



TECHNICAL UNIVERSITY OF MOMBASA

School of Business

Department of Business Administration

SPECIAL/SUPPLEMENTRY UNIVERSITY EXAMINATION

FOR:

DIPLOMA IN PROCUREMENT MANAGEMENT

DIPLOMA IN LOGISTICS AND TRANSPORT MANAGEMENT

DIPLOMA IN HUMAN RESOURCE MANAGEMENT

DIPLOMA IN BUSINESS MANAGEMENT

DIPLOMA IN ACCOUNTANCY

DIPLOMA IN SALES AND MARKETING

DIPLOMA IN SUPPLY CHAIN MANAGEMENT

BMG 2102: MANAGEMENT PRACTICE

SERIES: JULY 2025

TIME: 2 HOURS

DATE: Pick Date Jul 2025

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of five questions. Attempt question ONE (Compulsory) and any other TWO questions.

Do not write on the question paper.

Question One

- a) Explain five leadership qualities that a manager should possess in order to be effective (10 marks)
- b) Describe five demerits of adopting a matrix organizational structure (10 marks)

- c) Explain five benefits that may accrue to an organization from establishing an effective co-ordination function (10 marks)

Question Two

- a) Outline five objectives of budgetary control (10 marks)
- b) Explain five traits that define a good leader (10 marks)

Question Three

- a) Highlight five duties of a middle level manager in an organization (10 marks)
- b) Explain five reasons why the planning function is important to an organization (10 marks)

Question Four

- a) Outline five characteristics of management (10 marks)
- b) Explain five reasons that could make plans fail to achieve set objectives (10 marks)

Question Five

- a) Explain five criticisms that are labelled against the use of the scientific theory in modern management practice (10 marks)
- b) Describe five factors that may influence the span of control in an organization (10 marks)