Instructions to candidates:
a) Time allowed: Three hours (plus an extra ten minutes' reading time at the start – do not write anything during this time)
b) Answer any FIVE questions
c) All questions carry equal marks. Marks for each question are shown in [ ]

1. a) Briefly define the term management. [6]
b) Identify Fayol's Principles of Management. [14]

2. 'Money is not considered to be a motivating factor to work.'
a) Consider this statement and identify the most important motivating factors to work. [8]
b) Making due reference to at least ONE theory on motivation, describe how other factors motivate people at work. [12]

3. Leading theorists on motivation refer to the needs of individuals. Making due reference to at least TWO of the relevant theorists, evaluate:
a) what these needs are [8]
b) how these needs might be grouped [12]

4. a) Examine how Management By Objectives (MBO) can contribute to planning of work. [10]
b) Explain the benefits for employees of using MBO as part of a performance appraisal procedure. [10]

5. Evaluate the most appropriate type of production that would be employed for the following:
a) Shipbuilding
b) A range of designer handbags
c) Stainless steel manufacture
d) 5G portable devices [5 each]

6. One of the responsibilities of management is the setting of corporate strategy and objectives of organisations. Examine how this directly influences Human Resource Planning. [20]

7. a) Briefly describe the product life cycle. [8]
b) With the aid of suitable examples and diagrams, explain the significance of the product life cycle to the production of digital radios. [12]

8. Using suitable examples to illustrate your answer, evaluate:
a) the effectiveness of time management for managers [10]
b) the main benefits of time management to employees of an organisation [10]