



Republic of the Philippines  
SULTAN KUDARAT STATE UNIVERSITY  
College of Computer Studies  
Isulan, Sultan Kudarat



IS411 – IS STRATEGY, MANAGEMENT AND ACQUISITION  
*Midterm Examination*  
October 16 -18, 2024

Name: \_\_\_\_\_ Course & Section \_\_\_\_\_ Score: \_\_\_\_\_

**Test I. True or False. Read each statement carefully.** If the statement is **correct**, write **True**.  
If the statement is **incorrect**, write **False**.

1. The Information Systems Strategy Triangle consists of business strategy, organizational strategy, and information systems strategy.
2. The Information Systems Strategy Triangle helps organizations align their technology with their business objectives.
3. The purpose of the Information Systems Strategy Triangle is to ensure that technology alone drives business success.
4. In the Information Systems Strategy Triangle, organizational strategy only refers to employee behavior and not company structure or processes.
5. A company launching a remote work initiative should adjust its IS and organizational strategies to support the shift in business strategy.
6. A business that implements a new CRM system without updating its sales processes is demonstrating alignment in the IS Strategy Triangle.

7. A misalignment between a company's business and IS strategies can still lead to competitive advantage if the organizational structure is strong.

Test II. Multiple Choice.

Read each question carefully before selecting the best answer. Choose the single best answer for each question by encircling A, B, C, or D.

8. Which of the following is a key benefit of using information systems strategically?
- A. Increased coffee breaks
  - B. Competitive advantage
  - C. Reduced employee turnover
  - D. Improved manual workflows
9. Why is alignment between business strategy and information systems important?
- A. To ensure the IT department has more autonomy
  - B. To keep all employees busy
  - C. To enable technology to support business goals effectively
  - D. To allow for more flexible working hours
10. A logistics company adopts a tracking system that updates customers in real-time. What is this an example of?
- A. Misalignment of IT resources
  - B. Tactical resource planning
  - C. Strategic use of information systems
  - D. Traditional logistics management
11. A company uses predictive analytics to forecast market trends, but its marketing team continues using outdated reports. What is the issue?
- A. Strong alignment between systems and strategy
  - B. Organizational resistance to change

- C. Effective use of IT infrastructure
- D. Efficient market strategy

12. A firm is considering two strategies: one using automation to reduce costs, the other focusing on customer service through personalization. Which is a more strategic use of IT in a customer-centric market?

- A. Automation for cost reduction
- B. Personalization for customer engagement
- C. Avoiding IT investments
- D. Outsourcing all IT services

13. Which action best illustrates the creation of a strategic information system?

- A. Buying off-the-shelf accounting software
- B. Implementing a system that customizes product recommendations based on user data
- C. Upgrading all desktop computers to the latest OS
- D. Installing a new printer fleet across departments

14. What is one primary organizational impact of using information systems?

- A. Decreased use of office supplies
- B. Improved decision-making
- C. Increased water consumption
- D. More physical meetings

15. How do information systems typically affect organizational communication?

- A. They limit employee interactions
- B. They enable faster and broader communication
- C. They remove the need for communication
- D. They reduce the need for written documentation

16. A company implements a centralized HR system, leading to standardized policies across departments. What type of impact is this?

- A. Financial impact
- B. Cultural impact
- C. Structural impact
- D. Environmental impact

17. If a new CRM system improves customer service but increases employee workload, what does this indicate?

- A. Balanced organizational benefit
- B. Strategic alignment
- C. Misalignment of technology and workflow
- D. Lack of digital tools

18. Which of the following best justifies an organization's decision to adopt cloud-based collaboration tools?

- A. They are trendier than desktop apps
- B. They eliminate all security risks
- C. They support remote work and enhance team productivity
- D. They guarantee higher profits

19. Which initiative best demonstrates the creation of a new organizational process using information systems?

- A. Installing new antivirus software
- B. Designing an automated workflow for handling customer complaints
- C. Upgrading employee ID cards
- D. Purchasing more office chairs

### Test III. Essay Question:

"Discuss the organizational impacts of information systems use by addressing the following:

20. **Recall and explain** the different types of information systems commonly used in organizations (e.g., TPS, MIS, DSS, ERP).
21. **Describe and illustrate** how these systems affect organizational structure, communication, and decision-making.
22. **Apply** a real-world example of an organization that has adopted a new information system. What were the short- and long-term organizational impacts?
23. **Analyze** the potential risks and challenges that organizations face when implementing new information systems.
24. **Evaluate** the extent to which information systems contribute to competitive advantage and operational efficiency.
25. **Propose** strategies for managing the organizational change associated with implementing new information systems.

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