



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja  
**FACULTY OF MANAGEMENT SCIENCES**  
**2023/2 EXAMINATIONS**

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**Course Code: BUS839**

**Course Title: Management Theory**

**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**

**Question One**

State the difference between vertical dimension of managerial jobs and horizontal dimension of managerial jobs with their differences in types .(30 marks)

**Question Two**

Manager and Leader Controversy can be viewed from many angles. In brief, discuss their difference under the following;(20 marks)

- i. Relations with others
- ii. Attitude towards self

**Question Three**

In the 1920s, management writers started to question the classical approach to management and changed their focus from the job itself to the people who perform the job. Briefly discuss the contribution of Mary Parker Follet and Hugo Munsterberg.(20 marks)

**Question Four**

Emerson worked mainly without contact with other pioneers of scientific management and emphasized the "great productivity of correct organisations". List and explain 10 Emerson principles of efficiency. **20 Marks**

**Question Five**

Briefly distinguish between the following terms

- i. Planning and Organizing
- ii. Leading and Controlling

**20 Marks**