



**KISII UNIVERSITY**  
**UNIVERSITY EXAMINATIONS**

**FIRST YEAR EXAMINATION FOR THE AWARD OF THE DEGREE OF**  
**BACHELOR OF SCIENCE IN AGRIBUSINESS MANAGEMENT AND**  
**AGRICULTURAL ECONOMICS/ANIMAL SCIENCE**  
**SECOND SEMESTER, 2023/2024**  
**(JANUARY-APRIL, 2024)**

**AGBM 102: PRINCIPLES OF MANAGEMENT**

**STREAM: Y1 S2**

**TIME: 2 HOURS**

**DAY: MONDAY, 12:00 – 2:00 P.M.**

**DATE: 08/04/2024**

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**INSTRUCTIONS**

- 1. Do not write anything on this question paper.***
- 2. Section A is compulsory and answer any TWO questions in Section B.***

**SECTION A – (40 MARKS)-COMPULSORY**

1. Explain any five motivational theories in management. (20 Marks)
2. Explain the main reasons why people resist change in an organization. (10 marks)
3. State and explain the three major leadership styles in an institution. (10 Marks)

**SECTION B – 30 Marks (Answer any three questions)**

4. According to Henry Fayol what are the qualities of a good manager. (10 Marks)
5. A manager should always replace 'I' with 'we' in all his conversations with workers. Explain the significance of this in an organization set up. (10 Marks)
6. Explain the advantages of group formation in a company. (10 Marks)
7. State and explain five strategies that can be used to effectively manage work force diversity. (10 Marks)
8. Discuss the process of organizational development. (10 Marks)