

MANAGING PEOPLE AND SYSTEMS

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1	CORPORATE OF ORGANISTAION	CADBURY
2	ELEMENTS OF ORGANISATION	HENRY MINTZBERG
3	MECHANISTIC ORGANISTAION	BURNS & STALKER
4	OBJECTIVES OF ORGANISTAION	PETER DRUCKER
5	FUNCTIONS OF MANAGEMENT	HENRY FAYOL
6	HUMAN RELATION	ELTON MAYO
7	THE MANAGEMNET PROCESS	PETER DRUCKER
8	THE MANAGEMNET ROLES	HENRY MINTZBERG
9	MANAGEMENT AND LEADERSHIP	KOTTER, YUKL, ZALEZNIK, & KATZ & KAHN
10	TRAIT THEORY OF LEADERSHIP	STEWART
11	A CONTINUNM OF LEADERSHIP	TAUNEBaum & SCHMIDT
12	NEW PATTERNS OF MANAGEMET	RENSIS LIKERT
13	BLAKE AND MOUTON'S MANAGERIAL GRID	ROBERT BLAKE AND JANE MOUTON
14	BEST FIT MODEL OF LEADERSHIP	CHARLES HANDY
15	HERSEY AND BLANCHARD SITUATIONAL LEADERSHIP	HERSEY & BLANCHARD
16	LAYER's OF CULTURE	TROMPENAAR
17	TECHNOLOGY AND STRUCTURES OF ORGANISATION CULTURE	JOAN WOODARD
18	TEAM ROLES	BELBIN
19	CONTRIBUTION	NEIL RACKHAM AND TERRY MORGAN

20	DEVELOPMENT OF THE TEAM	TUCKMAN
21	DEVELOPMENT OF THE TEAM(alternative)	WOODCOCK
22	BLOCKAGE AND BUILDING BLOCKS	WOODCOCK
23	MANAGEMENT CRITERIA FOR A REWARD SYSYTEM	CHILD
24	MASLOW's HIERARCHY OF NEED	ABRAHAM MASLOW
25	McCLELLAND's NEED THEORY	DAVID McClelland
26	HERZBERG's TWO FACTOR THEORY	FREDERICK HERZBERG
27	VROOM's EXPECTANCY THEORY	VICTOR VROOM
28	EQUITY THEORY	JS ADAM
29	HANDY's MOTIVATION CALCULUS	CHARLES HANDY
30	JOB DESIGN	FREDERICK HERZBERG
31	MANAGEMENT STYLE AS A MOTIVATION:THEORY X, Y & Z	DOUGLAS McGregor & WILLIAM OUCHI
32	CULTURE AS MOTIVATOR	PETER & WATERMAN
33	TRAINING OBJECTIVES	L HALL
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36	LEARNING OBJECTIVES	PEDLER, BURGONE & BOYDELL
37	LEARNING DISABILITY	PETER SENGE
38	ORGANISATIONAL CULTURE	CHARLES HANDY