

Question No : 1 of 27

Marks: 1 (Budgeted Time 1 Min)

When managers motivate employees, direct the activities of others and resolve conflicts, they are performing which of the following functions of management?

Answer (Please select your correct option)

☐ Controlling

☐ Organizing

☐ Leading

☐ Planning

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Question No : 2 of 27

Marks: 1 (Budgeted Time 1 Min)

A field of expertise that is responsible for the production and delivery of an organization's products and services is called:

Answer (Please select your correct option)

☐ Management information system

☐ Operations management

☐ Marketing management

☐ Principles of management

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Question No : 3 of 27

Marks: 1 (Budgeted Time 1 Min)

The principle reason for formation of the regional trading alliance in Europe was to reduce the power of the United States and:

Answer (Please select your correct option)

☐ Japan

☐ Russia

☐ Canada

☐ Mexico

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Question No : 4 of 27

Marks: 1 (Budgeted Time 1 Min)

Once a manager has identified a problem, the next step would be the identification of:

Answer (Please select your correct option)

☐ Discrepancies

☐ Decision criteria

☐ Scenarios

☐ Factor weights

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Question No : 5 of 27

Marks: 1 (Budgeted Time 1 Min)

In case of a simple problem the assumptions of rationality can be met because of which of the following?

Answer (Please select your correct option)

☐ Goals are clear and alternatives are boundless

☐ Goals are unlimited and alternatives are limitless

☐ Goals are clear and alternatives limited

☐ Goals are boundless and alternatives are clear

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Question No : 6 of 27

Marks: 1 (Budgeted Time 1 Min)

The customs, norms, values and demographic characteristics of the society in which the organization functions are called:

Answer (Please select your correct option)

☐ The socio-cultural element

☐ The legal-political element

☐ The economic element

☐ The international element

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Question No : 7 of 27

Marks: 1 (Budgeted Time 1 Min)

As organization is defined as the structure formed by the union of two or more persons to achieve a common goal, which of the following is distinguished as an organization?

Answer (Please select your correct option)

- ☐ Government
- ☐ University
- ☐ Mosque
- ☐ All of the given options

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Question No : 8 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following is considered as the major resource, offered by the environment to most of the organizations?

Answer (Please select your correct option)

- ☐ Workforce
- ☐ Finances
- ☐ Information
- ☐ All of the given options

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Question No : 9 of 27

Marks: 1 (Budgeted Time 1 Min)

During which of the following era, the concept of bureaucracy within organizations had emerged?

Answer (Please select your correct option)

- ☐ Pre-classical era
- ☐ Classical era
- ☐ Quantitative era
- ☐ Contemporary era

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Question No : 10 of 27

Marks: 1 (Budgeted Time 1 Min)

Importance of workforce employed in an organization was first recognized during:

Answer (Please select your correct option)

☐ Pre-classical era

☐ Classical era

☐ Behavioral era

☐ Contemporary era

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Question No : 11 of 27

Marks: 1 (Budgeted Time 1 Min)

In order to maintain proper check & balance, utility stores manage their inventory on regular basis. This concept of inventory management is an illustration of:

Answer (Please select your correct option)

☐ Scientific management

☐ Behavioral management

☐ Management science

☐ Operation 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)

The decision regarding the organizations long-term & short-term objectives are made while performing:

Answer (Please select your correct option)

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

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Question No : 14 of 27

Marks: 1 (Budgeted Time 1 Min)

A set of ongoing coordinated activities that managers engage in – as they pursue the organizational goals is:

Answer (Please select your correct option)

- ☐ Planning
- ☐ Management
- ☐ POLCA
- ☐ Assurance

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Question No : 15 of 27

Marks: 1 (Budgeted Time 1 Min)

When Japanese automobile manufacturers entered in the US market, they began beating out the US competitors on the basis of:

Answer (Please select your correct option)

- ☐ Innovation
- ☐ Globalization
- ☐ Diversity
- ☐ Quality

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Question No : 16 of 27

Marks: 1 (Budgeted Time 1 Min)

The production manager of a company observed that workgroup of his employees develops its own notion of acceptable productivity and uses group pressure to ensure that no one deviates from this norm. This observation validates which of the following?

Answer (Please select your correct option)

- ☐ Abnormal psychology
- ☐ Administrative management
- ☐ Hawthorne studies
- ☐ Scientific management

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Question No : 17 of 27

Marks: 1 (Budgeted Time 1 Min)

An executive of an IT firm recognized an opportunity that no one was addressing the administrative problems faced by hospitals in Pakistan. So, he developed a special software package for hospitals. This opportunity was lying in:

Answer (Please select your correct option)

- ☐ General environment
- ☐ Mega environment
- ☐ Task environment
- ☐ Internal environment

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Question No : 18 of 27

Marks: 1 (Budgeted Time 1 Min)

A FMCG company predicts its demand by considering economic trends, availability of raw materials, household consumption patterns and other environmental forces. This process is called:

Answer (Please select your correct option)

- ☐ Planning
- ☐ Forecasting
- ☐ Environmental scanning
- ☐ Decision making

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Question No : 19 of 27

Marks: 1 (Budgeted Time 1 Min)

A project manager wants to show all activities involved in his project along with their planned duration and current status. Which tool is suitable for this purpose?

Answer (Please select your correct option)

- ☐ Gantt chart
- ☐ Simulation model
- ☐ PERT analysis
- ☐ Linear programming

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Question No : 20 of 27

Marks: 1 (Budgeted Time 1 Min)

A manager of a fertilizer company wants to minimize the distribution cost by devising a suitable delivery system from three production plants to seven warehouses in the country. Which decision tool will help him in this planning?

Answer (Please select your correct option)

- ☐ Gantt chart
- ☐ PERT analysis
- ☐ Linear programming
- ☐ Decision tree

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Question No : 21 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 : 22 of 27

Marks: 1 (Budgeted Time 1 Min)

The part of mega environment, that includes the attitudes, values, norms, beliefs, behaviors and associated demographic trends that are characteristics of a given geographic area, is called:

Answer (Please select your correct option)

- ☐ The socio-cultural element
- ☐ The international element
- ☐ The economic element
- ☐ The legal-political element

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Question No : 23 of 27

Marks: 3 (Budgeted Time 6 Min)

Describe the importance of Henry Fayol's principle of "equity" in an organization.

Answer (Please click here to Add Answer)

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Question No : 24 of 27

Marks: 3 (Budgeted Time 6 Min)

Differentiate between social obligation and social responsiveness.

Answer (Please click here to Add Answer)

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Question No : 25 of 27

Marks: 3 (Budgeted Time 6 Min)

Scenario analysis is adopted to develop effective strategies. What are the unique characteristic of this method?

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



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Question No : 26 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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Question No : 27 of 27

Marks: 5 (Budgeted Time 10 Min)

Can we apply decision making in the planning process of an organization? Discuss with examples.

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



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