



JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY

SCHOOL OF BUSINESS AND ECONOMICS

**UNIVERSITY EXAMINATION FOR THE DEGREE OF BACHELOR OF BUSINESS
ADMINISTRATION WITH I.T**

1ST YEAR 1ST SEMESTER 2017/2018 ACADEMIC YEAR

NAIROBI CITY LEARNING CENTRE

E-LEARNING

COURSE CODE: ABA 102

COURSE TITLE: INTRODUCTION TO MANAGEMENT

EXAM VENUE: 12TH FL RM 2

STREAM: (BBA)

DATE: 5TH / 12/ 2018

EXAM SESSION: 11:30-130PM

TIME: 2.00 HOURS

INSTRUCTIONS:

- 1. Answer Question ONE (COMPULSORY) and ANY other 2 questions.**
- 2. Candidates are advised not to write on the question paper.**
- 3. Candidates must hand in their answer booklets to the invigilator while in the examination room.**

QUESTION 1

- (a) Define management and briefly explain its functions (10 marks)
- (b) Discuss the 5 stages of evolution of management thought (10 marks)
- (c) State and explain the Principles of management according to Henry Fayol (10 marks)

QUESTION 2

- (a) MBO is a result oriented approach , discuss its various processes given by Peter Drucker (10 marks)
- (b) Define planning and explain its objectives (10 marks)

QUESTION 3

- (a) Discuss the various techniques of forecasting (10 marks)
- (b) Give the meaning of decision making and briefly explain its processes (10 marks)

QUESTION 4

- (a) Organizing is a process of coordinating employee's activities in an orderly manner.
Explain the characteristics of organizational structure (10 marks)
- (b) Define Span of Management and explain the factors that influence it (10 marks)

QUESTION 5

- (a) Give the meaning of the following terms;- (10 marks)
 - (i) Responsibility
 - (ii) Delegation
 - (iii) Centralization
 - (iv) Decentralization
 - (v) Authority
- (b) Discuss the mechanisms of scientific management according to F.W Taylor(10 marks)