



**NATIONAL OPEN UNIVERSITY OF NIGERIA
14-16 AHMADU BELLO WAY, VICTORIA ISLAND, LAGOS
SCHOOL OF MANAGEMENT SCIENCES
JANUARY/FEBRUARY 2013 EXAMINATION**

Course Code: BHM712

Credit Units:

2

Course Title: Management Theory

Time Allowed: 2 hours

Instructions: 1. Attempt question number one (1) and any other two (2).

**marks
each.**

**2. Question number 1 is compulsory and carries 30
while the other 2 questions carry 20 marks**

3. Present all your points in coherent and orderly

manner

Questions:

(Compulsory question)

1. (a) What is planning?
(b) "If you fail to plan, you have automatically planned to fail"
Discuss the above statement in the light of William Glueck's four reasons why managers plan
2. Planning is essential for the success of an organization but it can be problematic sometimes.
Enumerate and discuss the three known planning problems facing every organization.
3. (a) Give the definition and purpose of leading
(b) Distinguish between "autocratic leader" and a "democratic leader"
4. (a) Discuss the central roles of a manager in an organization.
(b) List and explain the three types of managers we have.

5. (a) Who is a leader?
(b) List five roles a leader is expected to play.