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**University Examinations 2016/2017**

FIRSTYEAR FIRST SEMESTER EXAMINATION FOR THE DEGREE OF BACHELOR OF COMMERCE, BUSINESS ADMINISTRATION, BACHELOR OF CO-OPERATIVE MANAGEMENT

AND

SECOND YEAR FIRST SEMESTER, BACHELOR OF ECONOMICS, BACHELOR OF FOOD SCIENCE AND MANAGEMENT

 **BFB 3103: PRINCIPLES OF MANAGEMENT**

 **DATE: DECEMBER 2016 TIME: 2HOURS**

**INSTRUCTIONS:** *Answer question* ***one*** *and any other* ***two*** *questions*

**QUESTION ONE (30 MARKS)**

1. Discuss why Fredrick W Taylor is regarded as the father of scientific management

(10 marks)

1. Discuss the importance of conceptual skills to the management of an organization

(5 marks)

1. Explain the advantages of both centralization and decentralization (5 marks)
2. Elucidate the importance of planning in an organization (5 marks)
3. Explain the characteristics of successful leaders (5 marks)

**QUESTION TWO (20 MARKS)**

1. As a manager in a reputable manufacturing firm explain some of the managerial roles you would be undertaking in regular basis as advanced by professor mintzberb (15 marks)
2. Explain the differences between tall and flat hierarchies (5 marks)

**QUESTION THREE (20 MARKS)**

1. Explain the strategic planning process (15 marks)
2. Discuss the advantages of democratic leadership style (5 marks)

**QUESTION FOUR (20 MARKS)**

1. Elucidate the principles of control (10 marks)
2. Explain the differences between leadership and management (10 marks)

**QUESTION FIVE (20 MARKS)**

1. Elucidate the behavioral approach to management as depicted in
2. Michigan studies (5 marks)
3. Ohio state studies (5 marks)
4. Explain Alderfer’s ERG theory indicating areas of similarities with Abraham Maslow’s Hierarchy of needs theory (10marks)