



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF BUSINESS, ECONOMICS AND ACCOUNTING

DEPARTMENT OF BUSINESS ADMINISTRATION AND MANAGEMENT

EXAMINATION PAPER

COURSE CODE : CBM121
COURSE TITLE : PRINCIPLES OF MANAGEMENT
DURATION : 3 HOURS
DATE : 05 OCT 2022
SPECIAL REQUIREMENTS : NONE

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Answer any **FOUR (4)** questions.
3. Begin each question on a new page.
4. The number of marks for each question or part question is shown in brackets []

Question 1.

Discuss why people, individuals or groups resist change and what can managers do to overcome resistance (25 Marks).

Question 2.

Identify the basic management skills and explain the major sources of these skills. Do managers at all levels require these skills? Evaluate giving examples (25 Marks).

Question 3.

It is crucial for leaders to know the surroundings of their organisation. Using relevant examples, Discuss how a manager can use environmental scanning in creating competitive advantage for an organisation (25 Marks).

Question 4.

Using practical examples, discuss the roles that a manager can play to successfully lead the organisation (25 Marks)

Question 5.

Douglas McGregor advances two beliefs about human behaviour that could be held and practiced by managers, discuss the two theories and explain in what situations they are applicable in the Zimbabwean context (25 Marks).

14:15 AM