

**An Examination Of How Styles Of Information Processing Are Related To
Perceptions of Transformational Leadership and Organisational Influencing
Tactics.**

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*This thesis is presented in partial fulfilment of the requirements for the degree of
Bachelor of Arts (Honours), Murdoch University, (2013)*

I declare that this thesis is my own account of my research and contains as its main content work which has not been previously submitted for a degree at any tertiary educational institution.

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Tove Asplund

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Thesis title: An Examination Of How Styles Of Information Processing Are Related To Perceptions of Transformational Leadership and Organisational Influencing Tactics.

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Year: 2013

Abstract

Transformational leadership is considered a desirable leadership style producing many positive organisational outcomes. This study investigated individual differences in information processing, influencing behaviours and transformational leadership ability. Sixty pairs of participants, (leaders and subordinates) completed on-line surveys measuring information processing style (through the REIm and the CTI), leadership style (MLQ5-x) and preferences for influencing tactics (IBQ). Results showed some unexpected results, for example, thinking style was not correlated to either influencing tactics or transformational leadership. However, elements of constructive thinking were, as expected, related to both transformational leadership and a preference for the core four influencing tactics. Further analyses partially supported the conclusion that transformational leadership mediates the relationship between behavioural coping and influencing tactics. An implication of this research includes the practical importance of considering the impact of elements of constructive thinking and the relationship to transformational leadership. Groups and organisations looking to employ or train a leader to be transformational thus ought to test for constructive thinking ability.

Keywords: transformational leadership, information processing, influence tactics

ACKNOWLEDGMENTS

I would like to thank my supervisor Dr. Guy Curtis for all his selflessness in time, help, encouragement and excellent SPSS whispering skills. All your help has truly been appreciated.

I would also like to thank the data collection team, Sammy Parker, Rhia Saggars, Rowan Parekh, James White, Thuy Dong, Dion Elliott, Christine Swee, Eamonn Leaver, Nick Kerr, Arabella Haddon-Casey, Daphne Simoens, Antonella Alvaro and Hayley Jones for all their help collecting the data. I could not have done it without you.

I am also thankful to all the participants who took time out of their day to complete the online surveys.

A very big thank you to my dear friend Bridget Trainor who offered me endless support, company and encouragement throughout the year.

Also a big thank you to my mum, Mari Asplund and my grandma Gerd Sjogren for all their support throughout this difficult time. It has been invaluable to know that you were there, backing me the whole way to the finish line.

Finally, much love to my partner Joshua Burdon who provided me with much emotional support as well as practical support in the form of making me copious amounts of tea and coffee.