



2nd SEM.2015/2016

THE UNIVERSITY OF SWAZILAND

FINAL EXAMINATION PAPER

PROGRAMME: B.SC. IN AGRICULTURAL ECONOMICS AND AGRIBUSINESS MANAGEMENT YR 1

COURSE CODE: AEM 104

TITLE OF PAPER: PRINCIPLES OF MANAGEMENT

TIME ALLOWED: TWO HOURS

- INSTRUCTIONS: 1. SECTION A: QUESTION ONE IS COMPULSORY**
- 2. SECTION B: ANSWER ANY THREE QUESTIONS**

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QUESTION 1 (COMPULSORY)

READ THE FOLLOWING CASE AND ANSWER THE QUESTIONS BELOW

TONY'S FAST FOODS

Tony's Fast Foods is a small fast-food outlet in Bellville, one of Cape Town's northern suburbs. It is located in an area that has a number of small factories and factory shops for clothes, computers, shoes and building products. From the outside it does not look like much. Squeezed between two small factories, it has a simple sign Tony's Fast Foods' with the Coca-Cola logo next to it. There is also not a lot of parking available in front of the business, with the closest parking lot being 100 metres away.

When you enter Tony's you are pleasantly surprised. The staff members are friendly and helpful, there is a wide range of food available, there are neat tables and chairs to sit at, and it is spotlessly clean. The food on offer ranges from fish and chips to lasagne, but the best part is that the food is freshly prepared, well presented and reasonably priced. There are also newspapers, sweets, cigarettes and cool drinks for sale. One shortcoming is that the variety of sweets and chocolates is limited and the newspapers are either tabloids or are in Afrikaans.

Even with the limited parking and unattractive exterior there are streams of customers who come and buy food, many of them sitting at the tables in the serving area. Other than might be expected, these customers don't just include employees from the businesses in those vicinity, but people appear to travel a fair distance to come and buy food here. Tony even has customers from the exclusive golfing school located over two kilometres away. Tony's Fast Foods has all these customers despite the fact that a restaurant belonging to a major franchise is located in the building across the road.

The key to success of the business appears to be the fact that Tony Duarte, the owner, follows a 'hands-on' approach to management. He is there majority of the time, and he is friendly and helpful. He supports his staff, guiding them and giving them encouragement. He continually observes his customers' needs and responds to these.

a) What elements of the internal environment have a direct impact on Tony's Fast Foods.
(20 MARKS)

b) What is the difference between an opportunity and a threat? Discuss using Tony's Fast Foods.
(20 MARKS)

SECTION B (ANSWER ANY THREE QUESTIONS)**QUESTION 2**

Describe the different roles of management in an organisation. Give examples.

(20 MARKS)

QUESTION 3

Enumerate on the different types of plans made at each level of management in an organisation of your choice. Give examples.

20 MARKS

QUESTIONS 4

Discuss the advantages and disadvantages of functional departmentalisation. **20 MARKS**

QUESTION 5

Discuss the five leadership styles that have emerged in contemporary management.

20 MARKS