Transactional:

Achievement Theory of Behavior

Authoritarian Leadership

Behavioral approach to learning

Closed Climate

Collective Efficacy theory of Behavior

External Locus of control

Extrinsic motivation

Fear

Hygiene Factors\*

Us of Options with Conflict Management

Origins

Pawns

Position-Based Approach to Conflict

Management

Pygmalion and My Fair Lady

Rationale System

Resentment

Stable Perspective of ability/capacity

Use of Standards for Conflict management

State and Federal Mandates

Tightly Coupled Structure

Transactional Leadership

Weberian Structure

Transformational:

Use of Brainstorming in Conflict Management

Charismatic Leadership

Cooperation

Constructivist Approach to learning

Distributed/share leadership

Equity Theory of Behavior\*

Enthusiasm

Incremental View of Ability/Capacity

Internal locus of control

Intrinsic motivation

Listening

Loosely Coupled Structure

Motivators\*

Natural Systems

Open Climate

Open/social Systems

Preparation

Professional Structure

Recognizing he Interests of others in conflict

management

Self-efficacy theory of behavior

Self-determination theory of behavior

Servant Leadership

Talking

Transformational Leadership