**CHAPTER 5-PLANNING AND DECISION MAKING**

***Brief Answer Questions***

1. **What do you understand by MBO?**
2. **Define non-programmed decision.**
3. **Give the meaning of tactical plan.**
4. **State two quantitative tools for planning.**
5. **Mention different types of plan on the basis of hierarchy.**
6. **Give an example of programmed decision.**

***Descriptive Answer Questions***

1. **Define planning. Explain the quantitative tools for planning.**
2. **Explain the factors necessary for successful MBO.**

***Analytical Answer Questions***

1. **Define planning. Explain the importance of planning and discuss the process of planning.**
2. **Do you believe the environmental scanning is important for the success of organization? Explain different methods of environmental scanning.**
3. **Action without vision is like a nightmare and vision not followed by action is daydream. In the light of this statement, discuss the process and significance of strategic planning.**