CONTENTS

DECLARATION.

CERTIFICATE

ACKNOWLEDGEMENTS

LIST OF TABLES

LIST OF ABBREVIATIONS

1. INTRODUCTORY 1-56
   reviews the introductory concepts, theories and approaches of motivation and leadership.

2. RESEARCH DESIGN 57-93
   presents the statement of the problem, research methodology, review of literature and design of the study.

3. MOTIVATION: PERSPECTIVES 94-108
   covers the perspectives of motivation of employees in L.I.C. and commercial bank branches.

4. LEADERSHIP STYLES: PERCEPTIONS 109-145
   analyses the leaders self perceptions on their styles.

5. LEADERSHIP IN LIC & CBB: SUBORDINATES PERCEPTION 146-165
   analyses subordinates’ perceptions on superiors styles.

6. LEADERSHIP STYLES: SELF & SUBORDINATES PERCEPTIONS 166-199
   analyses the differences of leadership styles of L.I.C. and commercial bank branches.

7. IMPACT OF LEADERSHIP ON MOTIVATION 200-215
   incorporates the impact of leadership on motivation of subordinates.

8. SUMMARY OF FINDINGS 216-236
   presents the summary of findings and conclusions.

Copy of Schedule i - xi

Bibliography i - xv