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**University Examinations 2014/2015**

SECOND YEAR FIRST SEMESTER EXAMINATION FOR THE DEGREE OF BACHELOR OF BUSINESS ADMINISTRATION

**BFB 3203: PRINCIPLES OF LEADERSHIP**

 **DATE: AUGUST 2015 TIME: 2HOURS**

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

**QUESTION ONE (30 MARKS)**

1. Distinguish between leadership and management in a business organizational context (5 Marks)
2. Using relevant illustrations, explain three leadership styles (6 Marks)
3. Explain various factors that influence the choice of leadership style by an organization (9 Marks)
4. Leaders can build trust in their subordinates by the art of effective delegation of authority. Briefly discuss principle guidelines for effective delegation (10 Marks)

**QUESTION TWO (20 MARKS)**

1. Distinguish between key characteristics of charismatic leaders, transactional and transformational leaders (12 Marks)
2. Many modern organizations use mentors to assist in handling staff for increased productivity. Explain various functions of mentoring (8 Marks)

**QUESTION THREE (20 MARKS)**

1. Using relevant illustrations, discuss ways used by modern managers to improve their leadership skills (10 Marks)
2. Discuss various ways utilized by managers to improve the motivation levels of their workers (10 Marks)

**QUESTION FOUR (20 MARKS)**

1. Discuss five power tactics that managers use in influencing their subordinates (10 Marks)
2. Explain key factors that are considered by managers in finding and creating effective leaders (10 Marks)

**QUESTION FIVE (20 MARKS)**

Using relevant examples in Kenya, distinguish between trait, behavioural and contingency theories of leadership (20 Marks)