



**KENYATTA UNIVERSITY**  
**UNIVERSITY EXAMINATIONS 2017/2018**  
**FIRST SEMESTER EXAMINATION FOR THE DEGREE OF**  
**BACHELOR OF COMMERCE**

**BBA 102: PRINCIPLES OF MANAGEMENT**

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**DATE: Monday, 5<sup>th</sup> February 2018**

**TIME: 2.00p.m-4.00p.m**

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**INSTRUCTIONS: Answer Question ONE and any Other TWO**

Question 1(30MARKS)

- (a) Briefly explain the skills which a manager requires to discharge his/her duties (8marks)
- (b) For proper direction in an organization a manager performs certain roles. Explain these roles. (6marks)
- (c) Explain the relevance of contingency theory in management. (5marks)
- (d) In today's organizations the concept of planning is useful. Explain. (6marks)
- (e) Give and explain five (5) reasons as to why staffing is important in an organization. (5marks)

Question 2. (20marks)

- (a) Using examples discuss four principles of Scientific management which are still applicable today. (8marks)
- (b) Discuss four factors which determine the structure of an organization (8marks)

(c) Explain four types of organizational structure.

(4marks)

Question 3.(20marks)

(a) Discuss four principles of bureaucratic management

(8marks)

(b) Discuss four elements of the "leading function" in management

(8marks)

(c) Leading is not possible without motivation. Discuss

(4marks)

Question 4 (20marks)

(a) Discuss four ways why theory X by McGregor(1960) is necessary in the control function of management

(8marks)

(b) Discuss four ways in which organizations staff are crucial in control function of management.

(12marks)