

## NAT II Management Science Management

Sr	Questions	Answers Choice
1	The method of appraisal in which the rare is required to keep a record of notable instances of job success and failure for each employee during the ranking period is called	A. Job related method B. Notable instances method C. Employee ranking method D. Critical incidents method
2	The communication pattern in which every person has someone "to each side of him" with whom he can communicate is called	A. Chain pattern B. Centralized pattern C. Circular pattern D. Both A & B
3	The following function is not normally listed as a major (line) function	A. Production B. Marketing C. Accounting D. Sales
4	The statement "No smoking in the factory" is an example of	A. A policy B. A rule C. A slogan D. A goal
5	The majority of supervisory decision are	A. Risky B. Judgmental C. Dictatorial D. Successful
6	The following item is not associated with the directing function?	A. Utilizing staff departments B. Communication C. Participation D. Leadership
7	A decision by a government to lease rather than purchase retail sales outlets is an example of	A. Export policy B. Monetary policy C. Sales policy D. Finance policy
8	The following is not an element of administration	A. Planning B. Organizing C. Controlling D. Taking initiatives
9	The total number of relations among a superior and two subordinates are	A. Three B. Five C. Six D. Seven
10	The following is not a basic function of business organizations	A. Production B. Research C. Marketing D. Sales
11	An accurate forecast is least likely to be dependant upon	A. Number of variables B. Predictability of variables C. Work-plan D. Time period
12	Most clearly advocated managerial skill is	A. Timidity B. Integration C. Indecisiveness D. Procrastination
13	The following factor is not normally included as a primary motive	A. Thirst B. Hunger C. Love D. Sleep
14	The net result of division of labor is that	A. It changes the authority-responsibility relationship B. Increases efficiency C. Causes every employee to have only one boss D. All of the above
15	The following requirements are unlikely to be specified in a job specification	A. Experience B. Knowledge and skills C. Personality traits D. All of the above

		C. Physical characteristics D. Expected Level of performance
16	The approximate percentage of time speeded by a manager on communication is	A. 33% B. 50% C. 75% D. 90%
17	While communicating, managers are known to spend more of their time in	A. Reading B. Writing C. Listening D. Speaking
18	The person heading the organizational hierarchy is least likely to be called	A. President B. Managing Director C. First line supervisor D. Chief Executive
19	Before presentation of all relevant information, the tendency that listeners may arrive at judgements is called	A. Filtering B. Pressure of time C. Premature evaluation D. Psychological distance
20	MBO evaluates the performance of operating units and individuals in terms of	A. Personality B. Objective work goals C. Family background D. None of the above
21	Production planning and Control department is basically responsible for	A. Marinating optimum level of inventory B. Formulating production policy C. Scheduling output to fulfill sales needs D. None of the above
22	The Behavioral Approach emphasizes striving to increase production through	A. Training of people B. Development of people C. An understanding of people D. Motivation people
23	A business firm typically seek following solutions to problems	A. Any B. Optional C. Satisfactory D. Complete
24	An employee of ABC Ltd. is not allowed to accept gifts from suppliers except for token gifts of purely nominal or advertising value. It is an example of a	A. Policy B. Procedure C. Rule D. Objective
25	As a result of the Systems Approach, particular interest is being given to	A. Information and decision processes B. Input and output only C. Process and design D. None of the above
26	Real wages can best be expressed as	A. Take home salary after all deductions B. Wages divided by a cost of living of consumer price index C. Gross earning minus taxes D. None of the above
27	Mechanical control system are characterized as	A. Problematically looped B. Quasi loop C. Closed loop D. Open loop
28	A bureaucratic leader is by nature	A. Rule centered B. Organization centered C. Religion centered D. Subordinates centered
29	Technical forecasting includes	A. Demand forecasting B. Sales forecasting C. Exploratory forecasting D. Cash forecasting
30	One disadvantage of group participation in decision making is	A. Bad effect on morale B. Organizational conflicts C. Time required D. De-motivation of the members
31	The discipline of management is	A. An art B. A science C. Both A and B D. Neither an art nor a science

