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UNIVERSITY OF ESWATINI

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: **1.** ANSWER **ALL QUESTIONS**
2. EACH QUESTION CARRIES 25 POINTS

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CHIEF INVIGILATOR

QUESTION ONE

i. List 5 characteristics of management that you know. **5 MARKS**
ii. What are Mintzberg's 10 managerial roles? **10 MARKS**
iii. Henry Fayol identified five functions of management in his book. What are these functions? **5 MARKS**
iv. Distinguish between a leader and a manager (give 5 differences) **5 MARKS**

QUESTION TWO

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. **3 MARKS**
iii. The stakeholders identified by managers to be most critical to the survival of their organization are 1------------------ 2---------------- and 3 ------------------- **3 MARKS**
iv. State the six steps involved in stakeholder impact analysis. **6 MARKS**
v. What happens if managers did not take the various claims of stakeholders into account when making decisions? **4 MARKS**

QUESTION THREE

i. What are the most important theories of leadership?(Give 5) **5 MARKS**
ii. What are the six(6) core characteristics the majority of effective leaders possess under trait theory of leadership **6 MARKS**
iii. According to Abraham Maslow's hierarchy of needs theory, there are five (5) hierarchical categories of needs. State and explain these needs. **10 MARKS**
iv. What are the advantages of bureaucracy? **4 MARKS**

QUESTION FOUR

i. What are the determinants of business forecasts? **5 MARKS**
ii. Give five (5) techniques of forecasting **5 MARKS**
iii. What are the quantitative tools used in decision making? **3 MARKS**
iv. What are the process of decision making **7 MARKS**
v. Give five (5) out of the ten (10) types of structures in an organization? **5 MARKS**