



MAASAI MARA UNIVERSITY

**REGULAR UNIVERSITY EXAMINATIONS
2022/2023 ACADEMIC YEAR
FIRST YEAR SECOND SEMESTER**

**SCHOOL OF BUSINESS AND ECONOMICS
DIPLOMA IN BUSINESS MANAGEMENT**

COURSE CODE: DBM 01

**COURSE TITLE: PRINCIPLES AND
PRACTICE OF MANAGEMENT**

DATE: 24/4/2023

TIME: 0830-1030 HRS

INSTRUCTIONS TO CANDIDATE

Answer Question **ONE** and any other **THREE** questions

QUESTION ONE (25 MARKS)

- a) Describe the characteristics of management.(5marks)
- b) Explain the functions of management (10marks)
- c) Explain the challenges associated with employee motivation. (10marks)

QUESTION TWO

- a) Discuss the steps in planning.(6marks)
- b) Conflicts are inevitable in organizations. Discuss the various conflict management styles. (9 marks)

QUESTION THREE

Discuss the various theories of leadership.(15marks)

QUESTION FOUR

- a) Henry Fayol, also known as the 'father of modern management theory' gave a new perception of the concept of management. Discuss seven principles of management created by Henry Fayol(7marks)
- b) Describe the human relations approach to management. (8 marks)

QUESTION FIVE

- a) Explain the skills of a manager in an organization. (6 marks)
- b) Discuss how management can respond to a changing environment.
(9 marks)

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