



FROM THE TOPPERS OF  
MSBTE

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# MANAGEMENT MCQ'S

**SET - A**

**1000 +  
MCQ'S**

**10 +  
TEST SERIES**

**UR ENGINEERING FRIEND**

## Preface

The importance of **Management** is well known in various engineering fields. Overwhelming response to our last year exam sutra series inspired us to create this book. This book is structure to cover the key aspects of the subject **Management**.

All the questions in the book is very important for the upcoming MSBTE summer 2020 exam. All care has been taken to make students comfortable in understanding the basic concepts of the subject.

The most important part of this kit is, we are not only providing the books but the exams too at three different level (basic, intermediate & advanced). The students only need to study the book and co-operate us till exam.

We wish to express our profound thanks to all those who helped in making this book a reality. Much needed moral support and encouragement is provided on numerous occasions by our whole family. We wish to thank the entire team of **Apni University** who have taken immense pain to get this book in time with this quality.

Any suggestion for the improvement of the books will be acknowledged and well appreciated.

*Dedicated to the Readers of the book*

## Question 1

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What is a social enterprise concerned with?

- a) Profit maximisation
- b) Maximising market share
- c) Providing public service
- d) Running a business to create social benefits

## Question 2

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Who of the following is the industrial philanthropist?

- a) Frederick Taylor
- b) Seebohm Rowntree
- c) Henry Ford
- d) Max Weber

## Question 3

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Which one of the following is **not** one of Drucker's five guiding principles of management?

- a) Making people's strengths effective and their weaknesses irrelevant.
- b) Enhancing the ability of people to contribute.
- c) To operate the organisation's status system.
- d) Integrating people in a common venture by thinking through, setting and exemplifying the organisational objectives, values and goals.

## Question 4

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At what level of an organisation does a corporate manager operate?

- a) Functional
- b) Operational
- c) Middle level

- d) Top level**

## Question 5

What is the guiding principle behind New Public Management?

- a) Profit maximisation**
- b) Introducing private sector business principles into the public sector**
- c) Replacing public management with private sector management**
- d) Restructuring public organisations**

## Question 6

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Which one is **not** a recognised key skill of management?

- a) Conceptual skills**
- b) Human skills**
- c) Technical skills**
- d) Writing skills**

## Question 7

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Which of these is **not** part of the recognised challenges for modern managers?

- a) Micro-managing the workforce**
- b) Managing communications**
- c) Managing change**
- d) Managing the learning organisation**

## Question 8

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In what **order** do managers typically perform the managerial functions?

- a) organising, planning, controlling, leading**
- b) organising, leading, planning, controlling**

- c) planning, organising, leading, controlling
- d) planning, organising, controlling, leading

### Question 9

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Who of these is the entrepreneur?

- a) Barack Obama
- b) James Dyson
- c) Damien Hirst
- d) Mo Farah

### Question 10

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Which 18<sup>th</sup> century writer produced a famous book called 'The Wealth of Nations'?

- a) Frederick Taylor
- b) Henry Mintzberg
- c) Adam Smith
- d) Dr Samuel Johnson

### Question 11

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What characteristic is **not** a key feature of the 'open systems' model of management?

- a) Morale
- b) Innovation
- c) Growth resource
- d) Adaptation

### Question 12

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What are the three interpersonal roles of managers?

- a) Figurehead, leader and liaison

- b)** Spokesperson, leader, coordinator
- c)** Director, coordinator, disseminator
- d)** Communicator, organiser, spokesperson

### Question 13

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Which one of these characteristics is most commonly associated with the 'rational goal' model of management?

- a)** Worker welfare
- b)** Health and safety
- c)** Interpersonal relationships
- d) Productivity**

### Question 14

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What is the guiding principle of scientific management?

- a)** Experimentation
- b)** Fluid working relationships
- c)** Freedom of association
- d)** One best way to do a job

### Question 15

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What is Frank Gilbreth's work most noted for?

- a)** Working conditions
- b)** Time and motion studies
- c)** Work psychology
- d)** Work as a social setting

### Question 16

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Which writer was concerned with the reaction of workers to key characteristics of bureaucracies?

- a) Merton
- b) Weber
- c) Gouldner
- d) Mayo

### Question 17

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Which feature does **not** form one of Fayol's 14 principles of management?

- a) Esprit de corps
- b) Initiative
- c) Order
- d) Individualism

### Question 18

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The Hawthorn Studies are most associated with which writer?

- a) Mary Parker Follett
- b) Elton Mayo
- c) Lillian Gilbreth
- d) Frederick Taylor

### Question 19

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As what are key factors that reflect the situation of an organisation referred to?

- a) Administrations
- b) Processes
- c) Activities
- d) Contingencies

## Question 20

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Which one of the following is **not** a characteristic of a bureaucratic organisation?

- a) Authority
- b) Regulations
- c) Command structure
- d) Change

## Question 21

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What is another name for contingency planning?

- a) Synergy planning
- b) Ad hoc planning
- c) Business level planning
- d) Scenario planning

## Question 22

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What is a definition of an objective?

- a) A defined specified outcome to be achieved in the long-term
- b) A clear set of goals to be attained given a set number of resources
- c) A clearly defined and measurable outcome to be achieved over a specified timeframe
- d) A set standard of performance agreed by workers and managers

## Question 23

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What does the acronym SMART stand for?

- a) Suitable, measurable, actionable, rewarded and timely
- b) Specific, measurable, actionable, resourced and timely
- c) Standardised, measurable, achievable, rewarded, and timely

- d) Specific, measurable, achievable, rewarded and timely

### Question 24

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Which of the following is **not** a recognised type of plan?

