

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

**EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR OF SCIENCE IN
AGRICULTURE ECONOMICS AND BACHELOR OF AGRICULTURAL EDUCATION
AND EXTENSION**

AGBM 430: AGRIBUSINESS MANAGEMENT I

STREAMS: AGED, AGECE Y4S1

TIME: 2 HOURS

DAY/DATE: THURSDAY 13/12/2018

11.30 A.M – 1.30 P.M

INSTRUCTIONS:

- **Question one is compulsory (section A) the select any three from section B)**

SECTION A (25 MARKS)

1. (i) Explain the following types of management skills.

(a) Technical skills	[2 marks]
(b) Human skills	[2 marks]
(c) Conceptual skills	[2 marks]

(ii) Explain three importance of management in today's world. [6 marks]

(iii) An employee's behaviour will be a function of that employee's innate drives or flet needs and the opportunities he or she has to satisfy those drives or needs in the workplace. Discuss at least five determinants of these behaviours. [10 marks]

(iv) Discuss three effects of culture to a business. [3 marks]

SECTION B

2. (i) Define leadership. [1mark]
- (ii) Discuss four reasons why an organization may require an autocratic kind of leadership. [8 marks]
- (iii) Discuss three importance of informal groups in an organization. [6 marks]

3. (i) Discuss how a manager may apply the following non-monetary factors to the employees:
- (a) Status or job title [2 marks]
 - (b) Appreciation and recognition [2 marks]
- (ii) Discuss the stages of group formation. [6 marks]
- (iii) Discuss requisite task attribute theory by Tuner and Lawrence. [5 marks]
4. (i) Explain the term worker displacement [1 mark]
- (ii) A variety of public incentives have been designed to help firms improve internal adjustment mechanisms, rather than lay off workers during cyclical downturns or structural adjustment discuss the two most popular types of interventions. [4 marks]
- (iii) When a firm faced with the prospect of downsizing its workforce, there are certain procedures it can follow in order to minimize the impact on workers. Discuss five steps. [10 marks]
- marks]
5. (i) Explain Audefer's ERG model and explain the relationship between three concepts expressed in the theory. [10 marks]
- (b) Explain the interpretation of Mc Clelland achievement motivation theory in the modern management. [5 marks]
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