

Question No : 1 of 27

Marks: 1 (Budgeted Time 1 Min)

All of the following are said to be the early advocates of Behavioral viewpoints EXCEPT :

Answer ( Please select your correct option )

☐ Robert Owen

☐ Hugo Munsterberg

☐ Mary parker Follett

☐ Max Weber

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Question No : 2 of 27

Marks: 1 (Budgeted Time 1 Min)

If you get more output from a given input, you have:

Answer ( Please select your correct option )

☐ Decreased effectiveness

☐ Increased effectiveness

☐ Decreased efficiency

☐ Increased efficiency

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Question No : 3 of 27

Marks: 1 (Budgeted Time 1 Min)

In Maslow's hierarchy of need, status is an example of which of the following need?

Answer ( Please select your correct option )

☐ Physiological

☐ Esteem

☐ Safety

☐ Social

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Question No : 4 of 27

Marks: 1 (Budgeted Time 1 Min)

If an individual knows the price of three similar cars at different dealerships, he or she is operating under what type of decision-making condition?

Answer ( Please select your correct option )

- ☐ Risk
- ☐ Uncertainty
- ☐ Certainty
- ☐ Factual

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Question No : 5 of 27

Marks: 1 (Budgeted Time 1 Min)

When an organization encounters an issue that requires resolution, but not very immediate action, it is called:

Answer ( Please select your correct option )

- ☐ Crisis problem
- ☐ Non- Crisis problem
- ☐ Opportunity problem
- ☐ Financial Problem

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Question No : 6 of 27

Marks: 1 (Budgeted Time 1 Min)

Most of the time lower level management of organizations have to deal with problems which are:

Answer ( Please select your correct option )

- ☐ Satisficing
- ☐ Well-structured
- ☐ Non-programmed
- ☐ Ill-structured

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Question No : 7 of 27

Marks: 1 (Budgeted Time 1 Min)

Which are the tools that managers can use to analyze their organization's environment?

Answer ( Please select your correct option )

- ☐ Strategic planning, environmental scanning, and TQM
- ☐ Forecasting, budgeting, and time management
- ☐ Environmental scanning, forecasting, and benchmarking
- ☐ Benchmarking, planning, and evaluating

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Question No : 8 of 27

Marks: 1 (Budgeted Time 1 Min)

Ali has decided to implement changes within the production process of his organization. This decision was based upon his review of how well the performance level of the organization is meeting the established goals for the company. He is practicing which of the following management functions.

Answer ( Please select your correct option )

- ☐ Planning
- ☐ Controlling
- ☐ Leading
- ☐ Organizing

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Question No : 9 of 27

Marks: 1 (Budgeted Time 1 Min)

Tax revenue is one of the significant resources of the city government, in which type of resource category tax revenue falls?

Answer ( Please select your correct option )

- ☐ Human resources
- ☐ Financial resources
- ☐ Physical resources
- ☐ Information resources

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Question No : 10 of 27

Marks: 1 (Budgeted Time 1 Min)

In order to survive in the competitive environment, R & D has become essential for each & every organization. This importance of R & D was first recognized in which of the following phase of management?

Answer ( Please select your correct option )

- ☐ Contemporary viewpoint
- ☐ Quantitative viewpoint
- ☐ Classical viewpoint
- ☐ Pre-classical viewpoint

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Question No : 11 of 27

Marks: 1 (Budgeted Time 1 Min)

Business environment has become dynamic due to the constant changes occurring in the world. In order to cope with such challenges, concept of \_\_\_\_\_ has emerged.

Answer ( Please select your correct option )

- ☐ Bureaucratic management
- ☐ Contingency management
- ☐ Operations management
- ☐ Knowledge management

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Question No : 12 of 27

Marks: 1 (Budgeted Time 1 Min)

Job activities performed by workers of an organization are served as:

Answer ( Please select your correct option )

- ☐ Input in a system
- ☐ Transformation process
- ☐ Output offered by organization
- ☐ Feedback from the environment

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Question No : 13 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the given issue is addressed by managers while leading the organizational members?