- a) Business
- b) Succession
- c) Ad hoc
- d) Financial

### Question 25

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To what time-frame do strategic plans relate?

- a) Long-term
- b) Medium-term
- c) Short-term
- d) Unspecified time it takes to achieve an aim

### Question 26

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Which is **not** a recognised form of business continuity planning?

- a) Contingency planning
- b) Scenario planning
- c) Financial planning
- d) Building planning

### Question 27

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What is a succession plan?

- a) Dismissing an employee for a more favourable employee
- b) A formal process of planning to fill a role that will become vacant

- c) A vote of no confidence in a board member
- d) The formal process of acquiring a new staff member

### Question 27

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'There is no discernible link between planning and performance'. Who is this position held by?

- a) Michael Porter
- b) Milton Friedman
- c) Gary Hamel
- d) Henry Mintzberg

### Question 28

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What one of the following is **not** a key management skill in planning?

- a) Conceptual skills
- b) Analytical skills
- c) IT and computing skills
- d) Communication skills

### Question 28

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To what does authority refer?

- a) The ability to organise people
- b) The power to command and direct
- c) The need for order
- d) The right to change jobs

### Question 29

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What is the definition of a scenario in scenario planning?

- a) An imagined sequence of future events

- b) An unpredictable event
- c) A planned for event
- d) An unplanned for event

### Question 29

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What one of these is **not** a recognised type of authority?

- a) Executive
- b) Functional
- c) Line management
- d) Supplier

### Question 30

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From what does a chain of command extend?

- a) Bottom to top
- b) Top to bottom
- c) Diagonally
- d) Laterally

### Question 31

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What is the optimal span of control?

- a) 2
- b) 5
- c) 7
- d) None of the above

### Question 32

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What one of the following is **not** a characteristic of the job characteristics model?

- a) Task identity
- b) Autonomy
- c) Reward
- d) Feedback

### Question 32

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As what is ensuring that one individual does not carry the burden of a whole work task referred to?

- a) Work specialisation
- b) Work design
- c) Work schedule
- d) Work shift

### Question 33

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What is a Gantt chart a type of?

- a) Work flow design
- b) Work schedule design
- c) Work rate design
- d) Work output design

### Question 34

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How do you call a system that allows workers to work part of the week from home?

- a) Piece time
- b) Part-time
- c) Job sharing
- d) Telecommuting

## Question 35

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What work arrangement is referred to as Flexitime?

- a) Workers decide if they want to turn up for work.
- b) They only work weekends.
- c) They only work alternate weeks.
- d) They choose the start and finish time within set parameters.

## Question 36

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Enhancement of job satisfaction and productivity are key characteristics of which theoretical perspective of work design?

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- a) Process improvement
- b) Techno-structural change model
- c) Job characteristics model
- d) Socio-technical systems

## Question 37

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According to the Five Factor model, 'extraversion' as a personality type is characterised by what type of people?

- a) Good natured
- b) Calm and self-confident
- c) Sensitive and curious
- d) Assertive and sociable

## Question 38

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What do you call a style of leadership that takes account of others' views, opinions and ideas?

- a) Laissez-faire

- b)** People-oriented
- c)** Democratic
- d)** Autocratic

### Question 39

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How can you describe the thinking and outlook of transformational leaders?

- a)** Strategic
- b)** Operational
- c)** Functional
- d)** Developmental

### Question 40

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According to Lewin, Lippet and White's 1939 experiment, which form of leadership produced the most work from participants?

- a)** Laissez-faire
- b)** Democratic
- c)** Authoritarian
- d)** A mix of laissez-faire and democratic

### Question 41

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What are the two main dimensions of the Ohio Studies into leadership?

- a)** Starting position and end position
- b)** Initial environment and changed environment
- c)** Organisational structure and conditioning
- d)** Initiating structure and considerations

### Question 42

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Who of the following is a leading writer on contingency theory of leadership?

- a) Rosabeth Kanter
- b) Joan Woodward
- c) Rensis Likert
- d) Fred Fiedler

#### Question 43

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Which one of the following political leaders could **not** be termed a 'transformational' leader?

- a) Margaret Thatcher
- b) Mikhail Gorbachov
- c) Nelson Mandela
- d) Bill Clinton

#### Question 44

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What are the key characteristics of transactional leaders?

- a) Guiding, mentoring and motivating
- b) Guiding, commanding and motivating
- c) Guiding, demonstrating and motivating
- d) Guiding, mentoring and demonstrating

#### Question 45

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What is the term for power derived from status or position in an organisation?

- a) Referent
- b) Expert
- c) Reward
- d) Legitimate

## Question 46

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What does situational theory of leadership emphasise?

- a) Personality traits
- b) Events
- c) Environment
- d) Political situation

## Question 47

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When a manager monitors the work performance of workers in his department to determine if the quality of their work is 'up to standard', this manager is engaging in which function?

- a) Planning
- b) Controlling
- c) Organising
- d) Leading

## Question 48

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What do you call the understanding of a dominant culture before choosing a suitable control system?

- a) Market control
- b) Bureaucratic control
- c) Clan control
- d) People control

## Question 49

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What is the term for the monitoring of events both internal and external to the organisation that affects strategy?

- a) Operational control
  - b) Strategic surveillance
  - c) Strategic control
  - d) Environmental scanning
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### Question 50

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What is the first step in a control process?

- a) Allocate resources
- b) Choose key personnel for the task
- c) Select a strategy
- d) Set standards

### Question 51

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What is the weakest form of control?

