



**TECHNICAL UNIVERSITY OF MOMBASA**  
***Faculty of Business & Social Studies***

DEPARTMENT OF BUSINESS STUDIES

DIPLOMA IN BUSINESS ADMINISTRATION  
DIPLOMA IN BUSINESS MANAGEMENT  
DIPLOMA IN ACCOUNTANCY

**BMG 2102: PRINCIPLES AND PRACTICE OF MANAGEMENT**

END OF SEMESTER EXAMINATIONS

**SERIES:** APRIL 2015

**TIME:** 2 HOURS

**INSTRUCTIONS:**

- This paper consists of **FIVE** questions.
- Answer question **ONE (Compulsory)** and any other **TWO** questions.
- Do not write on the question paper

***This paper consists of Two printed pages.***

### **QUESTION 1 (Compulsory)**

- a) Describe the term “Management”. **(4 marks)**
- b) Describe the salient features of management. **(12 marks)**
- c) Management is an art. Support this statement. **(10 marks)**
- d) Highlight the importance of management. **(4 marks)**

### **QUESTION 2**

- a) Explain the 14 principles of management by Henry Fayol. **(14 marks)**
- b) Describe the roles of top level management. **(6 marks)**

### **QUESTION 3**

- a) Explain **FIVE** characteristics of planning. **(10 marks)**
- b) Planning is of paramount importance for an organization. Discuss. **(10 marks)**

### **QUESTION 4**

- a) Discuss the **FIVE** principles of organization. **(10 marks)**
- b) Once a Managers job grows beyond his personal capacity, his success lies in multiplying himself through delegation of authority. Explain the reasons for delegation. **(10 marks)**

### **QUESTION 5**

- a) Explain the techniques of directing. **(10 marks)**
- b) Discuss the differences between leadership and management. **(10 marks)**