



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi –Abuja**  
**FACULTY OF MANAGEMENT SCIENCES**  
**DEPARTMENT OF BUSINESS ADMINISTRATION**  
**2024\_2 EXAMINATION**

**Course Title: Principles of Management**

**Course Code: BUS714**

**Credit Unit 2 Credits**

**Instruction: 1. Indicate your Matriculation Number Clearly**

**2. Attempt Question 1 and any other 2 questions**

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

**4. Present your points in coherent and orderly manner.**

**Time Allowed: 2 Hours**

**Question One**

- a. Review ten principles of management offered by Henri Fayol. 10 Marks
- b. Classify the two types of time at the disposal of a manager. 10 Marks
- c. What are the bases of power in the pre scientific management period 10 Marks

**Question Two**

- a. Simplify the nature of organization 10 Marks
- b. What are the fundamental reasons why people form organizations 10 Marks

**Question Three**

- a. McClelland theory of motivation is based on three major motives. identify and discuss the three motives. 10 Marks
- b. Distinguish between McGregor's Theory X and Theory Y 10 Mark

**Question Four**

- a. Appraise the Carrot-and-stick approach as a motivation theory 10 Marks
- b. State five assumptions that reflect practice and policies of conventional organisational structure. 10 Mark