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UNIVERSITY EXAMINATIONS

**EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR OF
AGRIBUSINESS MANAGEMENT**

AGBM 102: PRINCIPLES OF MANAGEMENT

STREAMS: BSC AGBM Y1S2 ODEL

TIME: 2 HOURS

DAY/DATE: WEDNESDAY 12/04/2023

2.30 P.M – 4.30 P.M

INSTRUCTIONS:

Answer question one (compulsory) and any other THREE questions

Do not write on the question paper

QUESTION ONE (25 MARKS)

- (a) Explain the different performance appraisal systems followed in an agribusiness organization. [10 marks]
- (b) 'Future keeps on moving. It may not be possible to predict future changes accurately and provide for them in plans'. Discuss. [5 marks]
- (c) Discuss Henri Fayol's contribution to modern management. [10 marks]

QUESTION TWO (15 MARKS)

- (a) Explain three ways to find out what kind of structure is needed to attain the objectives of a specific business. [6 marks]
- (b) Discuss the various skills needed by managers and how they relate with the management levels. [9 marks]

QUESTION THREE

- (a) When you become a manager, which five criteria will you consider to determine your span. [10 marks]
- (b) Explain five criticism of the human relations approach. [5 marks]

QUESTION FOUR

- (a) Comprehensive planning emerges as relatively new concept these days in management arena. On the basis of the knowledge, how would you define the concept and its significance. [5 marks]
- (b) Explain five instances where business strategy of an agribusiness firm failed to give expected results. [10 marks]

QUESTION FIVE (15 MARKS)

- (a) Explain the relationship between planning and control functions of a manager. [10 marks]
- (b) Discuss five main characteristics of a leader. [5 marks]
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