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MASENO UNIVERSITY
UNIVERSITY EXAMINATIONS 2016/2017

**FIRST YEAR SECOND SEMESTER EXAMINATIONS FOR THE
DEGREE OF BACHELOR OF SCIENCE IN AGRICULTURAL
ECONOMICS AND AGRIBUSINESS MANAGEMENT WITH
INFORMATION TECHNOLOGY**

MAIN CAMPUS

AAB 102: ELEMENTS OF MANAGEMENT

Date: 7th June, 2017

Time: 8.30 - 11.30 am

INSTRUCTIONS:

- Answer question ONE and any other TWO questions.



AAB 101 - ELEMENTS OF MANAGEMENT

STREAMS: Y1S2 BSc Agricultural economics, BSc Agribusiness management with IT
DAY: _____ TIME: 3 HOURS

Instructions:

Answer question 1 and any other two questions

Question 1

- a) i. Explain the meaning of the term management. (2 marks)
- ii. Discuss the main levels of management (8 marks)
- b) Outline three ways in which leadership differs from management. (6 marks)
- c) Explain the meaning of motivation. (2 marks)
 - i. State two types of motivation. (4 marks)
 - ii. As a manager in an organization, it is important to motivate your staff. Outline the importance of motivation in an organization. (8 marks)

Question 2

- a) Describe the basic functions of management. (6 marks)
- b) Discuss Henry Fayol's principles of management. (14 marks)

Question 3

- a) Outline FOUR differences between authority and power. (8 marks)
- b) i. Explain the meaning of the term Delegation. (2mks)
- ii. Outline five reasons why Managers don't delegate authority to their subordinates (10 marks)

Question 4

Outline the important distinguishing features of Mc Gregory's theory X and Y. (20 marks)

Question 5

Outline the main characteristics of Management by Objective (MBO) (20 marks)
