

**CHUKA**



**UNIVERSITY**

---

**UNIVERSITY EXAMINATIONS**

**EXAMINATION FOR THE AWARD OF  
DIPLOMA IN PROCUREMENT AND LOGISTICS MANAGEMENT**

**DPLM 0214: FOUNDATIONS OF MANAGEMENT IN PROCUREMENT**

**STREAMS: DPLM Y2 S1**

**TIME: 2 HOURS**

**DAY/DATE: MONDAY 20/04/2020**

**8.30 A.M – 10.30 A.M.**

---

**INSTRUCTIONS:**

- **Answer Question One and any other Two Questions**

**QUESTION ONE**

- (a) Business cannot exist in a vacuum. They keep on interacting with the environment.  
Discuss the business environments [10 Marks]
- (b) Explain the term planning and explain the planning process [10 Marks]
- (c) Explain five benefits and that can be derived from employee training [10 Marks]

**QUESTION TWO**

- (a) Differentiate between a sole trader and a company giving advantages and disadvantages of each of the two forms of business. [10 Marks]
- (b) Explain the merits and demerits of using an external recruitment and selection method. [10 Marks]

**QUESTION THREE**

(a) Explain any seven principles of management as proposed by Henry Fayol [14 Marks]

(b) Explain three objectives of performance appraisal [6 Marks]

**QUESTION FOUR**

(a) Explain job related circumstances that may lead to dismissal of an employee. [6 Marks]

(b) Explain the four roles of a manager in an organization [4Marks]

(c) Explain the relationship between; Managerial skills and organization hierarchy. [4 Marks]

(d) Explain Abraham Maslow's Hierachy of needs Theory [6 Marks]

.....