



MACHAKOS UNIVERSITY

University Examinations for 2022/2023 Academic Year

SCHOOL OF BUSINESS, ECONOMICS AND HOSPITALITY AND TOURISM

MANAGEMENT

DEPARTMENT OF BUSINESS ADMINISTRATION AND FINANCE

FOURTH YEAR FIRST SEMESTER EXAMINATION FOR

BACHELOR OF COMMERCE

BMS 427: INTERNATIONAL PURCHASING

DATE:

TIME:

INSTRUCTIONS:

Answer Question One and Any Other Two Questions

QUESTION ONE (COMPULSORY) (30 MARKS)

- (a) “Failing to plan is planning to fail”. Evaluate this statement with five justifiable reasons”.
(10 marks)
- (b) You are the newly appointed Regional Manager of Kigwaragware Chemicals. You are required to undertake the grouping of jobs as your first task. Explain the five bases you will consider while undertaking your task.
(10 marks)
- (c) Describe any five principles of management as advanced by Henri Fayol while clearly showing how they are applicable in modern organizations.
(10 marks)

QUESTION TWO (20 MARKS)

- (a) Managers play various roles in undertaking organizational operations. Explain any five basic management Roles.
(10 marks)
- (b) Corporate Social Responsibility is an inevitable undertaking by most of the organizations today. Evaluate this statement using any five reasons.
(10 marks)

QUESTION THREE (20 MARKS)

- (a) Many managers conduct performance appraisal activity on their employees although there are errors/problems that are likely to occur during this process. Explain any five of these problems/errors. (10 marks)
- (b) Managers draw the power they exercise in running the organizations from different bases/sources. Describe the five bases/sources of power. (10 marks)

QUESTION FOUR (20 MARKS)

- (a) Evaluate any five ways in which an organization can be socially responsible to its employees. (10 marks)
- (b) Identify and explain any five barriers to effective delegation. (10 marks)

QUESTION FIVE (20 MARKS)

- (a) Describe the relevance of Maslow's Theory to managers using five reasons. (10 marks)
- (b) Centralization and decentralization are normally constrained by a number of factors. Explain any five of them. (10 marks)