

# Professional Online Academy Vu Topper RM



MGT-503 Principles of Marketing

Update MCQ'S Mid Term

By Vu Topper RM



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Vu Topper RM

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**Question No:1**

**(Marks:1)**

**Vu-Topper RM**

In effective decision making, monitoring the work situation for changing circumstances that may indicate the emergence of a problem is called:

- A. Diagnosis stage
- B. Scanning stage**
- C. Problem identification
- D. Evaluating state

**Question No:2**

**(Marks:1)**

**Vu-Topper RM**

Once the complete information is gathered for solving the problem, the next step is:

- A. Identify the alternatives**
- B. Chose a course of action
- C. Gather information
- D. Define the problem

**Question No:3**

**(Marks:1)**

**Vu-Topper RM**

While making the rational decision, which of the following is the first step in decision making?

- A. Identify the alternatives
- B. Gather information
- C. Chose a course of action
- D. Define the problem**

**Question No:4**

**(Marks:1)**

**Vu-Topper RM**

Canada is a member country of which of the following alliance?

- A. All of the given options
- B. North American Free Trade Agreement (NAFTA)**
- C. European Union (EU)
- D. Association of Southeast Asian Nations (ASEAN)

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**Question No:5**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is NOT a step of an effective decision making process?

- A. Choosing alternative
- B. Reducing the impact of change**
- C. Identifying problem
- D. Implementation and monitoring

**Question No:6**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is NOT a purpose of World Trade Organization (WTO)?

- A. All of the given
- B. Promote regional trade with favored nations**
- C. Reduce the wasteful activities
- D. Promote global trade

**Question No:7**

**(Marks:1)**

**Vu-Topper RM**

Process by which managers identify problems and attempts to resolve them is known as:

- A. Job analysis
- B. Decision making**
- C. Decision taking
- D. Risk taking

**Question No:8**

**(Marks:1)**

**Vu-Topper RM**

During \_\_\_\_\_ stage, organizational activities are analyzed for changing conditions that indicate problems:

- A. Scanning**
- B. Diagnosis
- C. Implementation
- D. Categorization

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**Question No:9**

**(Marks:1)**

**Vu-Topper RM**

When a company meets pollution control standards established by federal government, it is referred as:

- A. All of the given
- B. Social obligation**
- C. Social Screening
- D. Social boycott

**Question No:10**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is the final step in the decision-making process?

- A. Identifying the problem
- B. Identifying decision criteria
- C. Selecting an alternative that can resolve the problem
- D. Evaluating the decision's effectiveness**

**Question No:11**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following statements best describes Social Responsiveness?

- A. Firm's obligation to meet its economic & legal responsibilities
- B. Applying social criteria to investment decisions
- C. Firm's obligation to pursue long term goals
- D. Firm's capacity to adapt to changing societal conditions**

**Question No:12**

**(Marks:1)**

**Vu-Topper RM**

Associations of different nations like European Union & NAFTA have been established to:

- A. Share the armies of each other
- B. Promote open trade among nations**
- C. All of the given options
- D. Stabilize the political systems

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**Question No:13**

**(Marks:1)**

**Vu-Topper RM**

Organizations can play role in addressing global environmental issues through all of the following ways EXCEPT:

- A. Depletion of natural resources**
- B. Greening of Management
- C. Avoiding industrial accidents
- D. Fulfilling their social obligation

**Question No:14**

**(Marks:1)**

**Vu-Topper RM**

In which one of the following views management's social responsibility goes well beyond the making of profits?

- A. Classical view
- B. Socioeconomic view
- C. Traditional view
- D. Social view**

**Question No:15**

**(Marks:1)**

**Vu-Topper RM**

The first step in the decision-making process is which of the following?

- A. Analyzing alternatives
- B. Developing decision criteria
- C. Allocating weights to the criteria
- D. Identifying a problem**

**Question No:16**

**(Marks:1)**

**Vu-Topper RM**

Which of the following alliance is developed among American countries?

- A. NAFTA**
- B. All of the given
- C. EU
- D. ASEAN

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**Question No:17**

**(Marks:1)**

**Vu-Topper RM**

If an individual has an idea about the prices of three similar cars at different dealers, he or she is operating under:

- A. Risk
- B. Threat
- C. Uncertainty**
- D. Certainty

**Question No:18**

**(Marks:1)**

**Vu-Topper RM**

Which of the following describe(s) a global marketplace?

- A. All of the given options**
- B. The entire world is a marketplace
- C. The potential for organizations to grow expands dramatically
- D. National borders are irrelevant

**Question No:19**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following ethical approaches exemplifies the belief that every person has fundamental human rights that should be respected as well as protected?

- A. Utilitarianism approach
- B. Individualism approach
- C. Rights approach**
- D. Justice approach

**Question No:20**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following problems requires an immediate action to resolve?

- A. Normative problem
- B. Crisis problem**
- C. Opportunity problem
- D. Non-crisis problem

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**Question No:21**

**(Marks:1)**

**Vu-Topper RM**

The socioeconomic view is that management's social responsibility goes beyond making profits to:

- A. Minimize the welfare of society in exchange for profits
- B. Protect and improve society's welfare**
- C. Place members of society on jobs
- D. Protect and improve the organization's profits

**Question No:22**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is a best approach to counter global market competition?

- A. Targeting elite class of the society
- B. Manufacturing low quality products
- C. Increasing profit margins by setting high prices
- D. Developing trade agreements**

**Question No:23**

**(Marks:1)**

**Vu-Topper RM**

XYZ Company has initiated social awareness programs in public primary schools to improve children's civic sense. This represents that company is:

- A. Legally responsible
- B. Economically responsible
- C. Socially responsible**
- D. Financially responsible

**Question No:24**

**(Marks:1)**

**Vu-Topper RM**

Which of the following approaches to ethical decision-making focuses on the consequences of an action?

- A. Moral rights approach
- B. Universalism approach
- C. Utilitarian approach**
- D. Justice approach

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**Question No:25**

**(Marks:1)**

**Vu-Topper RM**

Purpose of North American Free Trade Agreement (NAFTA) is to promote liberalized trade and increase efficiency among which of the following countries?