- a) Pre-control
- b) Simultaneous control
- c) Post-control
- d) Dual control

### Question 52

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Where was Total Quality Management first developed?

- a) USA
- b) UK
- c) Japan
- d) Korea

## Question 53

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Which of the following are key components of a Total Quality Management system?

- a) Individual responsibility, incremental improvement, use of raw data
- b) Collective responsibility, continual improvement, use of raw data
- c) Group responsibility, staged improvement, knowledge
- d) Involves everyone, continual improvement, use of data and knowledge

## Question 54

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What is premise control based on?

- a) Buildings
- b) People
- c) Resources
- d) Assumptions

## Question 55

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Improving quality through small, incremental improvements is a characteristic of what type of quality management system?

- a) Just-in-time
- b) Six Sigma
- c) Total Quality Management
- d) Kaizen

## Question 56

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What are the main characteristics of an effective control system?

- a) Flexibility, accuracy, timeliness and objectivity
- b) Flexibility, measurability, timeliness and objectivity

- c) Flexibility, accuracy, relevance and objectivity
- d) Flexibility, accuracy, timeliness and relevance

### Question 57

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What are characteristics of a programmed decision?

- a) Complex and risky
- b) Uncertain and non-routine
- c) Low risk and certain
- d) Routine and non-complex

### Question 58

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Of what is an investment decision an example?

- a) Programmed decision
- b) Routine decision
- c) Management decision
- d) Non-programmed decision

### Question 59

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What is **not** an assumption underpinning the rational decision making model?

- a) Incomplete information
- b) An agreed goal
- c) A structured problem
- d) High level of certainty regarding the environment

### Question 60

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Simon (1960) is associated with what type of decision making model?

- a) Rational

- b)** Classical
- c)** Programmed
- d)** Administrative

## Question 61

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What is the term for a sub-optimal but acceptable outcome of negotiations between parties?

- a)** Bargaining
- b)** Satisficing
- c)** Accepting
- d)** Compromising

## Question 62

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What is intuitive decision making based on?

- a)** Guesswork
- b)** Gambling
- c)** Instinct
- d)** Rationality

## Question 63

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Which of these does **not** form part of the key streams identified by March (1988) in decision making in highly ambiguous environments?

- a)** Expectations
- b)** Choice opportunities
- c)** Problems
- d)** Solutions

## Question 64

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What assumption is the garbage can model of decision making based on?

- a) Limited knowledge and great insight
- b) Limited knowledge but high level of experience
- c) Limited knowledge and uncertainty
- d) Limited knowledge and high risk

## Question 65

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What is the term for the 'rule of thumb' type of bias in decision making?

- a) Framing bias
- b) Hindsight bias
- c) Over-confidence bias
- d) Heuristics

## Question 66

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What tasks does Human resource management involve?

- a) Attracting employees to the organisation
- b) Recruiting employees
- c) Retaining employees
- d) All of the above

## Question 67

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What does Unitarism as a human resource management approach assume?

- a) People are individuals and should be treated as such.
- b) People are individuals but should be part of a group.
- c) People in the organisation share the same aims and objectives.
- d) People in the organisation engage in internal competition.

## Question 68

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To what does diversity in the workplace refer to?

- a)** The number of people employed from different ethnic groups.
- b)** Increasing the number of women employed in the organisation.
- c)** The number of different religious affiliation held by employees in the organisation.
- d)** The range of personal characteristics of employees in an organisation.

### Question 69

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Which of these is **not** part of human resource policy?

- a)** Reward systems
- b)** Staff appraisals
- c)** Staff development
- d)** Suppliers choice

### Question 70

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What is a PDP?

- a)** Personal Development Plan
- b)** People Development Plan
- c)** Personnel Development Plan
- d)** Personal Development Payment

### Question 71

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Which of the following is **not** included in a job design?

- a)** Identifying what tasks need to be carried out
- b)** When and how tasks are to be carried out
- c)** The number of tasks to be carried out
- d)** The payment rates for the tasks carried out

### Question 72

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Where can formal employee training and education take place?

- a) Colleges
- b) In the workplace
- c) Training centres
- d) All of the above

### Question 73

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What is the purpose of employee relations?

- a) Adhere to the law pertaining to workers' rights
- b) Maintain a harmonious working environment
- c) Undertake conflict resolution
- d) All of the above

### Question 74

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What is OD?

- a) Organisational disputes
- b) Organisational development
- c) Organisational demands
- d) Organisational drift

### Question 75

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What is the personnel department in an organisation concerned with?

- a) Staff development
- b) Staff attraction
- c) Staff rewards
- d) Staff administration

## Question 76

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What are workers primarily motivated by according to the instrumental approach?

- a) Peer recognition
- b) Promotion
- c) Greater freedom
- d) Economic reward

## Question 77

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Which of the following motivators is the most basic need in Maslow's hierarchy?

- a) Safety
- b) Belonging
- c) Physiological
- d) Esteem

## Question 78

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Which one of the following is a feature of McGregor's Theory X?

- a) Workers enjoy responsibility.
- b) Workers view physical and mental effort as a natural part of work.
- c) Workers like to show initiative.
- d) Workers like to be directed.

## Question 79

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Hygiene factors are associated with which writer?

- a) Frederick Herzberg
- b) D.C. McClelland
- c) Abraham Maslow

- d) Douglas McGregor**

### Question 80

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Of what is individual freedom to schedule work an example?

- a) Job design**
- b) Job enrichment**
- c) Job rate**
- d) Job planning**

### Question 81

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What theory is built around the principle that 'people make choices regarding how to behave based on values and beliefs'?

