

**NATIONAL UNIVERSITY OF SCIENCE AND TECHNOLOGY  
DEPARTMENT OF CIVIL AND WATER ENGINEERING  
FACULTY OF INDUSTRIAL TECHNOLOGY  
BACHELOR OF ENGINEERING (HONOURS DEGREE  
PART III FIRST SEMESTER EXAM - APRIL 2009  
CIVIL ENGINEERING BUSINESS STUDIES 1 - TCW 3106**

**INSTRUCTIONS**

This paper contains **six questions**. Answer **Question 1** and **any other** four questions.  
Each question carries **20 marks**.

Time : 3 hours  
Total Marks: 100

**QUESTION 1**

Using examples, analyse ways in which changes in technological environment affect business. **[20 marks]**

**QUESTION 2**

Explain how the balance of managerial activities changes as we move up the hierarchy towards top management **[20 marks.]**

**QUESTION 3**

- (a) Outline McGregors Theory X and Theory Y. **[10 marks]**
- (b) Did McGregor produce a theory about different types of workers or different types of managers? Justify your answer. **[10 marks]**

**QUESTION 4**

- (a) What should be included in an induction program? **[10 marks]**
- (b) Evaluate the benefits of a formal programme of induction. **[10 marks]**

**QUESTION 5**

Staff planning is a dynamic and continuous process that all managers should have a good understanding and a basic competence.

Discuss.

**[20 marks]**

**QUESTION 6**

(a) Briefly discuss three specific objectives of the bargaining process. **[10 marks]**

(b) Discuss the bargaining framework. **[10 marks]**

**END OF PAPER**