



**KIBABII UNIVERSITY COLLEGE**

*(A Constituent College of Masinde Muliro University of Science Technology)*

P.O. Box 1699-50200 Bungoma, Kenya

Tel. 020-2028660/0708-085934/0734-831729

E-mail: [enquiries@kibabiiuniversity.ac.ke](mailto:enquiries@kibabiiuniversity.ac.ke)

**UNIVERSITY EXAMINATION**  
**SCHOOL OF BUSINESS MANAGEMENT**  
**MAIN EXAMINATION**

**COURSE CODE: DIB 102**

**COURSE TITLE: PRINCIPLES OF MANAGEMENT**

**DATE:**

**TIME:**

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**INSTRUCTIONS**

**Answer all questions in section A and any two questions in section B**

## SECTION A

1. Explain the objectives that management aims to achieve (5 marks)
2. Explain the fundamental feature of management that are universal (5 marks)
3. Explain the fundamental importance of having efficient leadership in organization (5 marks)
4. Why is the concept of managing time very important in the modern organization (5 marks)
5. State and explain in details any FIVE methods management can adopt in order to motivate employees to work effectively (5 marks)
6. Explain the principles to be observed for effective decision making (5 marks)

## SECTION B ANSWER TWO QUESTIONS

7. a) For devolution to be effective in Kenya management has to observe various management functions. Discuss. (12 marks)  
b) Explain briefly why some managers get involved in unethical behavior (4 marks)  
c) What contribution did the behavioral approach make to management (4 marks)
8. a) Describe the criteria that management control system should fulfill for it to be effective. (7 marks)  
b) “Coordination implies an orderly pattern or arrangement to ensure unity” state and explain four characteristics that coordination must uphold (8 marks)  
c) Explaining limitations of scientific management approach as a means of improving efficiency in an organization (5 marks)
9. a) Highlight and explain the essentials of a successful communication (10 marks)  
b) State and explain the importance of delegation in organization (5 marks)  
c) Explain the reasons why organizations may decide to use autocratic style of leadership (5 marks)