

**UNIVERSITY OF KABIANGA**

**UNIVERSITY EXAMINATIONS**

**2016/2017 ACADEMIC YEAR**

**FIRST YEAR FIRST SEMESTER EXAMINATION**

**FOR THE DEGREE OF BACHELOR OF BUSINESS MANAGEMENT**

**COURSE CODE: BBM 104**

**COURSE TITLE: PRINCIPLES OF MANAGEMENT**

**DATE: 16TH NOVEMBER, 2016**

**TIME: 2.00 P.M-5.00 P.M**

**INSTRUCTIONS TO CANDIDATES:**

Answer question **one** and any other **three** questions.

**QUESTION ONE**

1. “Management is regarded as an art, by some a science and an inexact science by others. The truth is to be somewhere in between.” In the light of the statement, explain fully the nature of management. (10 marks)
2. Planning entails bringing the future into the present so that managers can do something about it. It is the process of choosing amongst those many options, if we don’t choose to plan, and then we choose to have other plan for us. Elaborate the importance of planning. (10 marks)
3. Write explanatory note on barriers to effective communication. (5 marks)

**QUESTION TWO**

You don’t lead by pointing and telling some people to go, you lead by going to that place and making case, it entails team work which makes the vision work objectives achievable. Explain managers roles, levels and skills depicted in an organization. (15 marks)

**QUESTION THREE**

1. Organizations are becoming increasingly influenced by their external environment. Discuss various elements in the external environment that affects managers in making better decisions for their organizations. (10 marks)
2. Highlight reasons why managers do not delegate authority. (5 marks)

**QUESTION FOUR**

1. Explain the difference between scientific and administrative classical theories of management indicating their pros and cons. (10 marks)
2. Briefly distinguish between theory X and theory Y of motivation. (5 marks)

**QUESTION FIVE**

1. Management is fundamentally making decisions from time to time dynamism notwithstanding. Briefly describe the steps involved in the process of rational decision making. (10 marks)
2. Highlight the importance of directing. (5 marks)

**QUESTION SIX**

1. Staffing involves filling the positions needed in the organization structure by appointing competent and qualified persons for the job. Explain the phase involved in the staffing process. (10 marks)
2. Organization is an instrument that defines relations among different people which helps them to understand as in who happens to be their superior and who is their subordinate. This information helps in fixing responsibility and developing coordination. Explain the importance of organizing. (5 marks)