



BOWEN UNIVERSITY, IWO

College of Management and Social Sciences

Business Administration Programme

First Semester 2021/2022 Examination

Level	: 300
Course Title	: Management Theory
Course Code	: BUS 301
Instruction	: Answer ANY 4 Questions
Time Allowed	: 3 Hours
Date	: 18 th March, 2022

1. Leadership helps in influencing the behaviors of individuals in the organization.
 - (a) Define Leadership (5 Marks)
 - (b) List and explain five approaches to Leadership (12^{1/2} Marks)

2. Management theory can be divided into Classical, Neo-Classical and Modern Management.
 - (a) Elucidate on the Classical Management theory (7^{1/2} Marks)
 - (b) State five contributors to the field of Management (10 Marks)

3. Management function involves the setting of goals and deciding how best to achieve the goals while a manager is a person who coordinate the efforts of others so as to achieve organizational goals.
 - (a) Who is a manager? (5 Marks)
 - (b) Succinctly describe five managerial functions. (12^{1/2} Marks)

4.
 - (a) Discuss the contributions of Robert Blake to Management (6^{1/2} Marks)
 - (b) Discuss the contributions of Jane Mouton to Management (6 Marks)
 - (c) Outline five leadership styles (5 Marks)

5.
 - (a) Describe the contributions of Abraham Maslow to Motivation (6^{1/2} Marks)
 - (b) Describe the contributions of McClelland to Motivation (6 Marks)
 - (c) Give five principles of Management by Henri Fayol (5 Marks)

6.
 - (a) Define Motivation (5^{1/2} Marks)
 - (b) Discuss factors within work environment that can demotivate employees (12 Marks)