

2nd SEM. 2017/2018



Page 1 of 3

UNIVERSITY OF SWAZILAND

PROGRAMME: B. Sc IN AGRICULTURAL ECONOMICS and AGRIBUSINESS MANAGEMENT

COURSE CODE: AEM 104

TITLE OF PAPER: PRINCIPLES OF MANAGEMENT

TIME ALLOWED: TWO (2) HOURS

INSTRUCTION: ANSWER QUESTION 1 AND ANY OTHER 3

DO NOT OPEN THIS PAPER UNTIL PERMISSION HAS BEEN GRANTED BY THE
CHIEF INVIGILATOR

QUESTION ONE (40 Marks)

- i. Management has been defined in many ways by different eminent authors. Give 5 definitions of management by these authors. **10 MARKS**
- ii. According to Henry Fayol, there are fourteen (14) principles of management. What are these principles? **14 MARKS**
- iii. Give five (5) differences between entrepreneur and manager **10 MARKS**
- iv. State and explain the three (3) managerial skills needed by a manager to perform effectively. **6 MARKS**

QUESTION TWO (20 Marks)

- i. What are the ten (10) evolution of management thought that you know? **10 MARKS**
- ii. Give two (2) contributors of the following school of management thought
 - a. Classical Theory **2 MARKS**
 - b. Management Process or Administrative Management Approach **2 MARKS**
 - c. Behavioural Science Approach **2 MARKS**
 - d. Contingency Approach **2 MARKS**
 - e. Operational Approach **2 MARKS**

QUESTION THREE (20 Marks)

- i. What are the processes involved in strategic planning? **10 MARKS**
- ii. What is the meaning of SWOT? **2 MARK**
- iii. What are the different types of plan and planning? (give brief explanation) **8 MARKS**

QUESTION FOUR (20 Marks)

- i. A stakeholder is an individual, institution, or community that has a stake in the operations of an organization or how it does business. Who are these stakeholders? **9 MARKS**
- ii. Classify them into inner cycle and outer cycle. **8 MARKS**
- iii. The stakeholders identified by managers to be most critical to the survival of their organization are 1----- 2----- and 3 ----- **3 MARKS**

QUESTION FIVE (20 Marks)

- i. Effective organizing depends on the mastery of several important concepts of bureaucracy. What are these concepts? **12 MARKS**
- ii. Give eight (8) out of the ten (10) types of structures in an organization? **8 MARKS**

QUESTION SIX (20 Marks)

- i. Write short notes on the following leadership style:
 - 1. Autocratic or Task Management Leadership **3 MARKS**
 - 2. Participative or Democratic Leadership **3 MARKS**
 - Laissez-faire or Free-rein Leadership and **3 MARKS**
 - 4. Paternalistic Leadership. **3 MARKS**
- ii. What are the properties of motivation? **8 MARKS**