

COMPETITIVE ENTRANCE EXAMINATION INTO HTTTC BAMBILI	
<b><u>CYCLE:</u> 1<sup>ST</sup> CYCLE</b> <b><u>LEVEL:</u> 1<sup>ST</sup> YEAR</b> <b><u>OPTION:</u> MANAGEMENT</b>	<b>Session: 2009</b>
<b>DURATION: 3hrs</b>	

**Answer any four questions of your choice. All questions carry equal marks. (15mrks)**

1. a) Distinguish between training and management development.  
b) Name and discuss the origin of 14 principles of management.
2. Explain the factors that affect motivation in a business organization.
3. Management commitment is required for safety and health policies. Comment on this statement.
4. State and explain the marketing management philosophies.
5. What management decisions are always taken from when a product is introduced into the market til when it declines and finally goes out of the market.