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OFFICE OF THE DEPUTY PRINCIPAL
ACADEMICS, STUDENT AFFAIRS AND RESEARCH

UNIVERSITY EXAMINATIONS

2017 /2018 ACADEMIC YEAR

FIRST YEAR SECOND SEMESTER REGULAR EXAMINATION

**FOR THE DEGREE OF BACHELOR OF
BUSINESS MANAGEMENT**

COURSE CODE: BBM 120

COURSE TITLE: PRINCIPLES OF MANAGEMENT

DATE: APRIL 18TH 2018

TIME: 2 PM – 5 PM

INSTRUCTION TO CANDIDATES

- SEE INSIDE

THIS PAPER CONSISTS OF 3 PRINTED PAGES

PLEASE TURN OVER

BBM 120: PRINCIPLES OF MANAGEMENT**STREAM: BBM /BA-ECONOMICS****Duration: 3 hours****INSTRUCTIONS TO CANDIDATES**

- i. Answer Question **ONE** and any other **TWO** questions
- ii. Question **ONE** carries 30 marks
- iii. Do not write on the question paper

Question One

- a) Giving practical examples define management as a process, an art and as a science. (6 Marks)
- b) "A manager is a person who works through others to accomplish organizational goals".

Discuss the above statement in relations to functions of management and functional areas of management. (14Marks)

- c) What is different types of Plans? (10Marks)

Question Two

Effective managers view their subordinates as human assets and strive to create a work environment in which subordinates will put their best effort to reach the firms goals. Discuss the above statement emphasizing on the echelons of management and engulfing on the skills a manager ought to possess (20Marks)

Question Three

Max Weber embellished the scientific management theory with bureaucratic theory. Discuss the above statement focusing on the main principles of bureaucracy. (20Marks)

Question Four

- a). Explain different styles of leadership based on authority. (10 Marks)
- b). Explain the basic control process in management 10 Marks)

Question Five

- a) Distinguish between Policies and Procedures. (5 Marks)
- b) Define motivation as a management function. (5 Marks)

c) Giving practical examples critically examine the motivation theories in a dynamic environment. (10Marks)

Question Six

a) Differentiate between a resource and capability. (5 Marks)

b) For a business entity to sustain a competitive advantage it needs resources. Discuss the above statement in review of Resource based view theory (9 Marks)

c). Discuss the stakeholders of an organization (6Marks)