- a) Expectancy**
- b) Instrumental**
- c) Classical**
- d) Contingency**

### Question 82

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Of what is worker autonomy in decision making an example?

- a) Worker freedom**
- b) Greater worker negotiation**
- c) Worker empowerment**
- d) Increased worker power**

### Question 83

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To what does emotional intelligence refer?

- a) How people view and understand the world.**

- b)** How people view and understand themselves.
- c)** How people view and understand others.
- d)** How people view and understand themselves and others.

### Question 84

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How does lateral communication in an organisation occur?

- a)** Information passes upwards.
- b)** Information passes downwards.
- c)** Information is a two-way process.
- d)** Information passes between different departments and functions.

### Question 85

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What is the richest form of information?

- a)** Telephone
- b)** Face-to-face
- c)** E-mail
- d)** Video conference

### Question 86

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How do you describe a work group that comprises workers with demarcated tasks and distant line managers?

- a)** Dependent
- b)** Independent
- c)** Interdependent
- d)** Collaborative

### Question 87

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What is the term for the set of behaviours and tasks that a member of the group is expected to perform because he or she is a member of the group?

- a) Group roles
- b) Virtual teamwork
- c) Synergy
- d) Role making

### Question 88

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Which one of the following is **not** a characteristic of a team?

- a) Minimal and formal knowledge sharing
- b) Collective output
- c) Individual and collective responsibility
- d) Fluid dimension to roles and tasks

### Question 90

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What is the term Tuckman uses for reaching consensus as a group?

- a) Storming
- b) Performing
- c) Forming
- d) Norming

### Question 91

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According to Belbin (1981) an extroverted and enthusiastic person fits with what role?

- a) Co-ordinator
- b) Shaper
- c) Resource investigator
- d) Implementer

## Question 92

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What are group norms?

- a) Modes of behaviour that are acceptable to and shared by group members
- b) Modes of behaviour that are shared by some members of the group
- c) Modes of behaviour that challenge group values and beliefs
- d) Modes of behaviour that are different of those of the other group members

## Question 93

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What is T-group training?

- a) A group whose aim is transformational change
- b) A group brought together to deliver training programmes
- c) Team training for the purposes of advancing technology
- d) Team building activities involving learning

## Question 94

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What is the purpose of a 'quality circle'?

- a) Bring together managers and workers to find improvements.
- b) Bring together managers and workers to discuss output.
- c) Bring together managers and workers to review quality of work.
- d) Bring together managers and workers to review targets.

## Question 95

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What is characteristic for the location of a virtual team?

- a) In the same building
- b) In the same industry
- c) In the same country

- d) remotely

### Question 96

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Which of these is **not** an advantage of a virtual team?

- a) Team members can be recruited for their specific skills or experience.
- b) No overhead costs associated with physical buildings.
- c) Conflict can be resolved easily using face-to-face meetings.
- d) Low transport or commuting costs.

### Question 97

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What is the term for organisational development through a formally designed organisational structure?

- a) Organic
- b) Mechanistic
- c) Formal
- d) Structured

### Question 98

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How can organisational structures that are characterised by democratic and inclusive styles of management be described?

- a) Hierarchical
- b) Bureaucratic
- c) Flat
- d) Functional

### Question 99

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Functional structures help to create.....

- a) teamwork
- b) specialisation
- c) project work groups
- d) multi-skilled employees

### Question 100

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Which writer is most associated with bureaucratic structures?

- a) Henry Fayol
- b) Max Weber
- c) Adam Smith
- d) Mary Parker Follett

### Question 101

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What is **not** an advantage of a hierarchical structure?

- a) Clear chain of command
- b) Quick response to change
- c) Discipline and stability
- d) Small span of control

### Question 102

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Specialisation is a feature of which organisational structure?

- a) Matrix
- b) Divisional
- c) Multi-divisional
- d) Functional

### Question 103

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What is a virtual organisation?

- a)** An organisation that uses information and communications technologies (ICT's) to coordinate activities without physical boundaries between different functions
- b)** An organisation that uses internet technologies to sell products to customers
- c)** An organisation that manages the supply chain using digital technologies
- d)** An organisation that coordinates the workforce via video conferencing

#### Question 104

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What is **not** a purpose of an organisational structure?

- a)** To coordinate people and resources
- b)** To organise lines of communication
- c)** To formalise authority
- d)** To limit workers' rights

#### Question 105

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What is the term for an autonomous business entity within an overall corporate enterprise which is set apart from other areas of the business?

- a)** Subsidiary
- b)** Strategic partnership
- c)** Strategic alliance
- d)** Strategic business unit

#### Question 106

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What is the term for the act of getting individuals to behave in ways that are acceptable to a group?

- a)** Indoctrination
- b)** Brainwashing

- c) Propaganda
- d) Socialisation

### Question 107

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Power distance in national cultures is a characteristic of a model by which writer?

- a) Geert Hofstede
- b) David Yip
- c) Tony Purdie
- d) Michael Porter

### Question 108

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What is **not** one of the layers of cultural influence?

- a) Social
- b) Business
- c) Organisational
- d) Company

### Question 109

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Which of the following is **not** part of Schein's model of the formation of culture?

- a) Shared values
- b) Pre-conceptions
- c) Shared beliefs
- d) Norms

### Question 110

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What is a paradigm?

- a) A theoretical assumption

- b) An illustration
- c) A theoretical model
- d) An example serving as a model

### Question 111

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Which element of the cultural web forms regalia?

- a) Symbols
- b) Rituals and routines
- c) Power structures
- d) Control systems

### Question 112

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What type of organisational culture is most likely to deliver stability and efficiency?

