# OCCUPATIONAL PSYCHOLOGY

BY STAFF OF ACS DISTANCE EDUCATION

## CONTENTS

Credits	5
Preface	6
CHAPTER 1 INTRODUCTION	
What is Occupational Psychology?	
Who is it Useful For?	
Key Areas of Knowledge & Practice	9
Focus on Employee and the Organisation	10
Work Roles	11
Quantitative Methods	
Qualitative Methods	12
Summary	
CHAPTER 2 RECRUITMENT	15
Choosing a Career	15
Foundations of Occupational Interest Inventories	
Assessment of Occupational Interest Inventories	
The Recruitment Process	
Recruitment Planning	
1) Job Analysis	
2) Sourcing	20
3) Screening & Short-listing	
4) Lateral Hiring	
Steps in the Job Analysis	21
Measuring the Person-Organisation Fit	23
CHAPTER 3 INTERVIEWS & SELECTION	24
What is an Interview?	24
Interview Types	
Unstructured Interviews	
Structured Interviews	
The Amount of Interviewers	28
The Benefits of Interviews	28

Employee Assessments	29
Aptitude Tests	29
Qualities Measured	30
Validity of Tests	
Other Components of Personnel Recruitment	
Employee Selection	
Choosing the Right Employees	
CHAPTER 4 TRAINING OF STAFF	33
The Need for Training	33
Initial Training	
Case Study	34
Occupational Health and Safety (OH & S)	
Organisation's Values & Ethics	
Types of Training	
Training Needs Analysis	
Individual Training Needs	
Checklist for Training Needs	38
Training Programs	39
CHAPTER 5 EMPLOYEE WELLBEING	41
Job Performance	
Workplace Factors which Affect Health and Wellbeing	42
Work Groups	44
Physical Wellbeing and Psychological Wellbeing	44
Stress at Work	
Workplace Aggression	
What Can Management Do?	
Case Study 1	
Case Study 2	
Case Study 3	
CHAPTER 6 MAINTAINING STAFF MORALE AND MOTIVATION	
Staff Morale	
What is Motivation?	52

More on Incentives	
Internal or Intrinsic Incentives	<u>5</u> 3
Internal Incentives within the Working Environment	<u>5</u> 4
Incentives External to the Working Environment	
Other Needs Applied to Work	<u>5</u> 6
Theories of Motivation	<u>5</u> 6
Classical Management Theory	<u>5</u> 6
Human Relations Theory	
Human Resources Theory	
Systems Approach	
How can you use them in the real world to motivate staff?	60
Case Study	60
Job Satisfaction	61
Case Study	61
Motivation of Work Groups	
CHAPTER 7 OTHER APPLICATIONS	64
Introduction	
Selecting Employees for Small Businesses & Start-up Businesses	
How to Choose a Contractor for Home or Office Improvements	
Choosing Temporary Workers, Casual Workers or Contractors	
Assessing Individual Qualities	
Assessing Skills and Qualifications	
Understanding Body Language	
Personality and Work	
APPENDIX	
Distance learning and online courses	
E Books by John Mason and ACS Staff	
Printed books by John Mason	
Useful contacts	
ACS global partners	
Social media	

## CREDITS

#### © Copyright: John Mason

#### Written by

John Mason and Staff of ACS Distance Education

#### Photos:

John Mason Leonie Mason Stephen Mason

Layout Stephen Mason

#### Contributors

Gavin Cole B.Sc., Psych.Cert., M. Psych. Tracey Jones - Academic Officer & Tutor (U.K.) B.Sc. (Hons) (Psychology), M.Soc. Sc (social work), Dip. SW (social work), PGCE (Education), John L. Mason Dip.Hort.Sc., Sup'n Cert.,

Adv.Cert.App.Mgt. FIOH, FPLA, FAIH,

#### **Published by**

ACS Distance Education

P.O. Box 2092, Nerang MDC, Queensland, Australia, 4211 admin@acs.edu.au www.acsbookshop.com

P O Box 4171, Stourbridge, DY8 2WZ, United Kingdom admin@acsedu.co.uk www.acsebooks.com

### ISBN: 978-0-9924429-9-6

The information in this book is derived from a broad cross section of resources (research, reference materials and personal experience) from the authors and editorial assistants in the academic department of ACS Distance Education. It is, to the best of our knowledge, composed as an accurate representation of what is accepted and appropriate information about the subject, at the time of publication.

