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**University Examinations 2014/2015**

FIRST YEAR SPECIAL/SUPPLEMENTARY EXAMINATION FOR DEGREE OF MASTER OF BUSINESS ADMINISTRATION

**BFA 5125: CONTEMPORARY MANAGEMENT**

 **DATE: OCTOBER 2015 TIME: 3 HOURS**

**INSTRUCTIONS:** *Answer question* ***one*** *and any other* ***three*** *questions*

**QUESTION ONE (24 MARKS)**

You are the business development manager of Ubora Retail Supermarket. The organization management director has asked you to make a presentation to the management team on development of a business plan. Discuss the major components of this business plan, with relevant illustrations (25 Marks)



**QUESTION TWO (12 MARKS)**

Discuss the types and characteristics of effective goals that managers develop for their organizations today. (12 Marks)

**QUESTION THREE (12 MARKS)**

Discuss the strategic management process and the SWOT analysis for a company involved in motor spare part sales (12 Marks)

**QUESTION FOUR (12 MARKS)**

Discuss reasons that make managers make bad decisions and explain how they can overcome the challenges (12 Marks)

**QUESTION FIVE (12 MARKS)**

Analyze various organizational structures and explain how they can be used innovatively to influence performance in organizations (12 Marks)

**QUESTION SIX (12 MARKS)**

Discuss various management controls used by modern managers to enhance productivity in organizations (12 Marks)