



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja
FACULTY OF MANAGEMENT SCIENCES
DEPARTMENT OF BUSINESS ADMINISTRATION
2024 1 EXAMINATION

Course Title: Management Theory

Course Code: BUS 330

Credit Unit 3 Credits

Instruction: 1. Indicate your Matriculation Number Clearly

2. Attempt Question 1 and any other three (3) questions

3. Question 1 is compulsory and carries 25 marks while the other 3 questions carry 15 marks each.

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

Time Allowed: 2 Hours

Question One

- a. Management is seen as a profession and a process demanding the performance of a specific function. Discuss the various management functions that will enable a manager to accomplish organizational goals. 15 Marks
- b. A Leader not only influences his group but is also influenced by it. Discuss 10 Marks

Question Two

- a. Theory formulation has laid down steps. Discuss 10 Marks
- b. A principle approach that has its origins in the principles of war. State the five principles of war currently used by the U.S. Army. 5 Marks

Question Three

- a. Thinking in terms of functions rather than in terms of specific operations, and specific methods is one of the characteristics of a modern administrator. List ten fundamental thinking in terms of function that successful administrators does. 10 Marks
- b. Assuming you have been appointed as managing director of a newly established company within your environment. Suggest five principles of communication essential in establishing and maintaining objective authority in that organization 5 Marks

Question Four

- a. State three essential functions of the executive. 5 Marks
- b. What is the difference between content and process theories of motivation? 10 Marks

Question Five

- a. Discuss ways managers can reduce power-over 10 Marks
- b. Briefly examine the concept of universality of management 5 Marks