



TECHNICAL UNIVERSITY OF MOMBASA

School of Business

Department of Business Administration

UNIVERSITY EXAMINATION FOR:

BACHELOR OF BUSINESS AND OFFICE MANAGEMENT

BOM 4102 : INTRODUCTION TO BUSINESS MANAGEMENT

SPECIAL/SUPPLEMENTARY EXAMINATION

SERIES: JULY 2025

TIME: 2HOURS

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) By use of examples discuss the role of small business in development of Kenyan Economy. (10 marks)
- b) Give reasons why it is beneficial for one to be in a partnership form of Business than in a sole proprietorship. (8 marks)
- c) Discuss the various factors that an entrepreneur needs to consider before starting a Business in Kenya. (8 marks)
- d) What are the criteria of evaluating ethical business from an unethical. (4 marks)

Question TWO

- a) "Business enterprises does not operate in a vacuum "in reference to the statement discuss the key macro environmental factors in a business. (10 marks)
- b) What is the meaning of factors of production in business? (2 marks)
- c) Discuss four factors of production in business and their rewards. (8 marks)

Question THREE

- a) Mwangi has just graduated from the University. He intends to start a Business College. Discuss the various Possible Sources of finance for his business. (10 marks)
- b) When registering a company there are various documents that should be submitted to the registrar of company. Define a Memorandum of Associated and explain its contents. (10 marks)

Question FOUR

- a) XYZ banks sponsors at least forty secondary school students up to form four throughout the country. Discuss the benefits likely to enjoyed by the bank from this act. (10 marks)
- b) Management is involved in coordinating all factors of production so that they can contribute positively to the organizational goals. Describe the functions of management. (10 marks)

Question FIVE

- a) Functional structure groups people together because they hold similar positions in an organization, perform a similar set of tasks, or use the same kind of skills. Describe the motivational advantages of a functional structure. (10 marks)
- b) The managerial function of staffing involves manning the organization structure through proper and effective selection, appraisal and development of the personnel to fill the roles assigned to the employers/workforce. State and explain the nature of staffing function. (10 marks)