A. Pakistan, China, Bangladesh

**B. USA, Canada, Mexico**

C. Korea, China, Malaysia

D. Germany, England, India

**Question No:26**

**(Marks:1)**

**Vu-Topper RM**

France is a member country of which of the following alliance?

A. All of the given

B. North American Free Trade Agreement (NAFTA)

**C. European Union (EU)**

D. Association of Southeast Asian Nations (ASEAN)

**Question No:27**

**(Marks:1)**

**Vu-Topper RM**

XYZ Company has policy of employee's job security, career progress and ensures that replacements are available to fill vacancies. This company is practicing which one of the following principles?

**A. Stability of tenure of personnel**

B. Remuneration

C. Initiative

D. Esprit de corps

**Question No:28**

**(Marks:1)**

**Vu-Topper RM**

The degree to which subordinates are involved in decision making is which of the Fayol's 14 principles of management?

A. Unity of direction

**B. Centralization**

C. Esprit de corps

D. Unity of command

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**Question No:29**

**(Marks:1)**

**Vu-Topper RM**

Mega environment that includes the attitudes, values, norms, beliefs, behaviors and associated demographic trends that are characteristic of a given geographic area is called :

- A. The economic element
- B. The socio-cultural element**
- C. The international element
- D. The legal-political element

**Question No:30**

**(Marks:1)**

**Vu-Topper RM**

McGregor's theory that assumes employees are inherently motivated, responsible and capable of self-direction is called:

- A. ERG Theory
- B. Theory Z
- C. Theory Y**
- D. Theory X

**Question No:31**

**(Marks:1)**

**Vu-Topper RM**

Which of the following early advocates of organizational behavior created the field of industrial psychology and the scientific study of people at work?

- A. Hugo Munsterberg**
- B. Robert Owens
- C. Chester Barnard
- D. Mary Parker Follett

**Question No:32**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is called output of a system?

- A. Information resource
- B. Human
- C. Services**
- D. Material

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**Question No:33**

**(Marks:1)**

**Vu-Topper RM**

Hawthorne studies were a series of early experiments that focused on:

- A. Group norms
- B. Ethics in the workplace
- C. Interpersonal dynamics
- D. Behavior in the workplace**

**Question No:34**

**(Marks:1)**

**Vu-Topper RM**

Which factor has been the most rapidly changing component in an organization's general environment in the past quarter-century?

- A. Social
- B. Technological**
- C. Economic
- D. Global

**Question No:35**

**(Marks:1)**

**Vu-Topper RM**

Power and authority that are concentrated at the upper levels of the organization as much as possible, is called:

- A. Centralization**
- B. Unity of direction
- C. Authority
- D. Unity of command

**Question No:36**

**(Marks:1)**

**Vu-Topper RM**

The organization which has no interaction with its external environment is called:

- A. Open system
- B. Closed system**
- C. Interactive system
- D. Moderated system

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**Question No:37**

**(Marks:1)**

**Vu-Topper RM**

Knowledge management involves encouraging the members of the organization to:

- A. Systematically gather information and share it with others**
- B. Develop a corporate university
- C. Improve the educational level of the average employee
- D. Develop new training programs to help new employees

**Question No:38**

**(Marks:1)**

**Vu-Topper RM**

All of the following assumptions are related to theory X EXCEPT:

- A. Avoid self Responsibility
- B. Need to Control
- C. Workers seek security
- D. Capable of self direction**

**Question No:39**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following scientists is most closely associated with the Hawthorne studies?

- A. Adam Smith
- B. Chester Barnard
- C. Hugo Munsterbeg
- D. Elton Mayo**

**Question No:40**

**(Marks:1)**

**Vu-Topper RM**

A learning organization develops the capability to:

- A. Accept conventional wisdom of the industry
- B. Work in teams
- C. Add new training programs
- D. Continuously learn, adapt and change**

**Question No:41**

**(Marks:1)**

**Vu-Topper RM**

The most important contribution in the field of Organization Behavior is done by:

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**A. Hawthorne Studies**

- B. None of the given options
- C. Social work
- D. Administrative Sciences

**Question No:42**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following comes under the external environment of an organization?

**A. Competitors**

- B. Products
- C. Services
- D. Assets

**Question No:43**

**(Marks:1)**

**Vu-Topper RM**

All of the following are elements of entrepreneurship EXCEPT:

- A. Growth
- B. Innovation
- C. Status Quo**
- D. The pursuit of opportunities

**Question No:44**

**(Marks:1)**

**Vu-Topper RM**

Systems Theory and Contingency Theory are related to which one of the following viewpoints?

- A. Behavioral viewpoint
- B. Classical viewpoint
- C. Contemporary viewpoint**
- D. Quantitative viewpoint

**Question No:45**

**(Marks:1)**

**Vu-Topper RM**

Managing production & delivery of products and services to customers in efficient and effective way is called

- A. Operations Research
- B. Total Quality Management

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C. Management information system

**D. Operations Management**

**Question No:46**

**(Marks:1)**

**Vu-Topper RM**

A form of business exchange in which two or more than two parties interact electronically is called:

**A. E-commerce**

B. Extranet

C. E- Business

D. Intranet

**Question No:47**

**(Marks:1)**

**Vu-Topper RM**

The general economic condition consists of all of the following EXCEPT:

A. Stock market fluctuations

B. Change in disposable income

C. Interest rates

**D. Legislation**

**Question No:48**

**(Marks:1)**

**Vu-Topper RM**

The sales and marketing component of e-business is:

A. Evolution

B. Extranet

**C. E-commerce**

D. Intranet

**Question No:49**

**(Marks:1)**

**Vu-Topper RM**

Which of the following statements BEST describes an organization's suppliers?

