2. Michael is the regional manager for a car company and needs to give a presentation to the president of the company about how different management styles might relate to the total number of sales of the company's new electric car. He hires an industrial/organizational psychologist to study three stores, each in a different city. Each store's manager has their own distinct management style:

   - In Store A, the manager has a supportive style (open and warm).
   - In Store B, the manager has a strict style (rigid and severe).
   - In Store C, the manager, who is Michael's good friend, has a distant style (permissive and disengaged).

   The number of electric cars sold at each store over a five-month period is shown in the table.

	ELECTRIC CARS SOLD BY STORE		
Month	**Store A (supportive style)**	**Store B (strict style)**	**Store C (distant style)**
January	9	7	3
February	7	8	2
March	9	5	5
April	5	3	4
May	5	2	1

   - Explain why this study is not a true experiment.
   - Identify the implied dependent variable for the study if the study had been a true experiment.
   - Calculate the mean of Store B's sales.
   - Explain why the location of the store is a confounding variable in this study.
   - Explain how the halo effect could influence Michael's interpretation of the findings.
   - Explain why the hiring of an industrial/organizational psychologist was appropriate for this study.
   - Explain how Michael could use positive reinforcement to help him finish his presentation by the deadline.

Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.

STOP

END OF EXAM