



The Co-operative University of Kenya

END OF SEMESTER EXAMINATION DECEMBER-2016

EXAMINATION FOR THE DEGREE OF BACHELOR OF CO-OPERATIVE BUSINESS (BCOB YR II SEM II)

UNIT CODE: HCOB 2210

UNIT TITLE: NETWORKING STRATEGIES

DATE: 6TH DECEMBER, 2016

TIME: 2:00 PM – 4:00 PM

INSTRUCTIONS:

- Answer question **ONE (compulsory)** and any other **TWO** questions

QUESTION ONE

- (a) Discuss the factors that may enhance group cohesion within the organization (10 marks)
- (b) Examine the techniques of conflict management (10 mark)
- (c) Discuss the causes of organizational stress (10 marks)

QUESTION TWO

- (a) Change in an organization is inevitable. Discuss this statement (10 marks)
- (b) Discuss the signs of an effective team (10 marks)

QUESTION THREE

- (a) Examine the barriers of communication within the organizations (10 marks)
- (b) Describe the decision making process (10 marks)

QUESTION FOUR

- (a) Explain the types of business networking (10 marks)
- (b) Explain the following type of groups
 - i. Social
 - ii. Primary
 - iii. Secondary
 - iv. Reference

QUESTION FIVE

- (a) Explain the ways to eliminate stress at the workplace (10 marks)
- (b) Discuss the principles of inter organizational linkages (10 marks)