

CHUKA UNIVERSITY
UNIVERSITY EXAMINATIONS

**EXAMINATION FOR THE AWARD OF BACHELOR OF COMMERCE, PROCUREMENT AND LOGISTIC
MANAGEMENT, AGRIBUSINESS MANAGEMENT AND COMMUNITY DEVELOPMENT**

BOM 103: PRINCIPLES OF MANAGEMENT

INSTRUCTIONS:

Answer Question ONE and any other TWO Questions

Question 1

BANA company limited is an upcoming organization aiming to open different branches in Kenya, it has employed you as the managing director and tasked to lead a team of managers to identify and group the activities of the organization and also recruit employees to perform the identified duties. The team has experienced different problems in the process and turned to you for advice. In detail discuss the following with the team;

- a. Different ways that the team can structure the organization (10 marks)
- b. Any five administrative principles by Henry Fayol and how they can be applied in this organization. (10 marks)
- c. Factors that may affect the recruitment of qualified staff for the performance of the identified duties. (10 marks)

Question 2

- a. Controlling is backward looking, whereby the management measures if the set goals have been attained. Using this argument explain the importance of an effective control system. (10 marks)
- b. Managers face a lot of rapid changes from the external environment and this affects their decision-making process. Discuss different elements in this environment showing how they affect management decisions. (10 marks)

Question 3

- a. Briefly discuss different leadership styles that you as a manager can employ to direct employees. (10 marks)
- b. Discuss different characteristics of an organization management (10 marks)

Question 4

- a. Discuss the levels of management clearly stating management skills critical at every level. (10 marks)
 - b. Briefly discuss the factor to consider when deciding whether to centralize or decentralize decisions. (10 marks)
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