



## **MASENO UNIVERSITY**

### **UNIVERSITY EXAMINATIONS 2016/2017**

**FOURTH YEAR SECOND SEMESTER EXAMINATIONS FOR THE  
DEGREE OF BACHELOR OF BUSINESS ADMINISTRATION WITH  
INFORMATION TECHNOLOGY**

#### **MAIN CAMPUS**

#### **ABA 429: PLANNING AND ADMINISTRATIVE DECISION MAKING**

Date: 31<sup>st</sup> July, 2017

Time: 12.00 - 3.00 pm

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#### **INSTRUCTIONS:**

- Answer question ONE and any other TWO questions
- Question ONE carries 30 marks while the rest carry 20 marks each



#### QUESTION ONE

- (a) Describe the nature of decision making (10 Marks)
  - (b) State and Explain the process of decision making in the organization (10 Marks)
  - (c) Compare and contrast rational comprehensive and incremental decision making models. (10 Marks)
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#### QUESTION TWO

- (a) Describe the traditional decision making model (10 Marks)
  - (b) State and explain the outcomes of participative decision making (10 Marks)
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#### QUESTION THREE

- (a) Describe participative decision making (7 Marks)
- (b) Explain the dimensions of participative decision making (8 Marks)
- (c) Define non participative/directive decision making (5 Marks)

#### QUESTION FOUR

- (a) Explain 3 characteristics and 4 qualities of good leadership in the organization (12 Marks)
- (b) State and explain 3 styles of leadership that can be used in the organization today (8 Marks)

#### QUESTION FIVE

- (a) Describe the role of planning in relation to business strategy formulation, execution, implementation and evaluation (10 Marks)
- (b) Explain the problems encountered in team decision making (10 Marks)