

**INTERIM JOINT MATRICULATION BOARD
AHMADU BELLO UNIVERSITY
ZARIA**



INTERIM JOINT MATRICULATION BOARD EXAMINATION 2016

SUBJECT: BUSINESS MANAGEMENT PAPER II

DATE SCHEDULED: WEDNESDAY 17TH FEBRUARY, 2016

TIME ALLOWED: THREE HOURS (3 HRS)

INSTRUCTION: Answer **FIVE (5)** questions only.

1. a) What are the advantages and disadvantages of corporation?
b) Clearly distinguish the differences between corporations and partnership businesses.
2. a) What is risk taking?
b) State and discuss the different types of risks to which a firm is exposed.
3. a) Discuss the requirements for effective segmentation of a market
b) Enumerate the benefits of market segmentation in Nigeria.
4. a) Discuss the nature and scope of Human Resource Management?
b) What are the functions of the human resource manager?
5. The directors of a company have decided to expand its business with modernized plant and machinery at an estimated cost of Twenty Million Naira (₦20,000,000.00). Discuss the various ways open to the company to raise the necessary finance.
6. a) Discuss the significance of personal selling.
b) What are the qualities of a good sales person?
7. a) Define training
b) Explain the advantages of training to the employees and the organization.
c) Distinguish between training and education.
8. Discuss the important issues involved in making promotion, transfer, demotion, and separation decisions.