Answer ( Please select your correct option )

- ☐ Defining the organizational hierarchy
- ☐ Ensure team cohesiveness within teams
- ☐ Monitor routine activities to confirm effectiveness
- ☐ Setting long focus goals to be followed

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Question No : 14 of 27

Marks: 1 (Budgeted Time 1 Min)

The effectiveness of planning is more evident when:

Answer ( Please select your correct option )

- ☐ The plans are drafted
- ☐ The plans are actually implemented
- ☐ The plans are communicated among all
- ☐ The plans are more qualitative in nature

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Question No : 15 of 27

Marks: 1 (Budgeted Time 1 Min)

Someone who actively participates in management process through the four functions of planning, organizing, leading and controlling is known as:

Answer ( Please select your correct option )

- ☐ Manager
- ☐ Human resource
- ☐ Leader
- ☐ Chief executive

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Question No : 16 of 27

Marks: 1 (Budgeted Time 1 Min)

Specific surgery performed by a team of heart surgeons is an example of

Answer ( Please select your correct option )

- ☐ Division of labour
- ☐ Efficiency and effectiveness
- ☐ Planning and controlling
- ☐ Management process

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Question No : 17 of 27

Marks: 1 (Budgeted Time 1 Min)

The roots of modern management functions (planning, organizing, leading and controlling) lie in the work of

Answer ( Please select your correct option )

- ☐ Henry Gantt
- ☐ Lillian Gilbreth
- ☐ Henri Fayol
- ☐ Harrington Emerson

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Question No : 18 of 27

Marks: 1 (Budgeted Time 1 Min)

Today we see a lot of innovative products like Xerox copier, Polaroid camera and personal computer around us. Key factor behind such innovations is:

Answer ( Please select your correct option )

- ☐ Globalization
- ☐ Internet
- ☐ Entrepreneurship
- ☐ Social responsibility

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Question No : 19 of 27

Marks: 1 (Budgeted Time 1 Min)

Greater profit margin can be a \_\_\_\_\_ of a business organization.

Answer ( Please select your correct option )

- ☐ Mission
- ☐ Goal
- ☐ Plan
- ☐ Strategy

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Question No : 20 of 27

Marks: 1 (Budgeted Time 1 Min)

A home appliances company wants to improve their product quality in coming days. This is their:

Answer ( Please select your correct option )

- ☐ Mission
- ☐ Goal
- ☐ Plan
- ☐ Strategy

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Question No : 21 of 27

Marks: 1 (Budgeted Time 1 Min)

'Revolutionary Computers' is a local manufacturer of computer accessories. For the last 3 months the company is facing heavy losses in the sales of its manufactured USBs. Which suggestion will you propose to Revolutionary Computers?

Answer ( Please select your correct option )

- ☐ Invest more money in its production procedure
- ☐ Abruptly change the production procedure
- ☐ Get feedback from product users
- ☐ Increase the product price to 10 percent

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Question No : 22 of 27

Marks: 1 (Budgeted Time 1 Min)

Environment made up of specific outside elements within which an organization interfaces in the course of conducting its business is called:

Answer ( Please select your correct option )

- ☐ Internal environment
- ☐ External environment
- ☐ The task environment
- ☐ The mega environment

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Question No : 23 of 27

Marks: 3 (Budgeted Time 6 Min)

Explain the difference between self-actualization and esteem needs.

Answer ( Please [click here](#) to Add Answer )

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Question No : 24 of 27

Marks: 3 (Budgeted Time 6 Min)

Why countries strive to become part of an economic alliance?

Answer ( Please [click here](#) to Add Answer )

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Question No : 25 of 27

Marks: 3 (Budgeted Time 6 Min)

Elaborate the concept of 'Competitive intelligence'.

Answer ( Please [click here](#) to Add Answer )



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Question No : 26 of 27

Marks: 5 (Budgeted Time 10 Min)

Discuss the importance of planning in management.

Answer ( Please [click here](#) to Add Answer )



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Question No : 27 of 27

Marks: 5 (Budgeted Time 10 Min)

Identify the major elements of task environment which effect an organization.

Answer ( Please [click here](#) to Add Answer )



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