



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja  
**FACULTY OF MANAGEMENT SCIENCES**  
**2020\_2 EXAMINATION** 1234

**Course Code: BUS 714**

**Course Title: PRINCIPLES OF MANAGEMENT**

**Credit Unit: 2**

**Instructions:**

1. Indicate your Matriculation Number clearly
2. Attempt Question 1 and any other two (2) questions
3. Question 1 is compulsory and carries 30 marks while the other 2 questions carry 20marks each
4. Present all your points in coherent and orderly manner

**Time Allowed: 2 Hours**

**EXAMINATION QUESTIONS**

1. (a) Competitive environment includes a number of factors impacting on the competitive behavior of the organization. Briefly discuss. **(10 Marks)**  
(b) Top managers of most organizations typically put a great deal of thought into designing an appropriate structure and these structures are hinged on certain variables. Explain. **(10 Marks)**  
(c) Discuss the Contingency Factors that influence the Structure Decision. **(10 Marks)**
2. (a) In an Organizational context, Leadership derives their power from the basic sources. Elaborate on these Sources. **(10 Marks)**  
(b) Organizational design is a process that involves decisions about Six (6) key Elements. Discuss. **(10 Marks)**
3. (a) Write Short notes on 'Time Log' and 'The Carrot -and- Stick Approach'. **(10 Marks)**  
(b) Explain Two (2) Broad Categories of the Resources available to an Organization **(10 Marks)**
4. (a) Explain any Five (5) Principles of Time Management. **(10 Marks)**  
(b) Briefly explain Four (4) Assumptions of Theory "Y". **(10 Marks)**