



MACHAKOS UNIVERSITY

University Examinations for 2022/2023 Academic Year

SCHOOL OF BUSINESS, ECONOMICS AND HOSPITALITY AND TOURISM

MANAGEMENT

DEPARTMENT OF BUSINESS ADMINISTRATION AND FINANCE

**FIFTH YEAR FIRST SEMESTER EXAMINATION FOR
BACHELOR OF SCIENCE (MECHANICAL ENGINEERING)**

EMM 512:

DATE:

TIME:

INSTRUCTIONS

- This paper consists of two sections
- Section A is compulsory (30 marks)
- Answer any two questions from section B (Each 20 marks)

SECTION A

QUESTION ONE (30 MARKS)

- a) The recovery of debts of business can be frustrating, time consuming and often unsuccessful. Explain five procedures that can be put in place to enable early identification of bad debts at the order stage. (10 marks)
- b) Explain five reasons why manpower planning is essential in any organization. (10 marks)
- c) With an aid of a diagram, explain how as a manager you would use Abraham's Hierarchy of needs theory to motivate your employees. (10 marks)

QUESTION TWO

- a) Explain five benefits of perpetual inventory control system. (10 marks)
- b) Explain five ways in which credit control can be enforced at invoicing stage. (10 marks)

QUESTION THREE (20 MARKS)

- a) Describe **five** tests carried out on a potential employee before an invitation to the employment interview. (10 marks)
- b) Explain five responsibilities of supply management function of an organization (10 marks)

QUESTION FOUR (20 MARKS)

- a) Explain five measures that an organization can take to reduce its costs. (10 marks)
- b) Explain five functions of financial management of an organization. (10 marks)

QUESTION FIVE (20 MARKS)

- a) Describe five types of costs according to their relevance in decision making. (10 marks)
- b) Just-in time is an inventory management technique. Explain five benefits that a firm using this technique enjoys. (10 marks)