**A. Organizations that provide materials and equipment**

B. Located close to the buying organization

C. Main customers of the organization

D. Governments that pass the laws the organization must follow

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**Question No:50**

**(Marks:1)**

**Vu-Topper RM**

The movement that was an attempt to equip managers with the social skills they need is called:

**A. Human Relations Movement**

B. Centralization

C. Hawthorne studies

D. Esprit de corps

**Question No:51**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is not output of system?

A. Staff Growth and Satisfaction

B. Waste

**C. Workers**

D. Profits & Losses

**Question No:52**

**(Marks:1)**

**Vu-Topper RM**

Quantitative approach to management gave emergence to:

A. Behavioral management

B. Contingency Management

**C. Operations management**

D. Bureaucratic management

**Question No:53**

**(Marks:1)**

**Vu-Topper RM**

According to the Maslow's Hierarchy of needs theory, which one of the following assumptions is true about human nature?

A. If a need is unmet, it becomes a dominant force in behavior until it is fulfilled

**B. All of the given options**

C. Human beings have needs that are never completely satisfied

D. Needs fit into a somewhat predictable hierarchy ranging from basic, lower-level needs to higher level needs

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**Question No:54**

**(Marks:1)**

**Vu-Topper RM**

Which of the following early advocates of organizational behavior was the first to argue that "organizations were social systems that required human cooperation"?

- A. Robert Owens
- B. Mary Parker Follett
- C. Chester Barnard**
- D. Hugo Munsterberg

**Question No:55**

**(Marks:1)**

**Vu-Topper RM**

Cultivating a learning culture where organizational members systematically gather knowledge and share it with others in the organization so as to achieve better performance is called:

- A. Knowledge management**
- B. Technical management
- C. Software management
- D. Systems management

**Question No:56**

**(Marks:1)**

**Vu-Topper RM**

An organization's specific environment:

- A. Is the same regardless of the organization's age
- B. Is unique and changes with conditions**
- C. Is quantified to determine its existence
- D. Is determined by the top level of management

**Question No:57**

**(Marks:1)**

**Vu-Topper RM**

Management science and operations management are the branches of:

- A. Quantitative management**
- B. Total quality management
- C. Knowledge management
- D. Marketing management

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**Question No:58**

**(Marks:1)**

**Vu-Topper RM**

Interest rates, inflation rates, and stock market indexes are all examples of which of the following factors of an organization's general environment?

- A. Political
- B. Economic**
- C. Social
- D. Technological

**Question No:59**

**(Marks:1)**

**Vu-Topper RM**

Labor unions, employees, suppliers, customers, clients, and public interest groups are all examples of:

- A. Business owners
- B. Stakeholders**
- C. Stockholders
- D. Management constituencies

**Question No:60**

**(Marks:1)**

**Vu-Topper RM**

ABC Company has a single plan of action to guide managers and workers and board of governors to set direction for whole organization to achieve its purpose. This company is practicing:

- A. Unity of direction**
- B. Authority
- C. Scalar chain
- D. Unity of Command

**Question No:61**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is called an input to a system?

- A. Services
- B. Materials**
- C. Products
- D. Employee behavior

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**Question No:62**

**(Marks:1)**

**Vu-Topper RM**

To achieve results, making the right decisions, and effective transmitting them out to accomplish an organizational goals refer to:

- A. Reliability
- B. Efficiency
- C. Effectiveness**
- D. Reliability

**Question No:63**

**(Marks:1)**

**Vu-Topper RM**

Which of the given skills are usually required at almost every level?

- A. All of the given options
- B. Conceptual skills
- C. Interpersonal skills**
- D. Technical skills

**Question No:64**

**(Marks:1)**

**Vu-Topper RM**

Which skill set do top-level managers need in order to see the 'big picture'?

- A. Human
- B. Conceptual**
- C. Goal setting
- D. Technical

**Question No:65**

**(Marks:1)**

**Vu-Topper RM**

All of the following are managerial roles identified in Mintzberg's Model EXCEPT:

- A. Informational
- B. Interpersonal
- C. Decisional
- D. Functional**

**Question No:66**

**(Marks:1)**

**Vu-Topper RM**

All of the following are main features of Gantt Chart Except:

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- A. Planning
- B. Controlling
- C. Scheduling
- D. Hiring**

**Question No:67** (Marks:1) **Vu-Topper RM**

Which of the following fields describes the study of people in relation to their fellow human beings?

- A. Cosmology
- B. Biology
- C. Sociology**
- D. None of the given options

**Question No:68** (Marks:1) **Vu-Topper RM**

Reading of a business journal and publication on regular basis to gather information for upcoming business trends. This role is called:

- A. Liaison
- B. Monitor**
- C. Spokesperson
- D. Disseminator

**Question No:69** (Marks:1) **Vu-Topper RM**

Inspiring people to be high performers is called:

- A. Planning
- B. Controlling
- C. Leading**
- D. Organizing

**Question No:70** (Marks:1) **Vu-Topper RM**

Which of the following is labeled as an informational role played by a manager?

- A. Spokesperson**
- B. Negotiator

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- C. Figure head
- D. Liaison

**Question No:71** (Marks:1) **Vu-Topper RM**

Executive vice president, president, managing director, chief operating officer, chief executive officer, or chairman of the board are positions associated with which of the following levels of management?

- A. First-line managers
- B. Team leaders
- C. Top managers**
- D. Middle managers

**Question No:72** (Marks:1) **Vu-Topper RM**

Which of the following field of study concerned with the allocation, distribution of scarce resources and discuss the role of competition and free markets in a global context?

- A. Economics**
- B. Anthropology
- C. All of the given options
- D. Sociology

**Question No:73** (Marks:1) **Vu-Topper RM**

Who works with and through other people by coordinating their work activities in order to accomplish organizational goals is called?

- A. Subordinate
- B. Organizer
- C. Manager**
- D. ALL of the given options

**Question No:74** (Marks:1) **Vu-Topper RM**

Which of the following is the accurate sequence of management functions performed by a manager?

