

CHUKA



UNIVERSITY

**SUPPLEMENTARY/ SPECIAL EXAMINATIONS**

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

**AGBM 430: AGRIBUSINESS MANAGEMENT I**

**STREAMS: AGED/AGEC Y4S1**

**TIME: 2 HOURS**

**DAY/DATE: TUESDAY 03/02/2021**

**11.30 AM – 1.30 PM**

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**INSTRUCTIONS:**

- Answer question **ONE** and any other **THREE** questions

**Question one (25 marks)**

- a) Explain any three features of motivation (3 marks)
- b) Elucidate the 'Hawthorne effect' and contribution of 'Hawthorne' studies in management. (4 marks)
- c) Discuss five vital principles in mental revolution propounded by Taylor in his theory of scientific management. (5 marks)
- d) Explain five bases of power for persons exercising influence in an organization. (5 marks)
- e) Differentiate between
  - i) Great man and transformative leadership theories (4 marks)
  - ii) Trait characteristic and ERG theories of motivation (4 marks)

**Question two (15 marks)**

- a) Expound the statement, "performance is a function of ability, motivation and opportunity". (5 marks)

- b) Discuss disadvantages of sole proprietorship as a form of legal business ownership (10 marks)

**Question three (15 marks)**

- a) Examine five factors that business managers/owners should consider when deciding on which form of business organization is best. (10 marks)
- b) Explain five importance of motivation to the organization and to the employees. (5 marks)

**Question four (15 marks)**

- a) What are the implications of theory X and theory Y for motivation practices? (5 marks)
- b) Democratic leadership style is when the authority and decision-making power are decentralized to the subordinates. Discuss five advantages of a democratic leader. (10 marks)

**Question five (15 marks)**

- a) Examine six elements of a business plan. (12 marks)
  - b) Describe the three needs isolated by McClelland and show how they are related to individual behavior. (3 marks)
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