



PENINSULA
COLLEGE
GEORGETOWN

FINAL EXAMINATION

Programme Name	:	DIPLOMA IN LOGISTICS MANAGEMENT DIPLOMA IN BUSINESS STUDIES DIPLOMA OF ACCOUNTANCY DIPLOMA IN TRAVEL AND TOURISM MANAGEMENT
Course Code & Name	:	DBBM3013/TTM1133 INTRODUCTION TO MANAGEMENT
Duration	:	3 HOURS

INSTRUCTIONS TO CANDIDATES:

1. Please read the instructions given in the question paper **CAREFULLY**.
2. The question paper consists of **FOUR (4)** questions.
3. Answer **ALL** questions in the question paper.
4. Answers to the questions are to be written into the examination booklet.
5. Electronic dictionaries, lecture notes, files or any unauthorised materials except writing equipment are strictly prohibited.

This question paper must be submitted along with all used and/or unused rough papers and/ or graph papers (if any). Candidates are **NOT ALLOWED** to take any examination paper(s) used or unused out of the examination hall.

WARNING:

The Examination Board of Peninsula College Georgetown regards cheating as a very serious offence and will not hesitate to mete out the appropriate punitive actions according to the severity of the offence committed, and in the accordance with the clauses stipulated in the Students' Handbook, up to and including expulsion from Peninsula College Georgetown.

(This booklet contains 3 printed pages including this page)
DO NOT OPEN THIS BOOKLET UNTIL YOU ARE ALLOWED TO DO SO

Answer **ALL** questions on the separate sheet provided.

[100 marks]

1. a) i) Define the concept of **leadership**. (3 marks)
ii) Explain **SIX (6)** qualities of a leader. (12 marks)

- b) Discuss in detail **TWO (2)** primary traits of a successful leadership as mentioned by McCall and Lombardo. (10 marks)
Total: [25 marks]

2. a) Describe **FIVE (5)** differences of transformational leader and transactional leader with examples. (10 marks)

- b) Assess the **THREE (3)** initial stages of Maslow Hierarchy of Needs Theory with examples. (15 marks)
Total: [25 marks]

3. a) i) Define Control. (2 marks)
ii) Discuss **FIVE (5)** importance of controls. (10 marks)

- b) Financial control plays an important part to maintain the organization revenue and shareholders will always consider to invest if the company have progress revenue. Answer all the question below:
i) Write the correct equation to calculate the balance sheet. (1 mark)
ii) Prepare the income statement for ABX Company based on the given information below: (12 marks)

Salary	RM 7000
Water & Electricity	RM 2000
Insurance	RM 4000
Fuel	RM 300
Advertising	RM 500
Revenue from training	RM 10000
Merchandise sales	RM 15000
Tax	RM 3000

Total: [25 marks]

4. a) Describe **TWO(2)** importance of decision making. (4 marks)

b) (21 marks)

Pearl automobile Industry is one of the top leading automobile company in the market for more than 10 years and the company usually have huge net profits. Due to covid pandemic, the company has been effected with lower sales and decrease in profit. This problem makes the company owner worried about the future progress of their income.

You as the new marketing manager for the Pearl automobile industry are required to focus on how to handle this issue and find opportunities to grow and increase the profit of the company. Apply the **SEVEN (7)** steps in decision making for this improvement.

Total: [25 marks]

- END OF QUESTIONS -