- A. Planning, organizing, controlling, leading

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- B. Planning, controlling, leading, organizing
- C. Planning, leading, organizing, controlling
- D. Planning, organizing, leading, controlling**

**Question No:75**

**(Marks:1)**

**Vu-Topper RM**

\_\_\_\_\_ is the administration of business practices to create the highest level of efficiency possible within an organization. It is concerned with converting materials and labor into goods and services as efficiently as possible to maximize the profit of an organization.

- A. Operations research
- B. Operations management**

**Question No:76**

**(Marks:1)**

**Vu-Topper RM**

Tax revenues and government grants for a city are called its:

- A. Human resources
- B. Physical resources
- C. Financial resources**
- D. Informational resources

**Question No:77**

**(Marks:1)**

**Vu-Topper RM**

In terms of the sequential relationship, the first function requiring managerial attention is:

- A. Coordinates
- B. Planning**
- C. Controlling
- D. Directing

**Question No:78**

**(Marks:1)**

**Vu-Topper RM**

The most tempting question for leader, “How do I motivate people in spite of constraints?”, addresses:

- A. Planning function
- B. Organizing function
- C. Leading function**

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D. Controlling function

**Question No:79**

**(Marks:1)**

**Vu-Topper RM**

All of following are activities of planning function EXCEPT:

A. Developing Plans

B. Coordinate activities

**C. Monitoring Performance**

D. Establishing strategies

**Question No:80**

**(Marks:1)**

**Vu-Topper RM**

Main functions of administrative management are:

A. Planning, organizing, staffing and directing

B. Planning, organizing, directing and controlling

**C. Planning, organizing, staffing, directing and controlling**

D. Planning, organizing, controlling and representation

**Question No:81**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is the nonprofit organization EXCEPT

A. Cultural institutions

B. Charitable institutions

**C. Super market**

D. Some health-care facilities

**Question No:82**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is responsible for quality objective?

A. Frontline management

B. Middle level management

**C. All of the given option**

D. Top level management

**Question No:83**

**(Marks:1)**

**Vu-Topper RM**

Grouping activities and resources in a logical fashion is called:

A. Controlling

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- B. Leading
- C. Planning
- D. Organizing**

**Question No:84** (Marks:1) **Vu-Topper RM**

In XYZ company Umar has motivated staff to attend training sessions to adapt new technological changes. Umar has performed the role as a:

A. Disturbance handler

**B. Leader**

C. Entrepreneur

D. Liaison

**Question No:85** (Marks:1) **Vu-Topper RM**

The introduction of machine powers combined with the division of labor, leading to the growth of factories and urbanization is called:

A. Technological Revolution

B. Economic development

C. None of the given options

**D. Industrial Revolution**

**Question No:86** (Marks:1) **Vu-Topper RM**

Which of the following is the best example of bureaucratic management?

**A. A government organization**

B. A startup tech company

C. A family owned small business

D. A freelance company

**Question No:87** (Marks:1) **Vu-Topper RM**

The people who work directly on a job or task and have no responsibility for overseeing the work of others are called:

A. Middle managers

B. First-line managers

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C. Supervisors

**D. Non managerial staff**

**Question No:88**

**(Marks:1)**

**Vu-Topper RM**

In order to achieve \_\_\_\_\_, organizations strive to minimize their resource wastage.

**A. Efficiency**

B. Effectiveness

C. Assurance

D. Enhancement

**Question No:89**

**(Marks:1)**

**Vu-Topper RM**

The principle of "Division of Labor" was given by:

A. Frederick Taylor

B. Joseph Juran

C. W. Edwards Deming

**D. Adam Smith**

**Question No:90**

**(Marks:1)**

**Vu-Topper RM**

Time and motion study techniques were firstly introduced by which one of the following?

A. Henri Fayol

B. Charles Babbage

**C. Frederick W. Taylor**

D. Max Weber

**Question No:91**

**(Marks:1)**

**Vu-Topper RM**

The major purpose of Hawthorne studies is to examine the effect of various illuminations on \_\_\_\_\_.

A. Social norms

B. Security

C. Group standards

**D. Worker productivity**

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**Question No:92**

**(Marks:1)**

**Vu-Topper RM**

In the pyramid of management levels, non-managerial staff is placed at/in:

- A. None of the given options
- B. Top
- C. Bottom**
- D. Middle

**Question No:93**

**(Marks:1)**

**Vu-Topper RM**

In which one of the following models, managers seek alternatives until they find one that is satisfactory but not optimal?

- A. Incremental
- B. Behavioral
- C. Satisficing**
- D. Bounded rationality

**Question No:94**

**(Marks:1)**

**Vu-Topper RM**

which type of forecasting technique relies on the judgment and opinions of knowledgeable individuals?

- A. Quantitative
- B. Qualitative**
- C. Predictive
- D. Short-term

**Question No:95**

**(Marks:1)**

**Vu-Topper RM**

All of the following are included in brainstorming guidelines, EXCEPT:

- A. Seek quantity
- B. Encourage freewheeling
- C. No criticism
- D. State your opposition clearly**

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**Question No:96**

**(Marks:1)**

**Vu-Topper RM**

Group creativity can be enhanced by number of the following techniques, EXCEPT:

- A. Delphi technique
- B. Nominal technique
- C. Isolated technique**
- D. Brainstorming

**Question No:97**

**(Marks:1)**

**Vu-Topper RM**

Group think is tendency to seek agreement about an issue. Which one technique can be used to overcome group think?

- A. Satisfying model
- B. Garbage can model
- C. Bounded rationality
- D. Devil advocates**

**Question No:98**

**(Marks:1)**

**Vu-Topper RM**

In which one of the following techniques, efforts are made to solve problems by logically moving towards the solution?

- A. Brainstorming
- B. Delphi technique
- C. Divergent thinking
- D. Convergent thinking**

**Question No:99**

**(Marks:1)**

**Vu-Topper RM**

Which of the following decision making approach is often used in the absence of solid strategic management and can lead to severe problems?

- A. Nominal Group technique
- B. Satisficing model
- C. Garbage-Can model**
- D. Incremental model

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**Question No:100**

**(Marks:1)**

**Vu-Topper RM**

A form of group decision making in which a group is used to achieve a consensus of expert opinion is called:

- A.Nominal group
- B.Delphi technique**
- C.Interacting group
- D.Brainstorming

**Question No:101**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following is the disadvantage of group decision making?

