

Cork Institute of Technology  
Bachelor of Science in Computing – Award

(NFQ Level 7)

Autumn 2006

**Business Systems and Management**

(Time: 3 Hours)

Answer any 4 Questions.  
Use examples where possible.

Examiners: Ms. Michele McManus  
Dr. K. O'Duibichair  
Ms. M. Meagher

1. Planning is vital for success in business. According to Kotler, "if you fail to plan, you are planning to fail". Discuss the various stages that all organisations should go through when developing plans for the future. (25 Marks)
  
2. (a) Discuss 5 types of information systems that may be used by an organisation.(20 Marks)  
  
(b) Outline the important characteristics of an effective information system (5 Marks)
  
3. Explain, with the use of diagrams where possible, *three* of the following motivation theories:
  - Hierarchy of Needs
  - McClelland's Theory of Needs
  - Equity Theory
  - Reinforcement Theory(25 Marks)
  
4. Some people view conflict in the workplace as a negative issue, while others view conflict in a positive light. Based on what you have studied in class, which group would you agree with? Are there certain situations when conflict should be discouraged, and others when it may need to be stimulated? How can conflict be resolved and stimulated? (25 Marks)
  
5. 'There is no one best way to structure an organisation'. Discuss. (25 Marks)

# Management Information Systems Exam Papers

**KJ Lindholm-Leary**



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## **Table of Contents Management Information Systems Exam Papers**

1. Understanding the eBook Management Information Systems Exam Papers
  - The Rise of Digital Reading Management Information Systems Exam Papers
  - Advantages of eBooks Over Traditional Books
2. Identifying Management Information Systems Exam Papers
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Management Information Systems Exam Papers
  - User-Friendly Interface
4. Exploring eBook Recommendations from Management Information Systems Exam Papers
  - Personalized Recommendations
  - Management Information Systems Exam Papers User Reviews and Ratings
  - Management Information Systems Exam Papers and Bestseller Lists
5. Accessing Management Information Systems Exam Papers Free and Paid eBooks
  - Management Information Systems Exam Papers Public Domain eBooks
  - Management Information Systems Exam Papers eBook Subscription Services
  - Management Information Systems Exam Papers Budget-Friendly Options

6. Navigating Management Information Systems Exam Papers eBook Formats
  - ePub, PDF, MOBI, and More
  - Management Information Systems Exam Papers Compatibility with Devices
  - Management Information Systems Exam Papers Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Management Information Systems Exam Papers
  - Highlighting and Note-Taking Management Information Systems Exam Papers
  - Interactive Elements Management Information Systems Exam Papers
8. Staying Engaged with Management Information Systems Exam Papers
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Management Information Systems Exam Papers
9. Balancing eBooks and Physical Books Management Information Systems Exam Papers
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Management Information Systems Exam Papers
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Management Information Systems Exam Papers
  - Setting Reading Goals Management Information Systems Exam Papers
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Management Information Systems Exam Papers
  - Fact-Checking eBook Content of Management Information Systems Exam Papers
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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