



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.
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