- Group ware
- Group think**
- Group synergy
- None of the given options

**Question No:102**

**(Marks:1)**

**Vu-Topper RM**

Environmental scanning establishes the basis for \_\_\_\_\_, which are predictions of outcomes.

- Scenarios
- Budgets
- Forecasts**
- Projects

**Question No:103**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is not a characteristic of "Creativity"?

- Making unusual associations between ideas
- Combining ideas in a unique way
- Cognitive process of generating new ideas
- Turning ideas into useful products and services**

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**Question No:104**

**(Marks:1)**

**Vu-Topper RM**

In which one of the following models, manager's ability to make totally rational decision is restricted by cognitive capacity and time constraints?

Least-squared exemptions

Objective rationality

Jurisprudence

**Bounded rationality**

**Question No:105**

**(Marks:1)**

**Vu-Topper RM**

Which of the following requires managers to select the best alternative from multiple alternatives?

Compromising

Satisfying

**Optimizing**

Rationalizing

**Question No:106**

**(Marks:1)**

**Vu-Topper RM**

Which of the following techniques applies a set of mathematical rules to a series of past data to predict outcomes?

Judgmental forecasting

Qualitative forecasting

None of the given options

**Quantitative forecasting**

**Question No:107**

**(Marks:1)**

**Vu-Topper RM**

PERT Chart assists in \_\_\_\_\_ the tasks within an organization.

Finalizing

Budgeting

**Scheduling**

Evaluating

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**Question No:108**

**(Marks:1)**

**Vu-Topper RM**

A technique to find that total revenue will be sufficient to cover total cost is called:

**Breakeven analysis**

Scenario analysis

Sales force composite

Revenue budget

**Question No:109**

**(Marks:1)**

**Vu-Topper RM**

All of the following are the different types of budgets EXCEPT:

Expense budget

**Competitor budget**

Cash budget

Revenue budget

**Question No:110**

**(Marks:1)**

**Vu-Topper RM**

All of the following statements describe the scenario planning except:

A consistent view of what the future is likely to be

**Easy to use when forecasting random events**

Can be described as contingency planning

To reduce uncertainty by playing potential situations

**Question No:111**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following is the end point that represents the completion of major activities in a PERT Network?

Slack time

Critical path

**Event**

Activity

**Question No:112**

**(Marks:1)**

**Vu-Topper RM**

All of the following are the features associated with bounded rationality model of decision making EXCEPT:

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Shortage of resources to collect information

**Search for the optimum solution to problem**

Satisficing

Shortage of time

**Question No:113**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following forecasting methods has a medium to long range time horizon?

Time series

Quantitative

**Judgmental**

Technological

**Question No:114**

**(Marks:1)**

**Vu-Topper RM**

Delphi method is used for which of the following forecasts?

Associative forecast

All of the given options

Time series forecast

**Judgmental forecast**

**Question No:115**

**(Marks:1)**

**Vu-Topper RM**

Which of the following identifies the order of activities to be performed in order to achieve a particular goal?

Break-even analysis

Budgeting

**Scheduling**

Linear programming

**Question No:116**

**(Marks:1)**

**Vu-Topper RM**

For which of the following reasons, group decision making is highly criticized?

Ample available information

**Dominated by individuals**

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Large number of alternatives  
Rapid decision making

**Question No:117**

**(Marks:1)**

**Vu-Topper RM**

The first step of the project planning process is to:

Develop an overall project schedule

**Define the project's goals**

Identify all the activities in the project

Determine project completion date

**Question No:118**

**(Marks:1)**

**Vu-Topper RM**

In which one of the following techniques, efforts are made to solve problems by generating new ways of viewing a problem and seeking novel alternatives.

Vertical thinking

Brainstorming

**Divergent thinking**

Convergent thinking

**Question No:119**

**(Marks:1)**

**Vu-Topper RM**

An approach that has contributed directly in decision making, scheduling, quality control is called:

**Quantitative approach**

Qualitative approach

Scientific management

Administrative management

**Question No:120**

**(Marks:1)**

**Vu-Topper RM**

What is Frank Gilbreth's work most noted for?

A. Work psychology

B. Work as a social setting

C. Working Conditions

**D. Time and motion studies**

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**Question No:121**

**(Marks:1)**

**Vu-Topper RM**

'Pig iron experiment' is the best known example of which one of the following?

- A. Scientific management**
- B. Hawthorne studies
- C. Bureaucratic management
- D. Administrative management

**Question No:122**

**(Marks:1)**

**Vu-Topper RM**

At what level technical skills in a manager are most important?

- A. Top-level management
- B. Bottom-level management
- C. Middle-level management**
- D. Managers do not need technical skills.

**Question No:123**

**(Marks:1)**

**Vu-Topper RM**

Razaq is explaining a company policy to new employees. He is performing which one of the following roles?

- A. Organizational
- B. Informational**
- C. Decisional
- D. Interpersonal

**Question No:124**

**(Marks:1)**

**Vu-Topper RM**

Mr. A is a manager in XYZ Company; he has a reputation for being an open and honest person and understands how to motivate employees and customers, he is said to have good \_\_\_\_\_ skills.

- A. Sales
- B. Political
- C. Interpersonal**
- D. Technical

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**Question No:125**

**(Marks:1)**

**Vu-Topper RM**

Which of following is considered as "father of modern computing"?

- A. Robert Owen
- B. None of the given options
- C. Hebray.E.Towne
- D. Charles Babbage**

**Question No:126**

**(Marks:1)**

**Vu-Topper RM**

Which of the following does NOT represent the framework developed for quantitative period of management operations?

- A. Management Information System
- B. Capitalize Management**
- C. Administrative Management
- D. Operation Research

**Question No:127**

**(Marks:1)**

**Vu-Topper RM**

What is the best term to describe the process of attempting to influence other people to attain the organization's objectives?

