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Routamaa, V., Mäkelä, L. (2004). Leader's Personality and Leader – Member Exchange Style, in *The Modern Business Function and Environment*, Edited by Cleopatra Veloutsou & Gregory T. Papanikos, ISBN: 960-88331-9-1, 814 pages, Hardback

Abstract

In this paper, the relationship between personality and leader-member exchange is concerned. The sample for this study included 106 employees of 15 superiors from a retail business organization. LMX-MDM measure and Jungian based Myers-Briggs Type Indicator were administered in order to measure LMX and personality. The limited number of superiors and psychological types restricts the conclusions but the preference level analysis gives some tentative guidelines for further research.