

INTERIM JOINT MATRICULATION BOARD  
AHMADU BELLO UNIVERSITY  
ZARIA



**INTERIM JOINT MATRICULATION BOARD EXAMINATION 2016**

**SUBJECT:** BUSINESS MANAGEMENT PAPER II

**DATE SCHEDULED:** WEDNESDAY 17<sup>TH</sup> FEBRUARY, 2016

**TIME ALLOWED:** THREE HOURS (3 HRS)

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**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.
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