- a) Task culture
- b) Role culture
- c) Power culture
- d) People culture

### Question 113

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What is a strategic alliance?

- a) Any form of partnership between one firm and another
- b) Formal agreement committing two or more firms to exchange resources to produce products or services
- c) Formal agreement to share profits from a shared investment
- d) Formal agreement to share knowledge

### Question 114

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Workers' acceptance of change is characteristic of what type of culture?

- a) Team culture
- b) Collaborative culture
- c) Group culture
- d) Collective culture

### Question 115

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By which principle is utilitarianism defined?

- a) Equality for everyone
- b) Maximisation of outcomes for individuals
- c) The best outcome for the majority of people
- d) The least worst outcome for everybody

### Question 116

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What is the term for decisions limited by human capacity to absorb and analyse information?

- a) Cognitive rationality
- b) Conscious rationality
- c) Bounded rationality
- d) Restricted rationality

### Question 117

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Who was a major protagonist of utilitarianism?

- a) John Stuart Mill
- b) Thomas Hobbes
- c) Karl Marx
- d) Adam Smith

## Question 118

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Individualism as a guiding moral philosophy was advocated by which economist?

- a) John Kenneth Galbraith
- b) John Maynard Keynes
- c) Milton Friedman
- d) Alfred Marshall

## Question 119

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Which is **not** a characteristic of corporate social responsibility?

- a) Product safety
- b) Consumer rights
- c) Environmental policies
- d) Price-fixing

## Question 120

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What is a normative perspective?

- a) The way things are.
- b) The way things are going to be.
- c) The way things should be.
- d) The way things were.

## Question 121

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What is the term for an organisation that adapts to changes in the environment by quickly responding to shifts in supply and demand conditions?

- a) Opportunistic organisation
- b) Enterprising organisation

- c)** International organisation
- d)** Agile organisation

### Question 122

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What is **not** a component of an agile organisation?

- a)** Market focus and position
- b)** Human resources: multi-skilling
- c)** Organisational structure
- d)** Project-based culture

### Question 123

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Which of these factors is **not** one of the competing responsibilities that influence corporate social responsibility?

- a)** Ethical
- b)** Economic
- c)** Discretionary
- d)** Technical

### Question 124

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What is the term for a process that enables an organisation to assess and demonstrate its social, economic, and environmental benefits and limitation?

- a)** Social plan
- b)** Social strategy
- c)** Social audit
- d)** Social account

### Question 125

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What is the overriding philosophy underpinning the strategic direction of an organisation?

- a) Vision statement
- b) Mission statement
- c) Strategy statement
- d) Business statement

### Question 126

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What is **not** a characteristic of a corporate social responsibility framework?

- a) Retaining the status quo
- b) Understanding society
- c) Harnessing diversity
- d) Building capacity

### Question 127

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Profitability stemming from how well a firm positions itself in the market is a key feature of which writer's view on strategy?

- a) Peter Drucker
- b) Jay Barney
- c) Michael Porter
- d) Henry Mintzberg

### Question 128

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What does PEST stand for?

- a) Political, environmental, strategic, testing
- b) Political, environmental, strategic, technological
- c) Political, economic, strategic, technological
- d) Political, economic, social, technological

### Question 129

---

What is a whistleblower?

- a)** Someone who reports illegal or unethical acts
- b)** Someone who commits illegal or unethical acts
- c)** Someone who benefits from illegal or unethical acts
- d)** Someone who devises illegal or unethical acts

### Question 130

Which one is **not** an element in the primary activities of a value chain?

- a)** Procurement
- b)** Inbound logistics
- c)** Outbound logistics
- d)** Service

### Question 131

---

What is the term for the action in which managers at an organisation analyse the current situation of their organisation and then develop plans to accomplish its mission and achieve its goals?

- a)** Synergy planning
- b)** Strategy formulation
- c)** Functional planning
- d)** SWOT analysis

### Question 132

---

In the 'five forces model', what is the type of competitive activity that exists between organisations?

- a)** The potential for entry into the industry
- b)** The threat of substitute products

- c)** The power of customers
- d)** The level of rivalry

### Question 133

---

What is the term used in Ansoff's matrix for increasing market share with existing products in existing markets?

- a)** Product development
- b)** Market penetration
- c)** Diversification
- d)** Market development

### Question 134

---

What is the term for the extent to which competition in one country is influenced by competition in other countries?

- a)** International trade
- b)** Global economics
- c)** Global competition
- d)** Globalisation

### Question 135

---

What do companies that focus on filling a gap in the market engage in?

- a)** Direct marketing
- b)** Traditional marketing
- c)** Niche marketing
- d)** Outbound marketing

### Question 136

---

Vertical integration forwards is when a firm merges or acquires another...

- a) Towards the source of supply
- b) Towards the consumer
- c) At the same stage of the supply chain
- d) In another industry

### Question 137

---

When does an acquisition take place?

- a) Two equal partners decide to work together.
- b) Two equal partners share resources.
- c) Two unequal partners join together.
- d) Two unequal partners become one after a buyout.

### Question 138

---

Of what is advertising a form?

- a) Focusing strategy
- b) Differentiation
- c) Cost leadership
- d) Growth

### Question 139

---

What is **not** part of a marketing plan?

- a) Marketing mix
- b) Demand analysis
- c) Government support
- d) Competitor analysis

## Question 140

---

What is the term for a market that is defined by specific characteristics?

- a) Market niche
- b) Market division
- c) Market characteristic
- d) Market segment

## Question 141

---

Which of the following does **not** form the basis of a performance indicator for a marketing plan?

