



MACHAKOS UNIVERSITY

University Examinations for 2016/2017 Academic Year

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ENTREPRENEURSHIP AND MANAGEMENT SCIENCES

FIRST YEAR SECOND SEMESTER EXAMINATION FOR DEGREE IN

BACHELOR OF SCIENCE IN AGRICULTURAL BUSINESS MANAGEMENT

BACHELOR OF COMMERCE

BBA 102: PRINCIPLES OF MANAGEMENT

DATE: 31/5/2017

TIME: 2:00 – 4:00 PM

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) Planning is a process that entails formulation and implementation of Policies. Discuss five barriers/constraints to effective planning and the solutions to the barriers/constraints. (10 marks)
 - (c) The process of management is often described as comprising Planning, Organizing, Staffing, Directing and Controlling. What are the basic steps in the control process? (10 marks)
2.
 - (a) One of the functions of management is decision making. Discuss various types of decisions taken by managers and explain the steps that should be followed to arrive at the right decision. (10 marks)
 - (b) Organizations are expected to be Socially responsible to the community. Highlight five ways in which such responsibility may be demonstrated. (10 marks)

3.
 - (a) Explain five ways in which the principles of management as advocated by Fredrick Taylor may be applied in organizations today. (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 five external environment factors that may affect the performance of a business organization. (10 marks)
 - (b) With the help of examples, evaluate the statement that “the leader is more important than the followers as the key to an organization’s success.” (10 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)