



## HIGHER EDUCATION PROGRAMMES

Academic Year 2023:	July - December
Formative Assessment 1:	Introduction to Business Management (HBMN102-1)
NQF Level, Credits:	5, 10
Weighting:	40%
Assessment Type:	Essay Questions
Educator:	L.Carolus
Examiner:	L. Carolus
Due Date:	8 September 2023
Total:	100 Marks

### Instructions:

- This paper consists of four (4) questions.
- It is based on Units 1 - 4 of your prescribed textbook.
- All questions are compulsory.
- Your assessment must be typed using the following guidelines:
  - Font: Arial
  - Font size: 12
  - Line spacing: 1.5
- A Copyleaks Report will be issued via ColCampus once the assignment is submitted. Please ensure that you follow the correct steps when uploading your assignment, to ensure that the Copyleaks Report is correctly issued. You should be working towards a similarity rating of 30% or less. Where a Copyleaks Cheat Detection Report is issued, your submission will automatically be treated as if you received a similarity rating in excess of 30%. Currently, no marks will be deducted for a similarity rating that exceeds 30%

**QUESTION 1****[30 Marks]**

- 1.1 Based on Maslow's hierarchy of needs, explain the importance of needs to the overall functioning of human beings and why it is important knowledge for business (20 marks)
- 1.2 Apply Maslow's hierarchy of needs to your business example. Be sure to discuss how business functions are impacted at each level. (10 marks)

**QUESTION 2****[30 marks]**

- 2.1 Discuss the value of a manager's role in an organisation. (22 marks)
- 2.2 Identify and discuss the first fundamental level of managerial activities. (8 marks)

**QUESTION 3****[24 marks]**

You have recently been promoted to a senior management position at your organisation and would like to make changes to certain structure divisions. One of those changes includes procurement procedures. Currently, each department is responsible for its own goods and services procurement which has not been working out. However, you encourage a change to one unit handling procurement for all departments.

- 3.1 Identify and discuss the change described in the scenario and its advantages and disadvantages. (17 marks)
- 3.2 To convince the board of the change, provide a detailed discussion of the disadvantages brought on by the current goods and services procurement process. (7 marks)

**QUESTION 4****[16 marks]**

You are part of an organisation whose basis is on a philosophy that strives to improve all aspects of operations together as a unit. This kind of improvement philosophy is of a certain management model.

Explain the principles that have come to govern this philosophy/model.

**Grand Total: 100 Marks**