
CHUKA



UNIVERSITY

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**EXAMINATION FOR THE AWARD OF CERTIFICATE IN BUSINESS MANAGEMENT
AND PROCUREMENT AND LOGISTICS**

CIBM 00111: INTRODUCTION TO BUSINESS MANAGEMENT

STREAMS: CERT (CIBM)

TIME: 2 HOURS

DAY/DATE: FRIDAY 14/12/2018

11.30 A.M - 1.30 P.M.

INSTRUCTIONS

- Answer Question ONE and any other TWO Questions
- Do not write anything on the question paper

QUESTION ONE: [30 MARKS]

- (a) Outline the various characteristics of a typical business. [6 Marks]
- (b) Explain four characteristics of a partnership business. [8 Marks]
- (c) In a partnership business, partnership agreement is important since it gives the guidelines of a partnership business. Outline the contents of a partnership agreement. [4 Marks]
- (d) Highlight the characteristics of a limited company. [4 Marks]
- (e) Explain the terms;
- (i) Memorandum of association [2 Marks]
 - (ii) Articles of association [2 Marks]
- (f) Outline the functions of a stock exchange in Kenyan context. [6 Marks]

QUESTION TWO: [20 MARKS]

- (a) Discuss three types of economic systems. [6 Marks]
- (b) Briefly explain the nature of planning in management. [8 Marks]

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- (c) Planning is of paramount importance both for an organization and the economy. Explain why organizations need to plan. [6 Marks]

QUESTION THREE [20 MARKS]

- (a) Efficient organization is the basis of successful enterprise. Discuss the importance of an organization. [8 Mark]
- (b) Staffing function of management is concerned with the acquisition, development and maintenance of an efficient and satisfied employees. Discuss the process of staffing. [12 Marks]

QUESTION FOUR: [20 MARKS]

- (a) Outline three differences between management and leadership. [6 Marks]
- (b) Explain three types of leadership styles that are practiced by management in an organization. [6 Marks]
- (c) Explain any four factors that influences business environment. [8 Marks]

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