The authors fully recognise that knowledge is continually changing, and awareness in all areas of study is constantly evolving. As such, we encourage the reader to recognise that nothing they read should ever be considered to be set in stone. They should always strive to broaden their perspective and deepen their understanding of a subject, and before acting upon any information or advice, should always seek to confirm the currency of that information, and the appropriateness to the situation in which they find themselves.

As such, the publisher and author do not accept any liability for actions taken by the reader based upon their reading of this book.

## PREFACE

A big part of managing any organisation successfully is to manage the people who work in that organisation. The way in which people function will depend just as much on personalities, attitudes and relationships, as it does upon not only the abilities that each individual has.

The psychology of a person in a work situation is often quite different to what it might be outside of the workplace.

In their private life; a person's thinking and actions may be influenced by the bonds of friendship or kinship; and there can often be a sense of security in relationships that is certainly different, and probably stronger; than the relationships that exist in a workplace.

For example: A parent or sibling relationship will always exist, whether the individuals conflict or not; but conflict between an employee and employer may result in the relationship being dissolved. Teenagers and young adults may speak their mind more directly to a parent than an employer; because they are more "secure" in their relationship within their family; than what they are about their relationship in the workplace.

This book explores the psychology of people in a workplace; with the aim of giving a better understanding of how people think at work. It is designed as a reference for managers, employers, supervisors, employees, and students of psychology or human resources management.

#### John Mason

Principal, ACS Distance Education

## **CHAPTER 1 INTRODUCTION**

Occupational psychology is also known as organisational psychology and industrial psychology. As a field, occupational psychology is concerned with all areas of work whether industry, large organisations, small businesses, institutions, or even the self-employed. In this book, we shall examine what occupational psychology involves - its chief concerns, methods, and underlying theories. We will also review how the principles of occupational psychology can be applied to recruitment and selection of staff, and how businesses and individuals can get the most out of employees and make work a more enjoyable experience all round.



## WHAT IS OCCUPATIONAL PSYCHOLOGY?

The term 'occupational psychology' is interchangeable with organisational psychology and industrial psychology, although the latter term has waned in popularity because it is not as inclusive as the former two. Sometimes industrial and organisational psychology is collectively referred to as I-O psychology. In recent years, the term 'business psychology' has also emerged. Nevertheless, all these terms refer to a field of psychology which is focussed on work behaviour and mean the same thing. Occupational psychology is concerned with more than just industry or organisations. It is concerned with all types of work environments, employees and employers. The main goal of occupational psychology is to improve performance of organisations and to enhance the job satisfaction of employees. Some of the key areas of interest for occupational psychologists are:

- Recruitment of personnel
- Improving working conditions
- Increasing productivity
- Developing effective decision making abilities
- Methods of coping with stress at work

Occupational psychologists may be employed directly by larger organisations as fulltime employees. In other cases they may act as external consultants who are brought into businesses or other workplaces to undertake contractual work.

In their role within an organisation, occupational psychologists may find themselves working alongside other professionals such as business operators, managers, supervisors, business coaches, HR specialists, careers counsellors, or other psychologists. Many of these individuals from other related professions have some knowledge, skills, or training in areas of practice associated with occupational psychology.

## WHO IS IT USEFUL FOR?

Knowledge of the fundamentals of occupational psychology may help improve the awareness and skills of people working in related fields and may be beneficial to anyone in a business operations or managerial role. It can serve to guide recruitment and training of staff and to establish productive work teams, suitable team leaders, satisfactory work environments, and to help employees fulfil their potential.

Some aspects of occupational psychology can even be extended to help the lay person to understand how best to recruit contractors for private work, such as builders or gardeners. Other aspects may relate to freelance contractors employed by agencies or by businesses directly. Occupational psychology is therefore relevant to a broad range of individuals, perhaps more so than some people would initially think.

