TABLE OF CONTENTS

CHAPTER NO.		PAGE NO
	ACKNOWLEDGEMENTS LIST OF TABLES	; ii
	LIST OF ABBREVIATIONS AND SYMBOLS USED	vis
I.	INTRODUCTION	t
II.	REVIEW OF PERTINENT LITERATURE	32
III.	STUDY PLAN AND METHODS	63
IV.	RESULTS	114
٧.	DISCUSSION:	162
VI.	SUMMARY AND CONCLUSIONS	194
	BIBLIOGRAPHY	
	APPENDICES	
	Appendix A:	
	Role of Scale - II executive when working a Manager and Scale III executive when workin as Senior Manager in Administrative Offices	g
	Appendix B : Role of Scale IV executive when working a Regional Manager.	S
	Appendix C:	
	Role of Scale IV executives when working as Chief Manager.	
	Appendix D:	
,	Role Scale II executive when working a Manager and Scale III executive when workin as Senior; Manager at Branch (only degree o authority and responsibilities would by varying).	g f

Appendix E:

Role of Scale II executive when working as Accountants and Joint Managers at Branch.

Appendix F: Role of Scale II and Scale III executives when working in Branches as functional Managers.

Appendix G:

Preliminary Survey Schedule.

Appendix H:

16 P.F. Form "A" (Cattell, 1967 - 1968).

'Appendix I:

Dimensions of Temperament Test (Thorndike, 1963).

Appendix J:

Concept Mastery Test - Form "T" (Terman, 1956).

Appendix K:

Achievement 'Motivation Questionnaire (Lynn, 1969).

Appendix L:

Executive Initiative Scale (developed for the present research).

Appendix M:

Administrative Judgement Test (Mandell, 1950).