- a) Competitor reaction
- b) Contribution to business performance
- c) Marketing effectiveness
- d) Consumer reaction

## Question 142

---

Vertical integration forwards is when a firm merges or acquires another...

- a) Towards the source of supply
- b) Towards the consumer
- c) At the same stage of the supply chain
- d) In another industry

## Question 143

---

What is the term for the development and design of value adding products and/or services to meet the demand characteristics of individual customers?

- a) Customisation
- b) Personalisation

- c)** Individualism
- d)** Bespoke

### Question 144

---

What do the four 'P's' of marketing relate to?

- a)** Product, price, place and promotion
- b)** Product, price, press and promotion
- c)** Product, price, publicity and promotion
- d)** Product, price, post and promotion

### Question 145

---

The brand of *BP* is an example of what type of brand name?

- a)** Expressive
- b)** Free-standing
- c)** Abbreviated
- d)** Descriptive

### Question 146

---

Consumer values based on personality types are a form of what type of brand value?

- a)** Core
- b)** Functional
- c)** Expressive
- d)** Individual

### Question 147

---

What is the term for gaining consumers' express agreement to receive marketing material?

- a)** Opt-in marketing

- b) Permission marketing
- c) Targeted marketing
- d) Focused marketing

### Question 148

---

What does CRM stand for?

- a) Consumer Relations Management
- b) Customer Relationship Marketing
- c) Customer Relationship Management
- d) Consumer Returns Management

### Question 149

---

Which one is **not** part of Lewin's (1952) three step approach to change?

- a) Changing behaviour
- b) Initiating change
- c) Freezing
- d) Unfreezing

### Question 150

---

What is the term for a radical rethinking of the nature of the business?

- a) Transformational change
- b) Revolutionary change
- c) Strategic manoeuvre
- d) Paradigm shift

### Question 151

---

What is the term for incremental changes to processes in an organization using information technology?

- a) Business Process Improvement
- b) Business Process Reengineering
- c) Business Process Change
- d) Business Process Advance

### Question 152

---

What is the first step in a 'Stage gate' process?

- a) Develop a product.
- b) Demonstrate a plan.
- c) Initiate learning.
- d) Generate ideas and concepts.

### Question 153

---

Which is **not** an example of an external factor for learning and knowledge?

- a) Demographic change
- b) Political influences
- c) Organisational structure
- d) Social change

### Question 154

---

What is the term for the phenomenon that a new IT system is implemented across the whole organisation simultaneously?

- a) Immersed approach
- b) Plunge approach
- c) Parallel approach
- d) Instant approach

### Question 155

---

What is IS?

- a) Intelligent strategy
- b) Internal services
- c) International sales
- d) Information systems

### Question 156

---

What is the term for the act of acquiring an IS architecture from the market?

- a) External buying
- b) Ordering
- c) Outsourcing
- d) Procuring

### Question 157

---

Which is **not** an implementation activity for an information system?

- a) IS marketing plan
- b) System documentation
- c) Software development
- d) User training and development

### Question 158

---

What is the term for forcing people to accept change?

- a) Conditioning
- b) Conversion
- c) Converting
- d) Coercion

### **Question 159**

---

**Before the industrial disputes act was implemented in the year 1947, which act took care of the industrial disputes?**

- a. Trade Disputes Act, 1929
- b. Royal Commission on Labor, 1934
- c. Labor Management Relations Act, 1947
- d. None of the above

### **Question 160**

---

**Choose the correct option that correctly states out the defect in the Trade Disputes Act, 1929.**

- a. Restraints imposed on the rights of strike
- b. To render the proceedings unstatutable under the Act for the settlement of an industrial dispute
- c. Solution to industrial unrest
- d. All of the above

### **Question 161**

---

**The bill passing rule 81A has made two new institutions for the prevention and settlement of industrial disputes, i.e. Work Committees and \_\_\_\_\_**

- a. Industrial Tribunal
- b. Commission on Labour
- c. Arbitration
- d. Adjudication

## **Question 162**

---

**Choose the correct objective of the Industrial Disputes Act.**

- a. To prevent illegal strikes
- b. To promote measures for securing and preserving good relations between the employers and the employees
- c. To provide relief to workmen in matters of lay - offs, retrenchment, wrongful dismissals
- d. All of the above

## **Question 163**

---

**State true or false**

- i. Industrial disputes act can be described as the milestone in the historical development of industrial law in India.

a. True

b. False

## **Question 164**

---

**Power has been given to \_\_\_\_\_ to require Works Committee to be constituted in every industrial establishment employing 100 workmen or more.**

- a. Appropriate Government
- b. State Government
- c. High Court
- d. Board of Conciliation

## **Question 165**

---

**In which year did factories act come into force?**

- a. 23rd September, 1948
- b. **1st April, 1949**
- c. 4th April, 1949
- d. 12th September, 1948

## **Question 166**

---

**How many days in advance does the occupier of a factory premises gives notice of occupancy to the chief inspector?**

- a. **15 days**
- b. 20 days
- c. 10 days
- d. 25 days

## **Question 167**

---

**What are the general duties of an Occupier?**

- A. Maintenance of a plant and system of work in factory are safe, without risks to health.
- B. Ensure safety and absence of risks to health in, use, handling, storage and transport of articles and substances.
- C. Specifying the area
- D. Defining the local mean time ordinarily deserved therein.

