

Management-Practice Sheet 9

1. Who described the classical approach as the engineering approach?

- a. Gullick
- b. Fayol
- c. Urwick
- d. Mooney

Answer: c

2. Match List-I with List-II:

List-I	List-II
a. A store clerk tells the top executive when to buy a commodity.	a. Leadership by personality
b. A youth rushing to save life and property of a house on fire commands neighbours to collect water.	b. Leadership by position
c. A newly elected secretary advises members about their duties.	c. Leadership by function
d. A leader attempts to bend his followers to his will in most kind of work.	d. Leadership by situation

A B C D

- a. 1 3 2 4
- b. 2 4 3 1
- c. 3 4 2 1
- d. 3 2 4 1

Answer: c

3. Arrange the Maslow's Need descending order:

- a. Social
 - b. Self-Actualization
 - c. Physiological
 - d. Ego
 - e. Security
- i. 3, 5 1, 4, 2
 - ii. 3, 5, 1, 2, 4
 - iii. 2, 4, 1, 3, 5
 - iv. 2, 4, 1, 5, 3

Answer: d

4. Which of the following, according to Herzberg, are not the motivators?

- a. Responsibility
 - b. Recognition
 - c. Interpersonal relations
 - d. Work itself
 - e. Working condition
- i. 1, 2 and 4
 - ii. 1, 2, and 3
 - iii. 3 and 5

iv. 2, 4 and 5

Answer: c

5. The traditional theory of motivation is the theory of:

- a. Path-goal
- b. Participation
- c. Motivation-hygiene
- d. Fear and punishment

Answer: d

6. The sources of recruitment are:

- a. Internal
- b. External
- c. Internal as well as external
- d. None of the above

Answer: b

7. The Human Relations Theory rejects:

- a. Formal institutionalization
- b. Informal functioning
- c. Human motivation
- d. People

Answer: d

8. The terms speed boss, rout clerks etc. are used in relation to:

- a. Line organization
- b. Line and staff organization
- c. Functional organization
- d. None of the above

Answer: d

9. Paid-up value is payable on a life insurance policy:

- a. on the maturity of the policy
- b. when the policy lapses
- c. when the policy is surrendered
- d. on maturity or death which ever is earlier

Answer: d

10. FICCI was formed in the year:

- a. 1920
- b. 1925
- c. 1926
- d. 1951

Answer: c