

**NATIONAL UNIVERSITY OF SCIENCE AND TECHNOLOGY
FACULTY OF COMMERCE
DEPARTMENT OF BUSINESS MANAGEMENT
DIPLOMA IN MANAGEMENT
GENERAL MANAGEMENT PRINCIPLES - MDP 1004**

**SUPPLEMENTARY EXAMINATION – SEPTEMBER 2007
TIME ALLOWED 3 HOURS**

INSTRUCTIONS TO CANDIDATES

- *Answer any four questions.*
- *Question may be answered in any order.*
- *All questions carry 25 marks.*

QUESTION 1

Discuss the various ways in which society exerts pressure on business and the methods businesses use to respond to these pressures. **[25 marks]**

QUESTION 2

Management is deciding what to do and getting other people to do it (Rosemary Stewart). Discuss. **[25 marks]**

QUESTION 3

Discuss the three approaches to planning, highlighting the advantages and disadvantages of each approach. **[25 marks]**

QUESTION 4

Discuss the factors that normally trigger change in organizations. Why would an organization opt for an external change agent as opposed to an internal change agent? **[25 marks]**

QUESTION 5

- (a) Discuss the characteristics of strategic decisions that make them different from other decisions in the organization. **[15 marks]**
- (b) What are the benefits of strategic management to an organization? **[10 marks]**

QUESTION 6

“Strategic Planning is a futile exercise in this current Zimbabwean situation”.
(Zimbabwean Business Executive). Discuss. **[25 marks]**