



PIONEER INTERNATIONAL UNIVERSITY

Powered by Intellect, Driven by Values.

UNIVERSITY EXAMINATIONS

ACADEMIC YEAR: 2020/2021

UNIT NAME: PRINCIPLES OF MANAGEMENT

SEMESTER: SEPT - DEC 2021

UNIT CODE: MAGT 1110

DATE: DEC 2021

TIME: 2 HOURS

Instructions: Answer SECTION A (Compulsory) and Any Other Two Questions

IMPORTANT NOTICE !!!!!!!!!!!

The following are the possible consequences if found guilty of an Examination Offence:

- a) Expulsion from the University.
- b) Academic Leave.

SECTION A (30Marks)

QUESTION ONE [30Marks]

- a. Using relevant example "Management and leadership are paramount for the success of an organization". Discuss [4 Marks]
- b. Describe qualities of an effective control system in management [4 Marks]
- c. "Managers are Born NOT Made" critic this statement [3 Marks]
- d. Different the features of Classical Theory and Scientific Theory Of Management [4 Marks]
- e. Discuss similarities of McGregor Theory X and Y AND Behaviorial Theory [4 Marks]
- f. Describe the PESTEL factors and their relevance to organizations management [5marks]
- g. Explain the **TRAIT** and **CONTIGENCY** management theory and relevance in contemporary management [4Marks]
- h. Explain the how Key Performance Indicators (**KPI**) can be used in management to measure [2Marks]

SECTION B[40 MARKS]

QUESTION TWO (20 MARKS)

- a) Mary Parker Follet's key contributions to management and their application in modern management using appropriate examples (10 Marks)
- b) Identify the key functions of management and their relevance (5marks)
- c) Explain how Key Planning Processes help in management process (5marks)

QUESTION THREE (20 MARKS)

- a. Discuss how the nature of management jobs creates the possibility for ethical abuses. What is the importance of ethical behavior in your country organizations? 10marks
- b. Explain what practical steps managers can take to improve ethical decision making (10marks)

QUESTION FOUR (20 MARKS)

- a. Explain why Technological Innovation matters to companies Today management [10marks]
- b. Discuss using appropriate examples the different methods that managers can use to effectively manage innovation in their organizations. [10 Marks]

QUESTION FIVE (20 MARKS)

- a. Describe using relevant examples the different methods that managers can use to better manage change as it occurs. [10 Marks]
- b. Identify and clearly explain using relevant examples how to manage four kinds of employee separations in the context of managing human resources. [5 Marks]
- c. Give the process of recruitment and selection in an organization [5Marks]