



SCHOOL OF PROFESSIONAL STUDIES

BACHELOR OF BUSINESS ADMINISTRATION

UNIT CODE: BAE 302, UNIT NAME: BUSINESS NETWORKING STRATEGIES

September – December 2018/2019 End Semester Exam - Time: 2 Hours

Instructions: Answer Question ONE (Compulsory) and any other TWO questions.

QUESTION ONE

- a) State and explain FIVE basic team dynamics in our organizations today. **[5 Marks]**
- b) Identify the FIVE stages of team development by Bruce Truckman **[5 Marks]**
- c) Briefly explain the importance of business networking in strategy formulation **[4 Marks]**
- d) Identify FOUR business networking groups in our society today **[4 Marks]**
- e) Describe how social media has influenced business networking **[4 Marks]**
- f) Explain FOUR business networking groups in our institutions today **[8 Marks]**
- g) Differentiate between team management and team building. **[2 Marks]**

QUESTION TWO

- a) Briefly explain FIVE methods of evaluating a manager **[5 Marks]**
- b) State and explain the major problems and guidelines of networking **[10 Marks]**

QUESTION THREE

- a) Briefly explain FIVE differences of Mc Gregor theory X and theory Y **[5 Marks]**
- b) What are the standard listed factors that motivate people **[10 Marks]**

QUESTION FOUR

- a) Identify FOUR differences between a formal and an informal group [5 marks]
- b) State and explain the main group dimensions characteristics found in groups [10 Marks]

QUESTION FIVE

- a) Briefly explain causes of stress to a manager in business today. [7 Marks]
- b) suggest ways on which a manger can overcome stress in his daily business [8 marks]