour that describes the extent to which the leader is sensitive to subordinates, respects their ideas and feelings, and establishes mutual trust. (13)
- 5. A situational variable that makes a leadership style unnecessary or redundant. (10)
- 6. A situational variable that counteracts a leadership style and prevents the leader from displaying certain behaviours. (11)
- 7. An attractive, ideal future that is credible yet not readily attainable. (6)
- 8. The potential ability to influence others' behaviour. (5)
- 9. The effect a person's actions have on the attitudes, values, beliefs, or behaviour of others. (9)
- 10. The ability to step forward through fear and act on one's values and conscience. (7)