

COURSE TITLE: PRINCIPLES AND PRACTICE OF MANAGEMENT

COURSE CODE: BUSS 100

INSTRUCTIONS

Answer question one and any other two questions.

Question One

- Define the term organization clearly and give three main reasons that lead to formation of these entities. (5 Marks)

- Explain three main levels of management and describe the skills required by each level. (6 Marks)

- Identify and explain briefly four types of activity interdependence in organizations. (8 Marks)

- Outline five main elements of organization as a function of management. (5 Marks)

- Identify and explain four main functions of control process as a function of management.

(6
Marks)

Question Two

- Describe the roles managers play in organizations according to Henry Mintzberg.
- Explain the main functions of management according to Henry Fayol.

(10
Marks)

(10
Marks)

Question Three

- Give reasons why it is of paramount importance for managers to understand the surrounding environment.

(10
Marks)

- Explain three main levels of planning in organizations today.

(10 Marks)

Question Four

What is the relationship between the following organizational structures

- Functional design.
- Divisional design

(3 Marks)

(3 Marks)

(3 Marks)

- Strategic Business units

- Explain the sources of recruitment applied by organizations today.

(6
marks)

- What is planning? Outline four main elements of planning in organizations today.

(5
Marks)

Question Five

(6
Marks)

- Distinguish with examples the difference between transactional and transformational leadership.

- Briefly describe Abraham Maslow's hierarchy of needs theory.

(10 Marks)

- With an example describe the closed system's approach to organizations.