



JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY SCHOOL OF  
BUSINESS AND ECONOMICS UNIVERSITY EXAMINATION FOR DEGREE OF BACHELOR OF  
BUSINESSADMINISTRATION

KISII CAMPUS- PART TIME

1<sup>st</sup> YEAR 1<sup>st</sup> SEMESTER 2019/2020 ACADEMIC YEAR

COURSE CODE: ABA 102

COURSE TITLE: INTRODUCTION TO MANAGEMENT

EXAM VENUE: \_\_\_\_\_

STREAM: (BBA)

DATE: \_\_\_\_\_

EXAM SESSION: \_\_\_\_\_

TIME: \_\_\_\_\_

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**Instructions:**

- 1. Answer question 1(compulsory ) and ANY other two 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 ONE 30 MARKS**

- (a) Define the term leadership (2marks)
- (b) Is leadership synonymous with management? Discuss (10 marks)
- (c) Describe the management processes (10 marks)
- (d) Management is not viewed as an exact science? Discuss (8marks)

### **QUESTION TWO 20 MARKS**

- (a) Critically explain the main features of the three "Schools of Management" under the classical theory. (10 marks)
- (b) Briefly discuss the major steps of an ideal decision making process (10 marks)

### **QUESTION THREE 20 MARKS**

- (a) Briefly discuss the major elements of any two theories of leadership and explain whether they are applicable to business organisations in Kenya. (10 marks)
- (b) Discuss the extent to which management by objectives is a solution to all management problems. (10 marks)

### **QUESTION FOUR 20 MARKS**

- (a) What is motivation? (5 marks)
- (b) Maslow's studies into human motivation led him to propose a theory of needs based on a hierarchical model. Discuss (15 marks)

### **QUESTION FIVE 20 MARKS**

- (a) What are the benefits of planning for any company (10 marks)
- (b) Discuss the steps that should be followed in the planning process (10 marks)