- a. D
- b. C
- c. **Only A & B**
- d. All of the above

## **Question 168**

---

**Which provisions regarding health are mentioned in the sections 11 to 20 in factories act?**

- A. Cleanliness
  - B. Dust and fumes
  - C. Ventilation and temperature
  - D. Disposal of wastes
- 
- a. Only B & C
  - b. Only A & D
  - c. None of the above
  - d. All of the above

## **Question 169**

---

**As per the factories act, after how many years should the factory premises be painted and refurbished?**

- a. 5 years
- b. 2 years
- c. 10 years
- d. Annually

## **Question 170**

---

**As per section 2 in factories act, who will be called as an adult?**

- a. A person who has completed 21 years of age
- b. A person who is less than 19 years of age
- c. A person who has completed 24 years of age
- d. A person who has completed 18 years of age

## **Question 171**

---

**Section 2(g) under the act defines \_\_\_\_\_**

- a. Factory
- b. manufacturing process
- c. Worker
- d. Occupants

### **Question 172**

---

**If there are \_\_\_\_\_ numbers of employees, then the employer has to provide a canteen.**

- a. 250
- b. 510
- c. 320
- d. 100

### **Question 173**

---

**Which of the following diseases is not mentioned in the section 89 of factories act?**

- a. Anthrax
- b. Asbestosis
- c. Phosphorus
- d. Pneumonia

### **Question 173**

---

**As per section 94, a person who repeats an offence, he shall be punishable with an imprisonment for a term which may extend up to \_\_\_\_\_ years and fine which shall not be less than 10,000 Rs but which may extend up to \_\_\_\_\_ or both.**

- a. 3 years/ 2,00,000 Rs
- b. 5 years/ 1,20,000 Rs

- c. 2 years/ 2,50,000 Rs
- d. 4 years/ 3,00,000 Rs

#### Question 174

---

If a company has \_\_\_\_\_ number of employees, then the appointment of a safety officer is mandatory under the factories act.

- a. 500
- b. 100
- c. 1000
- d. 10000

#### Question 175

---

Which of the following is an obligation of the employer as mentioned in the factories act?

- A. Provide all benefits and facilities to the workers regarding annual leave, weekly holidays, and extra wages for overtime, washing, first aid, canteens, crÃ“ches, rest and lunch rooms.
  - B. Applicable to all workers
  - C. To prevent haphazard growth of factories through the provisions related to the approval of plans before the creation of a factory.
  - D. To ensure adequate safety measures and to promote the health and welfare of the workers employed in factories.
- 
- a. Only C
  - b. Only A
  - c. B, C and D
  - d. All of the above

## **Question 176**

---

**Fitness certificate granted under "sub section 2" of the act is valid for how many months?**

- a. 10 months
- b. 24 months
- c. 6 months
- d. 12 months

## **Question 177**

---

**Which section of the act covers the topic annual leave with wages?**

- a. Section 27
- b. Section 5
- c. Section 86
- d. Section 79

## **Question 178**

---

**How many hours in a week can an adult work as per factories act?**

- a. 9 hours
- b. 56 hours
- c. 34 hours
- d. 48 hours

## **Question 179**

---

**State true or false for the below given statement.**

- i. Under sub section 2A, the state government by notification in the gazette can appoint only one of each, i.e. chief inspector, joint chief inspectors, inspectors and deputy chief inspectors.

a. True

b. False

### Question 180

---

**How many hours in a week can an adult work as per factories act?**

a. 9 hours

b. 56 hours

c. 34 hours

d. 48 hours

### Question 181

---

**If there are 100 workers in a factory, then one seat is allotted to how many workers**

a. 25

b. 50

c. 100

d. 75

### Question 182

---

**Section 99 of factories act deals with which of the following options?**

a. Appeal

b. Penalty for permitting double employment of a child

c. Display of notice

d. Penalty for obstructing inspectors

### Question 183

---

**Organisation establishes relationship between**

(A) People, work and resources

(B) Customer, work and resources

(C) People, work and management

(D) Customer, work and management

#### Question 184

---

**Organisation is a process of**

(A) Identifying and grouping of work to be performed

(B) Defining and delegating the responsibility and authority

(C) Both ‘A’ and ‘B’

(D) None of the above

#### Question 185

---

**Responsibility always flows from**

(A) Superior to subordinate

(B) Subordinate to superior

(C) Both ‘A’ and ‘B’

(D) None of the above

#### Question 186

---

**Authority always flows from**

(A) Superior to subordinate

(B) Subordinate to superior

(C) Both 'A' and 'B'

(D) None of the above

### Question 187

---

**No one on the organisation should have more than one boss' is a statement of**

(A) Principle of specialisation

(B) Principle of authority

**(C) Principle of unity of command**

(D) Principle of span of control

### Question 188

---

**The number of persons which can be effectively supervised by a single executive or departmental head should be limited to \_\_\_ in an average firm.**

**(A) Six**

(B) Ten

(C) Fourteen

(D) Twenty

### Question 189

---

**The following is not a principle of organization**

(A) Principle of exception

(B) Principle of balance

**(C) Principle of complexity**

(D) Principle of co-ordination

### Question 190

---

**As per the principle of balance, there should be balance between**

- (A) The activities
- (B) Authority and responsibility
- (C) Standardisation of procedures and flexibility
- (D) All of the above

### Question 191

---

**The following is not a type of organisation structure**

- (A) Line organisation
- (B) Functional organisation
- (C) Line and staff organisation
- (D) Flexible organization

### Question 192

---

**The following is also known as Military organization**

- (A) Line organisation
- (B) Functional organisation
- (C) Line and staff organisation
- (D) None of the above

