



COLLEGE OF BUSINESS, PEACE, LEADERSHIP AND GOVERNANCE

NMMS206: MANAGEMENT THEORY AND PRACTICE

END OF SEMESTER EXAMINATIONS

NOVEMBER 2022

LECTURER: NERA, G

DURATION: (3HRS)

INSTRUCTIONS

1. Answer all questions in **Section A** and any **THREE** questions in **Section B**.
 2. Use only the Examination Answer Book provided. Obtain a Continuation Answer Book if necessary.
 3. Write legibly and concisely
 4. You are expected to give a critical analysis of each question.
 5. Provide the following information on the cover page of the Examination Answer Book.
 - 5.1 Write your University I.D. number clearly in the space provided. Do not write your name on the Answer Book.
 - 5.2 Write the Course Code & Course Title indicated above in the space provided.
 - 5.3 For Faculty write 'CBPLG'
 - 6.4 For Academic Year write 2022/2023
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Section A: Answer One Question

1. Discuss the managerial implications of Henry Fayol's 14 Principles of Management highlighting their importance in understanding management today. **[25]**

Section B: Choose any three questions

2. a. State the conditions under which individuals make decisions. **[5]**
b. Discuss the three basic models of decision making illustrating how they assist managers in making different decisions. **[20]**
3. Discuss how Abraham Maslow's hierarchy of needs theory can be used to motivate employees working in an organization with a functional organizational structure. **[25]**
4. a. According to PENDLEBURY et al (1998), there are around ten (10) key approaches to ensuring successful implementation of a Change Programme. Discuss these activities, skills and competencies required for successful implementation of a change programme. **[15]**
b. Why do people resist change and what strategies can Management use in an organization to minimize such resistance and ensure smooth change adoption? **[10]**
5. a. What style of leadership is needed to motivate people to undertake change? **[5]**
b. Distinguish transactional and transformational leadership. **[20]**

All the Best!!