

## NAT II Management Science

Sr	Questions	Answers Choice
1	While communicating, managers are known to spend more of their time in	A. Reading B. Writing <b>C. Listening</b> D. Speaking
2	Before presentation of all relevant information, the tendency that listeners may arrive at judgements is called	A. Filtering B. Pressure of time <b>C. Premature evaluation</b> D. Psychological distance
3	Contingency theory of leadership is brainchild of	A. Paul Hersey and his associates B. Rensis Likert and his associates <b>C. Fiedler and his associates</b> D. Tannenbaum and Schmidt
4	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>B. Originated policy</b> C. Appealed policy D. All of the above
5	The net result of division of labor is that	A. It changes the authority-responsibility relationship <b>B. Increases efficiency</b> C. Causes every employee to have only one boss D. All of the above
6	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. <b>C. Coordinating and communicating in the organization with the responsibility for overall operations of the enterprise</b> D. None of the above
7	Technical forecasting includes	A. Demand forecasting B. Sales forecasting <b>C. Exploratory forecasting</b> D. Cash forecasting
8	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 <b>C. Rule</b> D. Objective
9	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 <b>D. Finance policy</b>
10	Arrangement of the data in a matrix form is most basic characteristic of	A. Descriptive statistics <b>B. Linear programming</b> C. Data analysis D. All of the above
11	The Behavioral Approach emphasizes striving to increase production through	A. Training of people B. Development of people <b>C. An understanding of people</b> D. Motivation people
12	Linear programming technique can be applied for	A. Minimization of cost B. Minimization of effort <b>C. Optimization of systems</b> D. Improving human relations
13	An informal leader usually has no basis for influence from	A. Coerces <b>B. Position</b> C. Knowledge D. Charisma
14	The following is not a basic function of business organizations	A. Production <b>B. Research</b> C. Marketing

		C. Marketing D. Sales
15	The following factor is not normally included as a primary motive	A. Thirst B. Hunger C. Love D. Sleep
16	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
17	The following level of management is more concerned with planning and organizing	A. First level B. Top C. Middle D. Only A & B
18	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
19	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
20	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