



# MACHAKOS UNIVERSITY

University Examinations for 2016/2017 Academic Year

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ADMINISTRATION

FIRST YEAR SECOND SEMESTER EXAMINATION FOR BACHELOR OF  
SCIENCE IN AGRIBUSINESS STUDIES

SPECIAL EXAMINATION

BBA 102: PRINCIPLES OF MANAGEMENT

DATE: 1/9/2017

TIME: 2:00 – 4:00 PM

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## INSTRUCTIONS

ANSWER QUESTION ONE AND ANY OTHER TWO QUESTIONS

1. (a) Outline five factors that make organizations to attach a lot of  
Importance to the functions of management. (10  
marks)
- (b) Explain five ways in which the principles of management as advocated by Fredrick  
Taylor may be applied in organizations today. (10  
marks)
- (c) Explain five reasons why an organization would encourage  
Ethical behaviour among its members (10  
marks)
2. (a) Explain four ways in which Information Technology may assist  
a manager in carrying out the control function in an Organization. (8  
marks)
- (b) Organizations are expected to be Socially responsible to their

employees. Highlight six ways in which such responsibility may be demonstrated.

(12 marks)

3. (a) Explain five functions carried out at the supervisory level of management in an organization . (10 marks)
- (b) Explain five challenges that a person managing an international business is likely to face when carrying out the staffing function (10 marks)
4. (a) Highlight six external environment factors that may affect the performance of a business organization (12 marks)
- (b) Explain four reasons why an increase in salary to employees may not necessarily motivate them. (8 marks)
5. (a) Explain five reasons why the management of any firm should set clear objectives for its activities. (10 marks)
- (b) Managers are expected to possess certain skills in order to effectively carry out their functions. Outline five such skills (10 marks)