- A. Leading**
- B. Planning
- C. Controlling
- D. Organizing

**Question No:128**

**(Marks:1)**

**Vu-Topper RM**

In a call center, supervisor coordinates with manager on work shifts of subordinates on daily basis. This role is described as:

- A. Leader
- B. Resource allocator**
- C. Negotiator
- D. Disturbance handler

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**Question No:129**

**(Marks:1)**

**Vu-Topper RM**

The major contribution of the Industrial Revolution was the substitution of \_\_\_\_\_ for human power.

Water power

Critical thinking

Electricity

**Machine power**

**Question No:130**

**(Marks:1)**

**Vu-Topper RM**

All levels of management between the supervisory level and the top level of the organization are termed as:

First-line managers

**Middle managers**

Supervisors

Foremen

**Question No:131**

**(Marks:1)**

**Vu-Topper RM**

The field of Science which studies the change in the behavior of human is called:

Economics

**Psychology**

All of the given options

Anthropology

**Question No:132**

**(Marks:1)**

**Vu-Topper RM**

Top level managers are concerned with broad but critical decisions, hence they mostly require:

Technical skills

All of the given options

Interpersonal skills

**Conceptual skills**

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**Question No:133**

**(Marks:1)**

**Vu-Topper RM**

The management process includes all of the following management functions EXCEPT:

Planning

**Innovating**

Leading

Organizing

**Question No:134**

**(Marks:1)**

**Vu-Topper RM**

Mr. Waqas is the CEO of Avid technology Pvt.ltd. He always encourages his employees to bring innovations in its operations and product line. He is performing which of the following managerial role?

Monitor

Communicator

Negotiator

**Entrepreneur**

**Question No:135**

**(Marks:1)**

**Vu-Topper RM**

Plant managers come under which of following management levels?

First-line managers

Non-managerial employees

**Middle managers**

Top managers

**Question No:136**

**(Marks:1)**

**Vu-Topper RM**

Breakdown of jobs into narrow, repetitive tasks is termed as:

Job specification

**Division of Labor**

All of the given options

Job enlargement

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**Question No:137**

**(Marks:1)**

**Vu-Topper RM**

Activities such as taking visitors to dinner and attending ribbon-cutting ceremonies come under which one of the following managerial roles?

Liaison

Negotiator

**Figurehead**

Leader

**Question No:138**

**(Marks:1)**

**Vu-Topper RM**

Which of the following options refers to the duties that an employee is supposed to perform in the organization?

Mission statement

Personal goals

Vision statement

**Job description**

**Question No:139**

**(Marks:1)**

**Vu-Topper RM**

Which of the following refers to the traditional shape of an organization's structure?

Circle shape

Square shape

Diamond shape

**Pyramid shap**

**Question No:140**

**(Marks:1)**

**Vu-Topper RM**

All of the following titles are associated with first line managers

EXCEPT:

Foremen

Supervisors

Line managers

**Division manage**

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**Question No:141**

**(Marks:1)**

**Vu-Topper RM**

At the very first stage of establishment, organizations generally indulge in:

- Leading
- Organizing
- Planning**
- Controlling

**Question No:142**

**(Marks:1)**

**Vu-Topper RM**

Amna has been given goals related to the rollout and sales of her department. Her success at implementing the strategy will be assessed by comparing actual performance against the goals. This comparison is known as:

- Implementing
- Organizing
- Planning
- Controlling**

**Question No:143**

**(Marks:1)**

**Vu-Topper RM**

Communication should be:

- From Top to Bottom level
- From Bottom to top
- None of the given option
- Two-way**

**Question No:144**

**(Marks:1)**

**Vu-Topper RM**

Classical economics doctrine “The Wealth of Nations” was written by:

- Max Weber
- Adam Smith**
- Henry Ford
- Frederick Taylor

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**Question No:145**

**(Marks:1)**

**Vu-Topper RM**

Which of the management tasks is the most important for a supervisory manager?

Staffing

Organizing

**Controlling**

Planning

**Question No:146**

**(Marks:1)**

**Vu-Topper RM**

An ABC company has short span of control. Workers receive orders from only their own supervisor for daily activities and also report to their own supervisor at the end of day. This principal is called:

Authority

Scalar chain

Unity of direction

**Unity of Command**

**Question No:147**

**(Marks:1)**

**Vu-Topper RM**

All of the following assumptions are related to theory Y EXCEPT:

Work is natural

Capable of self direction

Can make Good decisions

**Need to Control**

**Question No:148**

**(Marks:1)**

**Vu-Topper RM**

Which famous management thinker developed "Theory Y"?

Frederick Herzberg

**Douglas McGregor**

Chester Barnard

Abraham Maslow

**Question No:149**

**(Marks:1)**

**Vu-Topper RM**

Each subordinate should report to one and only one superior is called:

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Authority  
Unity of direction  
**Unity of command**  
Order

**Question No:150** (Marks:1) **Vu-Topper RM**

Ali is a manager in a multinational organization. He believes that the employees of the company are lazy and do not have much ambition. Ali can be classed as \_\_\_\_\_ manager based on the perspectives of Douglas McGregor.

Administrative  
Bureaucratic  
Theory Y  
**Theory X**

**Question No:151** (Marks:1) **Vu-Topper RM**

The Hawthorne studies were initially devised to study:

The effect of competitive organizational environments on productivity  
The effect of noise on employee productivity  
Productivity levels of groups versus individuals

**The effect of illumination levels on employee productivity**

**Question No:152** (Marks:1) **Vu-Topper RM**

Low level management has complete authority to make decisions in case of:

Centralization  
**Decentralization**  
Scalar Chain  
Order

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**Question No:153**

**(Marks:1)**

**Vu-Topper RM**

Which 18th century writer produced a famous book called “The Wealth of Nations”?