A. Filtering

32	The minimal use of status symbols tends to improve organizational communication by reducing the barrier of	<p>A. Status</p> <p><b>B. Pressure of time</b></p> <p>C. Premature evaluation</p> <p>D. Psychological distance</p>
33	During the following period, quantitative methods of decision making received a big boost	<p>A. World War I</p> <p><b>B. World War II</b></p> <p>C. The Vietnam War</p> <p>D. The Korean War</p>
34	Before a week to the budget presentation in Parliament, a decision to restrict the distribution of sugar, rice etc. is an example of	<p>A. Export policy</p> <p>B. Monetary policy</p> <p><b>C. Sales policy</b></p> <p>D. Finance policy</p>
35	According to Tannenbaum and Schmidt the following is not a primary factor of leadership	<p><b>A. External environment</b></p> <p>B. Manager</p> <p>C. Subordinates</p> <p>D. Situation</p>
36	In a managerial system the following level is not included	<p>A. Organizational level</p> <p>B. Mechanical level</p> <p>C. Institutional level</p> <p><b>D. Technical level</b></p>
37	The requirement of an Effective communication is	<p>A. A receiver and encoding</p> <p>B. Information and a sender</p> <p><b>C. Information and understanding</b></p> <p>D. A sender and decoding</p>
38	As per suggestion of George Humans a leader needs	<p>A. Integrity and courage</p> <p>B. Absolute principles for managing people</p> <p><b>C. A method for analyzing the social situation</b></p> <p>D. Concepts that do not change over time or because of new conditions</p>
39	The functions of buying, selling & exchange are generally related to the activity of	<p>A. Hawthorne</p> <p>B. Frank Gilbreth</p> <p><b>C. Elton Mayo and his associates</b></p> <p>D. Henri L. Gantt</p>
40	In administering an aptitude test, the specified technique to be used is called a	<p>A. Policy</p> <p><b>B. Method</b></p> <p>C. Procedure</p> <p>D. Objective</p>
41	The results of the process of organizing are typically represented by means of an	<p>A. Organization committee</p> <p>B. Organization matrix</p> <p>C. Organization manual</p> <p><b>D. Organization chart</b></p>
42	The leader emerges most rapidly in the following communication patterns	<p>A. Chain pattern</p> <p>B. Circular pattern</p> <p><b>C. Centralized pattern</b></p> <p>D. All of the above</p>
43	The assumptions that "a leader is leader" and his behaviour can not be analyzed is consistent with the following leadership approach	<p>A. Trait</p> <p><b>B. Great-man</b></p> <p>C. Situational</p> <p>D. Transformational</p>
44	The linking process of managerial functions is an element of	<p><b>A. Communicating</b></p> <p>B. Planning</p> <p>C. Reporting</p> <p>D. Controlling</p>
45	The following is not a typical characteristic of the decision making process	<p>A. It is goal oriented</p> <p>B. It occurs over time</p> <p>C. It occurs in sequential chains</p> <p><b>D. It cannot be learned in the classroom</b></p>
46	According to Fiedler the following is not a major situation variable	<p>A. Position power</p> <p><b>B. Power-leader relations</b></p> <p>C. Task structure</p> <p>D. Leader-member relations</p>
47	The main purpose of strategic planning is to	<p><b>A. Provides major objectives</b></p> <p>B. Deal with the government</p> <p>C. Determine operational goals</p> <p>D. Establish intermediate strategies</p>
48	According to Keith Davis, an effective leader at the junior management position do not requires	<p>A. Human skills</p> <p>B. Technical skills</p> <p>C. Specialist skills</p> <p><b>D. Conceptual skills</b></p>

