

**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**91, CADASTRAL ZONE, NNAMDI AZIKIWE EXPRESS WAY, JABI-ABUJA**  
**FACULTY OF MANAGEMENT SCIENCES**  
**JANUARY 2018 EXAMINATION QUESTIONS**

---

**Course Code: BUS714**

**Credit Unit: 2.**

**Course Title: Principles of Management**

**Time Allowed: 2 Hours.**

**Instructions: 1. Attempt Question 1 and any other two (2) Questions.**

**2. Question 1 is compulsory and carries 30 marks while the other 2 Questions carry 20 marks each.**

**3. Present all your points in coherent and orderly manner.**

---

**QUESTION 1 (Compulsory)**

- a) Explain Adam Smiths (1976) concept of division of labour. State why managers are regarded as resources and why they have to be efficient and effective(**10marks**)
- b) State the basic tenets of the Scientific Management, Administrative Management theorist and Human Relations theorist. What are the major contributions of the contemporary management school of thought?(**10marks**)
- c) Explain any five (5) of the basic principles of time management. (**10marks**)

**QUESTION TWO**

- a) Distinguish between specific and general environment. (**10 marks**)
- b) Elaborate on the stages employees go through during periods of change. (**10 marks**)

**QUESTION THREE**

- a) Critically examine how two (2) changes can be carried out without problems in an organization?(**10 marks**)
- b) Explain the six (6) box model for understanding organization presented by Weisberg (1987). (**10 marks**)

**QUESTION FOUR**

- a) Discuss the basis for the formation of organization (**10Marks**)
- b) Explain the organizational structure and design. What do you understand by the contingency approach to organizational design?(**10 Marks**)

**QUESTION FIVE**

- a) Differentiate between Abraham Maslows, hierarchical needs theory and Vroom's Expectancy Theory {**10 marks** }
- b) Compare and contrast Negative Physical Kita, Negative Psychological Kita, and Positive Kita. Which of these three in your opinion and in your environment is more effective? (**10 marks**)