**Adam Smith**

Henry Mintzberg

Henry Fayol

Frederick Taylor

**Question No:154**

**(Marks:1)**

**Vu-Topper RM**

Transformation process within a system transfers:

Raw materials into inputs

**Inputs into finished goods**

Output into finished goods

Inputs into raw materials

**Question No:155**

**(Marks:1)**

**Vu-Topper RM**

Theory X suggests that employees:

Like work

**Dislike work**

Like their colleagues

Dislike their colleagues

**Question No:156**

**(Marks:1)**

**Vu-Topper RM**

Who is credited for the theory of motivation based on the hierarchy of needs?

Mary Parker Follett

Henri Fayol

Douglas McGregor

**Abraham Maslow**

**Question No:157**

**(Marks:1)**

**Vu-Topper RM**

What is the guiding principle of scientific management?

Freedom of association

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**One best way to do a job**

Experimentation

Fluid working relationship

**Question No:158**

**(Marks:1)**

**Vu-Topper RM**

The focus of bureaucracy is on:

Culture of organization

**Structure of organization**

Well-being of society

Capital of organization

**Question No:159**

**(Marks:1)**

**Vu-Topper RM**

All of the following are characteristics of total quality management

EXCEPT:

Improvement in quality of everything the organization does

**Intense focus on the competition**

Concern for continual improvement

Accurate measurement

**Question No:160**

**(Marks:1)**

**Vu-Topper RM**

The focus of scientific management is on:

None of the given

**Job and how to do it better**

Social well-being

organizational culture

**Question No:161**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following is not an input of system?

Material

**Profit & Loss**

Equipment

Information

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**Question No:162**

**(Marks:1)**

**Vu-Topper RM**

Idea of work (physical & mental) specialization was proposed by:

Henry L. Gantt

**Charles Babbage**

Henry R. Towne

Robert Owen

**Question No:163**

**(Marks:1)**

**Vu-Topper RM**

Which of the following are characteristics of open system?

Positive entropy and Synergy

Anthropology and Synergy

None of the given

**Negative entropy and Synergy**

**Question No:164**

**(Marks:1)**

**Vu-Topper RM**

Similar activities that are grouped together under one manager in an organization is called:

Order

**Unity of direction**

Authority

Unity of command

**Question No:165**

**(Marks:1)**

**Vu-Topper RM**

Dell Company sells the variety of products like computers, laptops, accessories over the internet. Dell is engaged in which one of the following options?

Intranet

**E-commerce**

E- Business

Extranet

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**Question No:166**

**(Marks:1)**

**Vu-Topper RM**

Fostering morale of employees and promoting team spirit to create harmony and unity within organization is called:

Equity

Initiative

Unity of Command

**Esprit de corps**

**Question No:167**

**(Marks:1)**

**Vu-Topper RM**

Administrative Management is classified under:

Quantitative era

Behavioral era

**Classical era**

Pre-classical era

**Question No:168**

**(Marks:1)**

**Vu-Topper RM**

According to Douglas McGregor, \_\_\_\_\_ represents a pessimistic, negative view of workers, who are considered irresponsible, resistant to change and lacking ambition.

Type B

**Theory X**

Theory Y

Type A

**Question No:169**

**(Marks:1)**

**Vu-Topper RM**

According to Max Weber, organizations should have all of the following features to perform successfully EXCEPT:

Careers based on merit

A clear division of labor

**Informal rules and procedures**

A well-defined hierarchy of authority

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**Question No:170**

**(Marks:1)**

**Vu-Topper RM**

The following term which refers to the degree to which subordinates are involved in decision making is called:

Unity of command

Unity of direction

**Centralization**

Esprit de corps

**Question No:171**

**(Marks:1)**

**Vu-Topper RM**

Usually high level managers are involved in making decisions that are novel and nonrecurring in nature, these types of decisions are known as:

Uncertainty

Programmed decisions

Bounded rationality

**Non-programmed decisions**

**Question No:172**

**(Marks:1)**

**Vu-Topper RM**

Deciding the compensation package of a newly hired individual is categorized as:

Programmed decision

Ill-structured decision

**Non-programmed decision**

Satisficing decision

**Question No:173**

**(Marks:1)**

**Vu-Topper RM**

Best alternative is selected when:

None of the given options

**Each alternative is assessed against criteria**

Problem is identified

All alternatives are identified

**Question No:174**

**(Marks:1)**

**Vu-Topper RM**

Which of the following statements best describe(s) the Globalization?

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**Interaction and Integration among people and governments of different countries at international level**

Organization dealing with business community at national level

All of the given options

Link between an organization's decisions and activities and its impact on the national environment

**Question No:175**

**(Marks:1)**

**Vu-Topper RM**

Discrepancy between existing and a desired state of affairs is called:

Solution

Opportunity

Weakness

**Problem**

**Question No:176**

**(Marks:1)**

**Vu-Topper RM**

Non-programmed decisions are typically made under a condition of which of the following?

**Uncertainty**

Low levels of risk

Reliability

Certainty

**Question No:177**

**(Marks:1)**

**Vu-Topper RM**

Which of the following example best describes Socio- cultural Trends?

Inflation and interest rate

Lawsuits filed by customers

**Shifts in demand of products**

Trade Agreements and Alliance

**Question No:178**

**(Marks:1)**

**Vu-Topper RM**

The main constituencies of task environment are:

Employees, Interest Groups and Government Regulations

Customers, Suppliers, Employees and Interest groups

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## Customers, Interest groups, Suppliers and Competitor

Competitors, Suppliers, Employees and Customers

**Question No:179**

**(Marks:1)**

**Vu-Topper RM**

Most of the countries in the world are moving towards globalization due to all of the following reasons EXCEPT:

For liberalization in trade

To increase efficiency

**Refutation of economic power**

For free market economy

**Question No:180**

**(Marks:1)**

**Vu-Topper RM**

The classical view of social responsibility holds that management's only social responsibility is to:

Maximize adherence to the laws for stockholders

Maximize organizational profits for stakeholders

**Maximize organizational profits for stockholders**

Minimize adherence to the laws for stockholders

**Question No:181**

**(Marks:1)**

**Vu-Topper RM**

Which of the following view is concerned with respecting and protecting individual liberties and privileges such as the rights to privacy, free speech and safety of life?

