

**COURSE TITLE: PRINCIPLES AND PRACTICES OF MANAGEMENT**

**COURSE CODE: BUSS 100**

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

**Question One**

- Why should managers take the controlling function of management very seriously in their organizations? (10mks)
- As the manager of a leading manufacturing company, you are overloaded with work and want to delegate some. How would you delegate effectively. (10mks)
- Why is planning so important in organizations today? (10mks)

**Question Two**

- In your opinion, explain the type of leadership the presidents of Kenya uses giving reasons and also explain the leadership style of the president of Zimbabwe and give reasons for your answer. (10mks)
  - You have been appointed as the head of marketing of a group of companies and you want to form a group that will handle marketing issues. What factors would you take into

consideration before forming the group. (10mks)

### **Question Three**

(10mks)

- "Decision making is the process of choosing a course of action from two or more alternatives" in the light of these discuss the steps involved in decision making.

(10mks)

- Max Weber advocated for bureaucracy in organization. Give the advantages and disadvantages of bureaucracy.

### **Question Four**

(10mks)

- What are the five types of organizational structures used in organizations.

- How can managers in organizations deal with
  - Resistance to change
  - Stress at work

(10mks)

- Conflict in organizations.

### **Question Five**

(10mks)

- The world has become a global village. Many

organizations are opening businesses across countries. What factors does manager need to take into consideration when going international.

(10mks)

- Explain what is motivation. Is it inborn or is it influence by other factors? Justify your answer.