



KISII UNIVERSITY

UNIVERSITY EXAMINATIONS

MAIN CAMPUS

**FIRST YEAR EXAMINATION FOR THE AWARD OF
THE DEGREE OF BACHELOR OF COOPERATIVE MANAGEMENT
SECOND SEMESTER 2014/2015
(JANUARY - APRIL, 2015)**

BBAM BCOM 102: PRINCIPLES OF MANAGEMENT

STREAM: BCOM/BBAM Y1S2

TIME: 2 HOURS

DAY: WEDNESDAY, 3.30-5.30 PM

08/04/2015

INSTRUCTIONS

1. *Do not write anything on this question paper.*
2. *Answer question ONE [1] and any other TWO [2]*

1. (a) Define the following terms as used in management.
 - (i) Planning [2 marks]
 - (ii) Staffing [2 Marks]
 - (iii) Job design [2 marks]
- (b) Explain the importance of planning to a business entity. [12 marks]
- (c) Highlight THREE advantages of group decision making process. [6 marks]
- (d) Explain THREE characteristics of management. [6 marks]
2. (a) Identify and explain the behavioral attributes that a manager should possess in order to successfully perform his /her duties. [10 marks]
- (b) (i) Define decision-making. [2 marks]
- (ii) Explain two characteristics of decision making. [8 marks]

3. (a) Explain the significance of management in an established organization. [8 marks]
- (b) Explain four reasons that could lead to the failure in a business entity. [12 marks]
- ✓ 4. (a) Define the term delegation of authority. [3 marks]
- (b) (i) Explain four barriers of delegation of authority. [12 marks]
- (ii) Identify the levels of management. [5 marks]
- ✓ 5. (a) Discuss the errors in performance appraisal. [12 marks]
- (b) State four functions of management. [8 marks]