**Assignment 4**

Student Name: Score: \_\_\_/100

**Part I: Multiple Choice Questions (5 points each) \_\_\_/40**

1. According to Maslow, which of the following is on the top of the hierarchy of needs?

a. Self-actualization needs

b. Physiological needs

c. Self-esteem needs

d. Safety needs

2. Company A has an average of 85 working days in a quarter. It conducts quality checks to assess the performance of its employees. The employees who perform well may receive a bonus after 70 days or 100 days, but the average interval between the completion of tasks and the receiving of bonus is 85 days. In the context of reinforcement theory of motivation, which of the following intermittent reinforcement schedules does this scenario best illustrate?

a. A fixed interval reinforcement schedule

b. A fixed ratio reinforcement schedule

c. A variable interval reinforcement schedule

d. A variable ratio reinforcement schedule

3. Abby's Designer Wear is a large boutique of designer clothes. Over the past year, the business slowed down, and the boutique started losing its popularity. Abigail, the boutique's owner, started an employee discussion board where employees shared their inputs on how the boutique could regain its popularity. After consulting the employees, Abigail launched a whole new collection of vintage wear that proved to be a sales success. Besides this, the employees felt happy that their inputs were taken into consideration. The leadership style that is illustrated in this scenario by Abigail is called \_\_\_\_\_.

a. supportive leadership

b. achievement-oriented leadership

c. participative leadership

d. directive leadership

4. Emerald Inc. recently launched a new cell phone designed by Anderson and his team. However, after the initial days of sale, the gadget seemed to have a technical issue that required immediate attention. To troubleshoot this problem, Anderson calls a meeting with his team members and presents the problem to each of them separately. He takes into consideration the solutions provided by each team member and makes the final decision based on their inputs. In the context of the normative decision theory, which of the following decision styles has Anderson adopted in this scenario?

a. The AI decision style

b. The AII decision style

c. The CI decision style

d. The GII decision style

5. In the context of leadership styles, relationship-oriented leaders with high Least Preferred Coworker (LPC) scores are better leaders:

a. in situations where they have no position power.

b. under moderately favorable situations.

c. when tasks are completely unstructured.

d. in highly unfavorable situations.

6. Simon is the manager of the editorial department in a publishing company. Every time an editor in his team fails to fix the errors in the article he or she is working on, Simon assigns him or her extra work. In this case, Simon is using \_\_\_\_\_.

a. feedback control

b. feedforward control

c. concurrent control

d. reactive control

7. Jogan Electronics manufactures television sets. It gathers all the components required to make a television set before customers book television sets for purchase. It accumulates all the necessary materials for production from its suppliers and ensures that it has all the parts to manufacture the television sets before it receives a customer order. This type of operation is called a(n) \_\_\_\_\_.

a. assemble-to-stock operation

b. assemble-to-order operation

c. make-to-order operation

d. make-to-stock operation

8. Swiftspan Inc., a construction company, uses 202,500 gallons of paint a year. If the ordering cost is $32 per order and holding cost is $9 per gallon, the optimal quantity to order is \_\_\_\_\_.

a. 1,200 gallons

b. 2,400 gallons

c. 4,800 gallons

d. 3,600 gallons

**Part II: Short Answer Questions** (20 points each) **\_\_\_/60**

1. Elaborate two theories of motivation.

2.Please explain different types of inventory and give an example of each inventory style.

3. Explain early theories of leadership.