49	The decrease of workers productivity with an increase in their wages at the same time, the unit costs will be	A. The same B. Raised C. Decreased D. Of no affect
50	The following in PERT is essentially the same as a milestone	A. Event B. Activity C. Slack time D. Critical path
51	With respect to human body, the best analogy of communication in an organization is	A. Nervous system B. Digestive system C. Circulatory system D. Respiratory system
52	The most frequently used method under off-the-job training and development in order to convey specific areas of knowledge is known as	A. Advance training courses B. Special training courses C. Specific learning programs D. Workshop training courses
53	If it takes an average of 50 hours to assemble 2 units, how many hours (average/unit) would it take to assemble 4? Assume an 80 percent learning curve.	A. 100 B. 80 C. 40 D. 50
54	The concept of Scientific Management became popular after World War II is now	A. Very commonly used B. Used rarely C. In fairly common usage D. None of the above
55	Arrangement of the data in a matrix form is most basic characteristic of	A. Descriptive statistics B. Linear programming C. Data analysis D. All of the above
56	The conflict between worker expectations and the organizations conditions directly causes	A. Unionism B. Inefficiency C. Job dissatisfaction D. Absenteeism
57	The tendency of making accurate diagnosis is dependent upon	A. Identifying major obstacles B. A definition of organizational objectives C. Definition of objectives and identification of obstacles D. None of the above
58	Staffing function in an enterprise is required to be done	A. Only in going enterprises B. Only in new enterprises C. Both A & B D. None of them
59	The policy and actions of a government will affect	A. Business strategy of an organization B. Economic conditions of the country C. Legal framework within which companies operate D. All of the above
60	The primary components of organizations does not include	A. People B. Activities C. Company history D. Objectives and results
61	Theoretically speaking managerial planning should take place	A. Before doing work B. During work in progress C. After doing work D. All of the above
62	A procedure in which supervisors enact some of their troublesome personnel situations is	A. Psychodrama B. Personal bond C. Career counseling D. Situation analysis
63	Negative motivational methods are based on threat or coercion and result in	A. Low morale B. High morale C. Neither high nor low morale D. None of the above
64	An informal leader usually has no basis for influence from	A. Coerces B. Position C. Knowledge D. Charisma
65	The following level of management is more concerned with planning and organizing	A. First level B. Top C. Middle D. Only A & B

66	Under following market condition, sales forecast is particularly useful	A. The demand has been historically stable B. The demand has been historically unstable C. Both A and B D. None of the above
67	Linear programming technique can be applied for	A. Minimization of cost B. Minimization of effort C. Optimization of systems D. Improving human relations
68	In managerial organizing the following is (are) of most importance	A. Cost B. Time C. People D. Tasks
69	Shifting the emphasis from what the leader is to what leader does is consistent with	A. Trait approach B. Great-man approach C. Behaviour approach D. Transformational
70	Words are a similar type of communication medium to that of	A. MS word B. Pencils C. Brail D. Pictures
71	To ensure proper maintenance of TV by the customers, a decision to promote the sale of service contracts with TV sales was taken. This is an example of	A. Imposed policy B. Originated policy C. Appealed policy D. All of the above
72	In the hierarchy of an organization the lowest management level is engaged in doing	A. Long-range planning B. Strategy making C. Policy making D. Operations control
73	Without following function of management the control function cannot be performed	A. Planning B. Organizing C. Staffing D. Directing
74	Sensitivity training is	A. A way of Training people on sensitive matters B. An unstructured encounter group C. A very small group of sensitive people D. None of the above
75	The following style of leadership represents the extreme of centralized decision making authority	A. Free-rein B. Democratic C. Authoritarian D. None of the above
76	Out of three types of plans usually used in large business corporations, the following type of plane is least useful	A. Formal Plane B. Informal plane C. Strategic plane D. Short-range operational plane
77	The objectives of most of the managers are	A. Single B. Double C. Multiple D. All of the above
78	One who holds his position because of force of prestige attached to his office is called	A. Creative leader B. Democratic leader C. Intellectual leader D. Institutional leader
79	Administrative management is a process of	A. Managing the activities of marketing and sales people B. Making rules and regulations regarding administration of the business. C. Coordinating and communicating in the organization with the responsibility for overall operations of the enterprise D. None of the above
80	The following goal is unlikely to be included in performance appraisal	A. To discuss government policies B. To identify psychological problems C. To identify children educational requirements D. All of the above
		A. Use mazima B. Use minima

