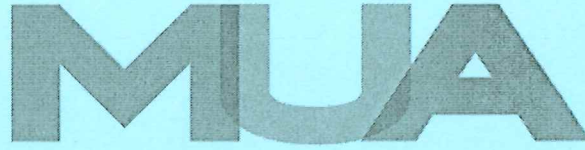


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**DIPLOMA UNIVERSITY EXAMINATIONS**  
**SCHOOL OF MANAGEMENT AND LEADERSHIP**  
**DIPLOMA IN MANAGEMENT AND LEADERSHIP**

**DML 106 : PRINCIPLES OF LEADERSHIP**

**DATE: 30<sup>TH</sup> MARCH 2022**

**DURATION: 2 HOURS**

**MAXIMUM MARKS: 70**

**INSTRUCTIONS:**

1. Write your registration number on the answer booklet.
2. **DO NOT** write on this question paper.
3. This paper contains **SIX (6)** questions.
4. Question **ONE** is compulsory.
5. Answer any other **FOUR** questions.
6. Question **ONE** carries **30 MARKS** and the rest carry **10 MARKS** each.
7. Write all your answers in the Examination answer booklet provided.

## QUESTION ONE

Read the Case Study below carefully and answer the questions that follow:

### A President Who Has Perfected the Art of Framing

Effective politicians know how to frame issues to their advantage. George W. Bush, during his first year in the US presidency, demonstrated his skill at framing when he successfully pushed his \$1.35 trillion tax cut through Congress. In his effort to get a tax cut passed, Bush rarely spoke about a tax cut. Instead, he continually spoke about "a refund for overcharged Americans." Providing a "refund" sounds a lot better to voters than giving "a tax cut to the rich."

Bush has used language in other ways to shape arguments in his favor. School vouchers, for instance, have long been unpopular. In his effort to enact education reform, he never used that term. Instead he speaks about "opportunity scholarships." How can anyone be against providing children, most from minority or low income families, with opportunities? Similarly, Bush's effort to repeal the estate tax made progress after he began calling it a "death tax." While the public might associate estates with the rich, who should pay taxes, a death tax sounds more egalitarian since everyone dies.

Bush should not be criticized for his use of framing. Every US president has engaged in the practice, some more successfully than others. Ronald Reagan, for instance, reshaped opinions when he christened the MX missile the *Peacekeeper* at the height of the cold war. Bill Clinton reshaped the debate over trade with China when he dropped the elitist sounding term "Most-Favored Nation" trade status and replaced it with the more egalitarian "Normal Trade Relations." (cont.)

### Required:

- a. leadership definition is composed of four basic components, each of which is essential and must be present if a particular relationship is to be called leadership, briefly list and explain (10 marks)
- b. As per the above case Describe leaders as shapers of meaning- Framing issues (10 marks)

- c. Elaborate president Bush Inspirational Approaches To Leadership as per the above case study. **(10 marks)**

## QUESTION TWO

- a) Explain the lesson learnt in Behavioral Theories in relation to Leadership? **(2 marks)**
- b) Briefly demonstrate what you understand about Trait Theories of Leadership **(4 marks)**
- c) Using a relevant example give an illustration of Behavioral Theories of Leadership **(4 marks)**

## QUESTION THREE

- a. State and explain the Role of a Mentor under the leadership content **(5 marks)**
- b. Give an assessment on the best traits of Effective Mentoring **(5 marks)**

## QUESTION FOUR

- a. Define a visionary leader and explain how Visionary leadership go beyond charisma. **(3 marks)**
- b. Propose some of the Qualities of a good of a Vision **(2marks)**
- c. Propose two skills a visionary leaders exhibit? **(2 marks)**
- d. leaders appear to have three qualities that are related to effectiveness in their visionary roles outline three **(3 marks)**

## QUESTION FIVE

- a. Compare and contrast a Transactional Leaders from Transformational Leaders?  
(5 marks)
- b. Transformational leadership is considered effective in any situation or culture. Transformational leadership works by encouraging followers to be more innovative and creative and by providing ambitious goals, showcase the Guidelines for Transformational Leadership  
(5 marks)

**QUESTION SIX**

- a) Define the term Ethical Leadership. (1 mark)
- b) Discuss how organizations can develop leaders at the supervisory level of management (5 Marks)
- c) Explain the four pillars of Corporate Governance as explained in Organization (4 Marks)