



MAASAI MARA UNIVERSITY

**REGULAR UNIVERSITY EXAMINATIONS
2017/2018 ACADEMIC YEAR
FIRST YEAR SECOND SEMESTER**

**SCHOOL OF BUSINESS AND ECONOMICS
BACHELOR OF COMMERCE**

**COURSE CODE: BCM 1207
COURSE TITLE: THEORY AND PRACTICE OF
MANAGEMENT**

DATE: 2ND MAY 2018

TIME: 1100-1300HRS

INSTRUCTIONS TO CANDIDATES:

Answer Question ONE and any other THREE Questions

THIS PAPER CONSISTS OF TWO PRINTED PAGES

Question One.

- a) i) Define the term management? **[1 marks]**
- ii) Managers must have specific skills and play certain roles in organizations if they are to inspire employees to meet organizational objectives; explain **[8 marks]**
- b) In the study of Theory and Practices of Management, managers borrow heavily from major theories and theorist from the past in order to manage organizations effectively; Trace the evolution of management thought, major theorists of the eras and the distinguishing features of each thought through at least four eras **[8 marks]**
- c) Several approaches to decision – making offer insight into the process by which managers arrive at their decisions; describe the rational approach to decision – making process **[8 marks]**

Question Two.

Abraham Maslow in his needs theory states that a lower level set of needs has to be satisfied before an individual move to the next level of needs: discuss this notion and its implications for management today **[15 marks]**

Question Three.

- a) A chief executive officer cannot perform all the activities in organization; delegation is of great importance therefore, discuss the principles of delegation **[7 marks]**
- b) Managers practice Controlling by measuring and correcting of activities of subordinates to ensure that events conform to plan, evaluate the control techniques a manager must employ depending on the type of situation that exists **[8 marks]**

Question Four.

Describe how Henri Fayol's 14 management principles have affected management of wildlife organizations today **[15 marks]**

Question Five.

The process of combining jobs into groups or departmentalization is part of the organization process; evaluate the factors that determine departmentalization in organizations **[15 marks]**

Question Six.

Staffing is basically a dynamic process and is affected by a variety of factors: discuss **[15 marks]**

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