



**Question No: 1 ( Marks: 1 ) - Please choose one**

\_\_\_\_\_ are those plans that are extended beyond three years.

- ▶ Short term plans
- ▶ Long term plans
- ▶ Specific plans
- ▶ Strategic plans

**Question No: 2 ( Marks: 1 ) - Please choose one**

\_\_\_\_\_ need involves the desire to affiliate with and be accepted by others.

- ▶ Esteem
- ▶ Belongingness
- ▶ Safety
- ▶ Self-actualization

**Question No: 3 ( Marks: 1 ) - Please choose one**

\_\_\_\_\_ is the recording system which enables sender to leave messages for receiver by telephone.

- ▶ Electronic mail
- ▶ Voice mail
- ▶ Videoconferencing
- ▶ Teleconferencing

**Question No: 4 ( Marks: 1 ) - Please choose one**

A motivational approach in which an organization's financial statements are opened to and shared with all of the employees is called \_\_\_\_\_

- ▶ Open-book management

- ▶ Pay-for-performance programs
- ▶ Reinforcement theory
- ▶ Feedback

**Question No: 5 ( Marks: 1 ) - Please choose one**

A \_\_\_\_\_ refers to the authority and responsibility for achieving the major goals of the organization.

- ▶ Line position
- ▶ Staff position
- ▶ Line authority
- ▶ None of the given options

**Question No: 6 ( Marks: 1 ) - Please choose one**

Needs that impel creativity and innovation, along with the desire to have a productive impact on our surroundings are \_\_\_\_\_ needs.

- ▶ Existence
- ▶ Relatedness
- ▶ Growth
- ▶ None of the given options

**Question No: 7 ( Marks: 1 ) - Please choose one**

\_\_\_\_\_ is the capacity to affect the behaviors of others.

- ▶ Leadership
- ▶ Power
- ▶ Trait
- ▶ Aggression

**Question No: 8 ( Marks: 1 ) - Please choose one**

A\_\_\_\_\_ is the combining of two or more companies into one organization.

- ▶ Merger
- ▶ Acquisition
- ▶ Diversification
- ▶ None of the given options

**Question No: 9 ( Marks: 1 ) - Please choose one**

The vertical flow of communication from lower level to one or more higher levels is \_\_\_\_\_

- ▶ Upward communication
- ▶ Downward communication
- ▶ Formal Communication
- ▶ Horizontal communication

**Question No: 10 ( Marks: 1 ) - Please choose one**

Inputs necessary for the group to operate are \_\_\_\_\_ inputs.

- ▶ Group size
- ▶ Work group
- ▶ Group task
- ▶ None of the given options

**Question No: 11 ( Marks: 1 ) - Please choose one**

Challenging goals usually lead to \_\_\_\_\_ performance from individuals and groups.

- ▶ higher
- ▶ lower

- ▶ excellent
- ▶ none of the given options

**Question No: 12 ( Marks: 1 ) - Please choose one**

The recently emerged type of managerial job is \_\_\_\_\_

- ▶ Top manager
- ▶ Middle manager
- ▶ First- line manager
- ▶ Team leader

**Question No: 13 ( Marks: 1 ) - Please choose one**

A \_\_\_\_\_ is an organizational design with low departmentalization, wide spans of control, authority centralized in a single person, and little formalization.

- ▶ Simple structure
- ▶ Divisional structure
- ▶ Functional structure
- ▶ Team based structure

**Question No: 14 ( Marks: 1 ) - Please choose one**

\_\_\_\_\_ is the extent to which power and authority are retained at the top organizational levels.

- ▶ Centralization
- ▶ Decentralization
- ▶ Departmentalization
- ▶ None of the given options

**Question No: 15 ( Marks: 1 ) - Please choose one**

\_\_\_\_\_ ratio measures how efficiently and effectively the firm is using its assets to generate profit.

- ▶ Liquidity
- ▶ Leverage
- ▶ Profitability
- ▶ Activity

Question No: 16 ( Marks: 1 )

Factors that eliminate dissatisfaction from job are \_\_\_\_\_

Question No: 17 ( Marks: 1 )

An organization's \_\_\_\_\_ is the organization's purpose or fundamental reason for existence.

Question No: 18 ( Marks: 1 )

\_\_\_\_\_ influences the goal-performance relationship.

Question No: 19 ( Marks: 1 )

\_\_\_\_\_ integration occurs when a business grows by becoming its own supplier.

Question No: 20 ( Marks: 1 )

The \_\_\_\_\_ performs symbolic legal or social duties.

Question No: 21 ( Marks: 1 ) - Please choose one

A policy is an explicit statement that tells managers what they ought or ought not to do.

- ▶ True
- ▶ False

Question No: 22 ( Marks: 1 ) - Please choose one

Organizing is to motivate and to inspire workers.

- ▶ True

► False

Question No: 23 ( Marks: 1 ) - Please choose one

A learning organization is one that has developed the capacity to continuously adapt and change.

► True

► False

Question No: 24 ( Marks: 1 ) - Please choose one

Charisma was once thought to be an inborn personality trait.

► True

► False

Question No: 25 ( Marks: 1 ) - Please choose one

Teams cannot vary in their purpose or goal.

► True

► False

Question No: 26 ( Marks: 3 )

**What is the difference between Theory X and Theory Y?**

Question No: 27 ( Marks: 3 )

**How rational decision making is affected by bounded rationality and satisficing?**

Question No: 28 ( Marks: 3 )

**Differentiate between Esteem need and Self-actualization need?**

Question No: 29 ( Marks: 3 )

**How strategy is helpful in the planning process?**

Question No: 30 ( Marks: 3 )

**Why motivation is important?**

Question No: 31 ( Marks: 10 )

**Being a manager in “an electronic company”, how would you set goals for your company?**

Question No: 32 ( Marks: 10 )

**Please describe the concept of using “power” by a leader to influence a non-performing worker?**