



**NATIONAL OPEN UNIVERSITY OF NIGERIA
14/16AHMADU BELLO WAY, VICTORIA ISLAND, LAGOS
SCHOOL OF MANAGEMENT SCIENCES
MARCH, 2014 EXAMINATION**

Course Code: BUS812

Credit

Unit: 2

Course Title: Management Theory

Time Allowed: 2 hours

Instruction: Attempt the compulsory question and two other questions making a total of

three questions. The compulsory question carries 30 marks.

All the other questions carry 20 marks each.

Question No. 1 (COMPULSORY)

1. (a) William Glueck (1980) gave four reasons why managers plan. List and explain each of the four reasons.
(b) Planning is said to be the first function of management. Define planning as given by William Glueck.
2. (a) Explain in detail why managers need to have many plans at a particular time, not just relying on a single plan.
(b) Distinguish between "Strategy" and "Policy."
3. Planning is essential for the success of an organization. But, sometimes planning goes with difficulties and frustration. List and discuss the three (3) known planning problems.
4. The definition of the word "Management" has been torn apart by various authors and Following the multiplicity of perspectives on what management exactly means, explain the following:
 - (a) Management as a Science
 - (b) Management as a Profession
 - (c) Management as Leadership

5. (a) What do you understand by 'Managerial Work Agenda'?
- (b) List and explain the three factors influencing managerial work agenda.