



*(The University of Choice)*

**MASINDEMULIROUNIVERSITY OF  
SCIENCE AND TECHNOLOGY  
KISUMU CAMPUS**

**EXAMINATIONS  
2015/2016 ACADEMIC YEAR**

**FIRST YEAR FIRST SEMESTER EXAMINATIONS**

**FOR CERTIFICATE  
IN  
BUSINESS MANAGEMENT**

**COURSE CODE: CIB 100**

**COURSE TITLE: PRINCIPLES OF MANAGEMENT**

**DATE: SEPTEMBER, 2016 TIME: 2 HOURS**

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**INSTRUCTIONS TO CANDIDATES**

Answer question One and any other Two questions

## **SECTION A**

- (a) Management is a science discuss (10 MARKS)
- (b) Explain the three levels of planning (6 MARKS)
- (c) Briefly discuss the three managerial skills. (9 MARKS)

## **SECTION B**

### **QUESTION TWO**

- (a) State and explain the five functions of management. (10 MARKS)
- (b) Describe the levels of management found in organizations today. (5 MARKS)

### **QUESTION THREE**

Discuss Henri Fayol's 14 principles with appropriate illustrations where necessary. (15 MARKS)

### **QUESTION FOUR**

- (a) A logical extension of goal setting is management by objectives (MBO).  
Summarize the steps followed when using MBO approach. (10 MARKS)
- (b) Explain the benefits of management by objectives. (5 MARKS)

### **QUESTION FIVE**

- (a) Outline the benefits of social responsibility to an organization. (5 MARKS)
- (b) Briefly discuss the steps in planning. (10 MARKS)