



JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY

SCHOOL OF BUSINESS & ECONOMICS

COURSE OUTLINE FOR DEGREE OF MASTER OF BUSINESS ADMINISTRATION Y2S2

KISII CAMPUS-PART TIME

COURSE CODE: MBA 806

COURSE TITLE: MANAGEMENT PRINCIPLES AND PRACTICE

EXAM VENUE: STREAM: (MBA)

DATE: EXAM SESSION:

TIME: 2 HOURS

Instructions:

1. Answer ALL 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.

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)**