Utilitarian view

**Rights view**

Justice view

Social contracts view

**Question No:182**

**(Marks:1)**

**Vu-Topper RM**

Management makes a precise decision in:

Tentative situations

**Certain situations**

Risky situations

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All of the given

**Question No:183**

**(Marks:1)**

**Vu-Topper RM**

When a firm advertises that it only uses recycled paper products, it is called:

Meeting technical responsibilities

Paying attention to the bottom line

Meeting its financial obligation

**Being socially responsive**

**Question No:184**

**(Marks:1)**

**Vu-Topper RM**

When a manager makes a decision and he is uncertain about the outcomes; his decision is likely to be:

Successful

**Risky**

Unacceptable

Poor Quality

**Question No:185**

**(Marks:1)**

**Vu-Topper RM**

Selecting an alternative in the decision-making process is accomplished by:

Choosing the One You Like Best

Selecting the alternative that has the lowest price

Selecting the alternative that is the most reliable

**Choosing the alternative with the highest score**

**Question No:186**

**(Marks:1)**

**Vu-Topper RM**

It is assumed that a perfectly rational decision maker:

**Would be objective and logical**

Offers inconsistent decisions

Does not follow rational assumptions

Does not consider value maximizing as an objective

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**Question No:187**

**(Marks:1)**

**Vu-Topper RM**

Which of the following situation is true about the fact that probabilities are objective?

**Risky situation**

Threatening situation

Undefined situation

Certain situation

**Question No:188**

**(Marks:1)**

**Vu-Topper RM**

In Pakistan CBR has introduced some new rules of income tax and sales tax and its mandatory for organizations to follow those laws. This environmental condition is known as:

Technological

Economic

**Political/legal**

Sociocultural

**Question No:189**

**(Marks:1)**

**Vu-Topper RM**

Which of the following alliance is developed among Asian countries?

NAFTA

**ASEAN**

EU

All of the given

**Question No:190**

**(Marks:1)**

**Vu-Topper RM**

Which one of the following situations offers a strong potential for significant organizational gain, if appropriate actions are taken?

**Opportunity problem**

Crisis problem

Non-crisis problem

None of the given options

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**Question No:191**

**(Marks:1)**

**Vu-Topper RM**

Which managers are required to have conceptual and technical skills in equal percentage?

None managers

Top managers

**Middle managers**

First line managers

**Question No:192**

**(Marks:1)**

**Vu-Topper RM**

What is not a benefit of the division of labor?

Food surpluses

Reduced total cost of producing goods and services

Efficiency of workers

**Increased flexibility of the workforce**

**Question No:193**

**(Marks:1)**

**Vu-Topper RM**

Motivating workers is the task of which one of the following management functions?

Assurance

**Leading**

Organizing

Controlling

**Question No:194**

**(Marks:1)**

**Vu-Topper RM**

Management exists at the \_\_\_\_ level of the organization.

Middle

Top

Lower

**All of the given options**

**Question No:195**

**(Marks:1)**

**Vu-Topper RM**

Ahmed was acting as a disturbance handler in an organization. Therefore he is performing which one of the following roles?

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**Decisional**

Informational

Interpersonal

All of the given options

**Question No:196**

**(Marks:1)**

**Vu-Topper RM**

Feedback of \_\_\_\_\_ is necessary to improve the quality of products and services.

All of the given options

Employees

Investors

**Customers**

**Question No:197**

**(Marks:1)**

**Vu-Topper RM**

Monitoring and correcting ongoing activities that facilitate goal attainment is defined as:

Leading

Organizing

**Controlling**

Planning and decision making

**Question No:198**

**(Marks:1)**

**Vu-Topper RM**

A human resource manager is attending a local Society meeting for Human Resource Management department. He is performing which one of the following roles?

Informational

Leader

**Liaison**

Disseminator

**Question No:199**

**(Marks:1)**

**Vu-Topper RM**

Which of the following is not part of leading function?

Dealing employee behavior issues

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Motivating subordinates  
Influencing individual

**Taking the corrective action**

**Question No:200**

**(Marks:1)**

**Vu-Topper RM**

Nature of identified problem is examined and its causes are studied under which of the following stage of decision making model?

Scanning stage

Categorization stage

Implementation stage

**Diagnosis stage**

**Question No:201**

**(Marks:1)**

**Vu-Topper RM**

'TCS Courier' serves as \_\_\_\_\_ to the 'Pakistan Post' in its specific environment.

Customer

Supplier

Government agency

**Competitor**

**Question No:202**

**(Marks:1)**

**Vu-Topper RM**

Government took immediate steps to initiate the rehabilitation work after destructive earthquake of Oct 8, 2005. This initiative of government is an example of:

Ill-structured decision

**Non-programmed decision**

Structured decision

Programmed decision

**Question No:203**

**(Marks:1)**

**Vu-Topper RM**

Decisions should be made after a thorough:

**Investigation**

Action

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Implementation  
Proceedin

**Question No:204**

**(Marks:1)**

**Vu-Topper RM**

Which of the following term is defined as a firm's obligation, beyond that required by law and economics, to pursue long-term goals that are good for society?

Social screening

Social acceptance

**Social responsibility**

Values-based management

**Question No:205**

**(Marks:1)**

**Vu-Topper RM**

A guest at a hotel complains that the room hasn't been thoroughly vacuumed. This is an event that often occurs and can be handled with a standardized, routine response. This type of decision would be a:

Ill-structured decisions

Non-programmed decisions

**Programmed decision**

Novel decisions

**Question No:206**

**(Marks:1)**

**Vu-Topper RM**

Programmed decision making technique tends to rely on which of the following?

Identification of the actual problem

The development of a clear set of alternative solutions

**Previous solutions**

The problem solver's ability to think on his or her fee

**Question No:207**

**(Marks:1)**

**Vu-Topper RM**

First line supervisors generally deal with repetitive and routine tasks, therefore; decisions made by them are:

**Programmed decisions**

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Novel decisions  
Ill-structured decisions  
Non-programmed decisions

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