



the
UNIVERSITY
of
GREENWICH

EXAMINATION PAPER: **ACADEMIC SESSION 2006/2007**

Campus: **Avery Hill**

School: **Architecture and Construction**

Programme: **BSc (Hons) Construction Business Management**
BSc (Hons) Construction Surveying Management
BSc (Hons) Real Estate

Course Code: **BUSI 1028**

Course Title: **Management I : Introduction to Management**

Level: **1**

Duration: **2 hours**

Date **11th May 2007, start 2 pm**

INSTRUCTIONS TO CANDIDATES & FOR INVIGILATORS

Answer FOUR questions from SIX.

All questions carry equal marks.

Candidates must comply with the “Instructions to Candidates” printed on the examination answer book.

1. Management consists of a number of functions, describe these functions and discuss the activities that are undertaken by managers to perform each function.

(25 marks)

2. a) Define Human Resource Management (HRM) and explain its characteristics.

(10 marks)

b) Discuss how the management of people contributes to the success of an organisation.

(15 marks)

3. You are about to be interviewed for the post of manager of a large department in another organisation. You know that the previous manager had resorted to deception and intimidation to get his way, that morale is low and the department is underperforming.

Referring to both content and process approaches to motivation, describe how you would convince the interview panel that you would be able to turn the department around.

(25 marks)

4. List, and briefly comment on, the main elements of an organisational structure.

(7 Marks)

a) Describe three different models that can be used to depict an organization.

(8 marks)

b) Explain the influence that organizational structure has on the behaviour of people in the organization.

(10 marks)

5. Discuss the development of theories of management and evaluate the relevance of these to management in the 21st century.

(25 marks)

6. a) Distinguish between management and leadership.

(8 marks)

b) Compare and contrast Traits and Styles [Behavioural] theories of leadership and discuss if they have relevance today.

(17 marks)