

ZIMBABWE EZEKIEL GUTI UNIVERSITY

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**DEPARTMENT OF BUSINESS STUDIES**

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COURSE: PRINCIPLES OF MANAGEMENT

COURSE CODE: CBM102

**27 JULY 2017**

DURATION: 3 HOURS

**INSTRUCTIONS TO CANDIDATES**

1. No cell phones are allowed in the examination venue.
2. Answer any 4 (FOUR) 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

Using suitable examples, discuss why it is important for managers to do boundary spanning.

[Total 25 marks]

### Question 2

a. Discuss any two (2) organizational Control Techniques that an organization can adopt. [10 marks]

b. With the aid of examples, outline the three main types of plans that organizations may adopt. [15 marks]

[Total 25 marks]

### Question 3

a. What leadership style would you recommend for a company like ZEGU and why? [10 marks]

b. Discuss any three (3) strategies that can be used to motivate employees at an organization. [15 marks]

[Total 25 marks]

### Question 4

a. Discuss the two (2) types of recruitment strategies available to any given organization. [10 marks]

b. Briefly outline any three (3) factors which affect organizational design. [15 marks]

[Total 25 marks]

### Question 5

Using suitable examples briefly outline why employees resist change? [Total 25 marks]