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**University Examinations 2015/2016**

FIRST YEAR FIRST SEMESTER EXAMINATION FOR THE

DEGREE OF

BACHELOR OF COMMERCE

FIRST YEAR SECOND SEMESTER BACHELOR OF PURCHASING AND SUPPLIES MANAGEMENT

**BFB 3103: PRINCIPLES OF MANAGEMENT**

**DATE: AUGUST 2016 TIME: 2 HOURS**

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

**QUESTION ONE (30 MARKS)**

1. Explain the importance of planning to an organization (10 marks)
2. “Management is both an art and a science.” Explain (5 marks)
3. Discuss features of a good control system (10 marks)
4. Differentiate between centralization and decentralization (5 marks)

**QUESTION TWO (20 MARKS)**

1. Discuss the characteristics of management (10 marks)
2. Explain how Maslow’s Hierarchy of needs can be used to motivate employees (10 marks)

**QUESTION THREE (20 MARKS)**

1. Explain the following principles of management according to Henri Fayal
2. Unity direction (5 marks)
3. Scalar chain (5 marks)
4. Discuss the salient features of man power planning (10 marks)

**QUESTION FOUR (20 MARKS)**

1. Leadership plays an important role in the success of any organization. Discuss any 3 leadership styles (15 marks)
2. Discuss the importance of delegation of authority in an organization (5 marks)

**QUESTION FIVE (20 MARKS)**

1. Explain the importance of strategic management (10 marks)
2. Discuss the key functions of management (10 marks)