81	Saddle point zero-sum games	C. Can include two party zero-sum games D. None of the above
82	The selection of most executive includes appraisals in	A. Personality B. Ability C. Social D. All of the above
83	People in our society generally like the following system of control	A. Personal control B. Self control C. Centralized control D. Not known
84	A common means for determining performance is by means of	A. Set standards B. Reports C. Bench marking D. Key cases
85	The typical time horizon for long-rang plans for most of the organizations is	A. 6 months B. 1 year C. 5 years D. 10 years
86	In the process of communication attention is directed towards the	A. The supervisor B. The sender C. The receiver D. The boss
87	Contingency theory of leadership is brainchild of	A. Paul Hersey and his associates B. Rensis Likert and his associates C. Fiedler and his associates D. Tannenbaum and Schmidt
88	Transactional analysis is not referred to the following ego states	A. Child B. Parent C. Adult D. Supervisors
89	The following activity is not usually the basic functions of a manager	A. Motivating B. Directing C. Decision making D. Recruiting
90	The following is the best statement to set a goal	A. Increased the sales volume by 20% by October 9 B. Change the method of assembly by June 30 C. Reduce the scrap rate by 5% before the year end D. Do a better job next time
91	I can be said about social systems that they are	A. Contrived B. Biological C. Mechanical D. All of the above
92	Control of a departmental budget by a finance staff is an example of	A. Self-control B. Personal control C. Centralized control D. None of the above
93	The communication pattern which is generally fastest and most accurate for simple problems is called	A. Chain pattern B. Centralized pattern C. Circular pattern D. None of the above
94	Employee centered managers gave attention to the following components of their jobs	A. Human B. Impersonal C. Human and impersonal D. Human and technical
95	Leadership implies the existence of the following	A. A Leader B. Community of interests between the two C. The Followers D. All of the above
96	A first-line supervisor, in comparison to top level manager have to spend more time in	A. Policy making B. Direction of subordinates C. Public relations D. Long-range planning
97	The probability of a new product's success is 0.6, with expected value of Rs. 21,600. What is projected savings?	A. Rs. 21,600 B. Rs. 21,960 C. Rs. 21,900 D. Rs. 21,690

The following functions of management are more closely related

98	<ol style="list-style-type: none"><li>1. Planning</li><li>2. Coordination</li><li>3. Motivation</li><li>4. Control</li></ol>	<ol style="list-style-type: none"><li>A. 1 and 2 only</li><li>B. 2 and 3 only</li><li>C. 1, 2 and 4</li><li>D. 2, 3 and 4</li></ol>
99	A first-line supervisor, in comparison to top level manager will spend more time in doing	<ol style="list-style-type: none"><li>A. Policy making</li><li>B. Public relations</li><li>C. Strategic planning</li><li>D. Directing subordinates</li></ol>
100	The following is not a type of economic forecasting	<ol style="list-style-type: none"><li>A. Econometrics</li><li>B. Lead and lag indicators</li><li>C. Extrapolation</li><li>D. User expectations</li></ol>
101	A successful communication involves the occurrence of	<ol style="list-style-type: none"><li>A. No change</li><li>B. A desired change</li><li>C. An undesired change</li><li>D. All of the above</li></ol>
102	The final step in long-range planning is	<ol style="list-style-type: none"><li>A. Execution of the plan</li><li>B. Control to the plans</li><li>C. Establish strategies</li><li>D. Develop planning premises</li></ol>
103	The expectancy model of motivation does not include	<ol style="list-style-type: none"><li>A. Magnitude of the reward</li><li>B. Effort to be expended</li><li>C. Outcome probability</li><li>D. Reward probability</li></ol>
104	Strategic/long-range planning is relatively more performed by	<ol style="list-style-type: none"><li>A. Top management</li><li>B. Lower management</li><li>C. Middle management</li><li>D. None of the above</li></ol>