



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**14/16 AHMADU BELLO WAY, VICTORIA ISLAND, LAGOS**  
**SCHOOL OF MANAGEMENT SCIENCES**  
**SEPTEMBER/OCTOBER 2015 EXAMINATION**

**COURSE CODE:** BUS839 **CREDIT UNIT 2**

**COURSE TITLE:** MANAGEMENT THEORY

**TIME ALLOWED:** 2 HOURS

**Instructions:**

1. Attempt question Number one (1) and any other two (2) questions.
2. Question number 1 is compulsory and carries 30 marks, while the other questions carry 20 marks each.
3. Present all your points in coherent and orderly manner

**Question No. 1 (COMPULSORY)**

1. (a) There are many ways by which you can look at the word “Manager.”  
In your own words, give a standard definition of “Manager” as an individual in charge of operations. **(15 marks)**
- (b) In an effort to achieve the set goals of an organization, a manager plays four essential roles. List and discuss extensively these four roles. **(15 marks)**

**Question 2**

2. (a) Define the word “ PLANNING.” Can an organization really succeed without planning? **(10 marks)**
- (b) Planning is regarded as a necessary function in an organization. Provide four (4) reasons why managers undertake planning activity as given by Gluck (1980). **(10 marks)**

**Question 3**

3. (a) There is a world of difference between policy and strategy. Discuss this issue with reference to the views of Brown & Moberg, (1980). **(12 marks)**
- (b) Under planning function, we have three main types of plan. List and discuss them. **(8 marks)**

**Question 4**

4. In today’s ever competitive business environment, no organization can succeed without planning. However, planning has its own difficulties and frustrations. Discuss in detail the three main planning problems. **(20 marks)**

**Question 5**

5. Managerial function has both vertical and horizontal dimensions. The vertical dimension of managerial job has three levels. List and discuss exhaustively these three levels.

**(20 marks)**