

JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY
SCHOOL OF BUSINESS AND ECONOMICS
JANUARY - APRIL 2017
MAIN CAMPUS

MBA 806 : MANAGEMENT PRINCIPLES AND PRACTICE

INSTRUCTIONS: Answer question **ONE** (compulsory) and any **THREE** other questions

QUESTION ONE

- a) Differentiate between management and the act of managing. **(3 marks)**
- b) Explain what is meant by authority and relationship, power and influence and sources and limits of authority. **(6 marks)**
- c) Using appropriate examples illustrate the six P's of planning. **(6 marks)**

QUESTION TWO

- a) Explain what is meant by managerial control. **(2 marks)**
- b) Describe different types of control methods **(4 marks)**
- c) Discuss the three key principles of delegation. Are these applicable in Kenyan organizations? Why? **(9 marks)**

QUESTION THREE

- a) Write short notes on the following and show their relationship:
 - i. division of labour
 - ii. specialization **(6 marks)**
- b) Suggest an ideal induction procedure for sales executives in an electrical appliance manufacturing organisation. **(9 marks)**

QUESTION FOUR

- a) What is interview? Explain its validity and reliability. **(7 marks)**
- b) Explain the process involved in decision-making. **(5 marks)**
- c) In what way does horizontal communication help in creating team spirit and organizational integration? **(3 marks)**

QUESTION FIVE

- a) Explain what is meant by communication grapevines **(2 marks)**
- b) Describe the communication process model **(5 marks)**
- c) Should staffing be considered the most important function of management, since other factors are automatically taken care of, if we hire the right people? Explain. **(8 marks)**

QUESTION SIX

- a) Describe the factors that enhance the quality of performance in an organisation **(6 marks)**
- b) Under what circumstances are the following types of leadership more desirable and why?
 - a. Autocratic leadership
 - b. Participative leadership
 - c. Laissez-faire or Free-reign leadership **(9 marks)**