

CRAWFORD UNIVERSITY

Dept of Administration and Management.

HARMATTAN EXAMINATIONS: 2020/2021 SESSION

COURSE: BUS 301 – Management Theory

INSTRUCTION: Attempt *four* questions in all. Question No 1 is compulsory. Time: 3Hrs

1. Distinguish between the following terms as used in Management Theory
 - a) Management and Leadership - 5 marks
 - b) Division of labour and Price rate systems- 5 marks
 - c) Contingency Approach and Systems approach - 5 marks. (TOTAL = 15 marks)
2. a) What do you consider as the strengths of the Scientific Management theory. 6 marks
b) What are the weaknesses of the Bureaucratic Management theory. - 9 marks. (TOTAL = 15 marks)
3. Using practical examples, explain any 10 Principles of Administrative theory - 15 marks
4. a) Briefly explain the research conducted by Elton Mayo at the Hawthorne Plant of Western Electric Company. - 9 marks
b) What is the significance of the above research to our understanding of *social man concept*. - 5 marks. (TOTAL = 15 marks).
5. a) Briefly discuss the sources of leadership power in organizations. - 9 marks
b) What are the strengths and weaknesses of traits theory of leadership. - 6 marks (TOTAL = 15 marks)
6. a) Explain *Content Theories of Motivation* - 3 marks
b) Suppose you are appointed to serve as a Branch Manager of Ecobank Limited, Alabata branch, Ogun state. Describe how you would employ the Maslow's Hierarchy of Needs Theory of motivation to drive improved performance in your bank. - 12 marks. (TOTAL = 15 marks).