



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja  
**FACULTY OF MANAGEMENT SCIENCES**  
**2020\_1 EXAMINATION**

**Course Code: BUS714**

**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**

1, Explain the need for the understanding of management theories which dominates each period to managers' organizations. **30Marks**

2a) How does Henry Mintzberg (1971) studied managers at work and classified their work roles.

**10Marks**

2b) Demonstrate the Sequence of the Performance of Managerial Functions with brief explanation.

**10Marks**

3a) Henry Fayol offered fourteen principles of management that he found useful in his career as an executive managing director. Summarize the principles.

**14Marks**

3b) Since Time is the most perishable of all resources. How does a manager secure time for her organization?

**6Marks**

4a) Discuss the Contingency Factors that influence the Structure Decision.

**10Marks**

4b) In an organizational context, leadership derives their power from the basic sources. Discuss.

**10Marks**

5a) Evaluate the Conventional assumptions of Theory X and Theory Y.

**10Marks**

5b) Analyze the motivation of Works of Maslow and Victor Vroom.

**10Marks**