### Question 193

---

**In line organisation, the business activities are divided into following three types**

- (A) Accounts, Production, Sales
- (B) Production, Quality, Sales
- (C) Production, Quality, Maintenance
- (D) Production, Maintenance, Sales

#### Question 194

---

**In which of the following organization structure, each specialist is supposed to give his functional advice to all other foremen and workers**

- (A) Line organization
- (B) Functional organization
- (C) Line and staff organization
- (D) All of the above

#### Question 195

---

**Which organization structure is generally followed by big steel plants?**

- (A) Line organization
- (B) Functional organization
- (C) Line and staff organization
- (D) All of the above

#### Question 196

---

**The process of dividing the work and then grouping them into units and subunits for the purpose of administration is known as**

(A) Departmentation

(B) Organisation structure

(C) Committee

(D) All of the above

### Question 197

---

**Departmentation is a process where**

(A) Tasks are grouped into jobs

(B) Jobs are grouped into effective work groups

(C) Work groups are grouped into identifiable segments

(D) All of the above

### Question 198

---

**Departmentation leads to grouping of**

(A) Activities

(B) Personnel

(C) Both 'A' and 'B'

(D) None of the above

### Question 199

---

**The department can be created**

- (A) By function
- (B) By product
- (C) By process
- (D) All of the above

### **Question 200**

---

**In hospitals, the following type of departmentation is common**

- (A) By function
- (B) By committee
- (C) By geographical region
- (D) All of the above

### **Question 201**

---

**Business firm Produce and supply wide varieties of goods and\_\_required by the society.**

- A) Money
- B) Services**
- C) Entities
- D) Social Service

### **Question 202**

---

**The year 1991 is famous for.**

- A) New Fiscal deficit policy

B) IT parks initiated in Bangalore

**C) Globalization policy, liberalization was accepted by India**

D) Policies of cooperative societies changed

### Question 203

---

The primary sector includes all of the following except.

A) Forestry

**B) Manufacturing**

C) Mining

D) Agriculture

### Question 204

---

product comes under petrochemical industry.

A) Vehicles

**B) Plastic**

C) Wood

D) Paper

### Question 205

---

Management causes.

A) Miss-communication

B) Wastage of resources

C) Miss-coordination

**D) None of the above**

### Question 206

---

\_\_\_\_ Skill is needed at the top level management.

- A) Technical
- B) Conceptual and technical
- C) Conceptual
- D) Conceptual, Technical and human**

### Question 207

---

\_\_\_ is recruitment of right people at right place in an organization.

- A) Planning

B) Organizing

**C) Staffing**

D) Controlling

---

### Question 208

Policy making in an industry is a role of

A) Management

**B) Administration**

C) Public

D) Workers

---

### Question 209

Scientific management works on

**A) Research and experimentation**

B) Trial and error

C) More attention on production only

D) Tradition management theory

---

### Question 210

What is Espirit De Corps?

A) It is a function ofmanagement

**B) It is a principle of management**

C) It is management concept in Russia

D) It is a name of company

---

### Question 211

The process of monitoring, comparing and correcting is called \_\_

- A) Coordinating
- B) Controlling**
- C) Leading
- D) Organizing

### Question 212

---

A joint venture can be defined as

- A) Two firms collaborate with each other on a specific project**
- B) One firm licenses its intellectual property to another firm
- C) Two firm merge together
- D) Two firm come together to form a third, legally separate firm

### Question 213

---

Grouping the activities or operations of an enterprise into various units is referred as

- A) Centralization
- B) Departmentation**
- C) Delegation
- D) Communication

### Question 214

---

\_\_\_\_ can be defined as running business by a single owner

- A) Proprietorship**

- B)** Partnership
- C)** Private limited
- D)** Public limited

### Question 215

---

Which are factors in which span of control depends?

- A)** Trained and experienced subordinates
- B)** Type of work
- Capacity of executive or manager
- C) All of the above**

### Question 216

---

Unlimited liability is present in

- A)** Proprietorship
- B)** Partnership
- C) Both a &b**
- D)** None of the above

### Question 217

---

“Achievement due to one will be shared by all others”, this happens in

- A)** General partnership
- B)** Limited partnership
- C) Both a and b**
- D)** None of the above

### Question 218

---

Factories act come into force from

A) 1948

B) 1949

C) 1976

**D) 1<sup>st</sup> April 1949**

### Question 219

---

VAT and sales tax falls under

**A) Indirect tax**

**B) Service  
tax**  
**C) Direct tax**

D) All of the above

### Question 221

---

The necessity of industrial act is to protect the interests of:

A) Workers

B) Employers

**C) A and B**

D) None of the above

### Question 222

---

Safety management deals with \_\_\_\_\_

A) loss of life

- B) Personal injury
- C) Damage to the equipment
- D) Prevention of an accident**

### Question 223

---

Collapse of crane is a cause of accident, under which type of accident it come?

- A) Mechanical cause of accident**
- B) Natural cause of accident
- C) Human error
- D) All of the above

### Question 224

---

Capital required by a company to purchase building for starting the company is called as

- A) Working capital
- B) Fixed capital**
- C) Loan
- D) Dept

### Question 225

---

Variance report is the difference between outcomes of the company

- A) Material cost and labor cost
- B) Planned budget and actual budget**
- C) Cash budget and fixed budget
- D) Purchased budget and over head budget

### Question 226

---

Which is input to MRP

- A) Current forecasting
- B) Bill of material
- C) On hand inventory
- D) All of the above**

### Question 227

---

Value added tax (VAT) is a tax on?

- A) An employee earning
- B) The organization profits
- C) The investment earnings
- D) Good and services**

### Question 228

---

Internal source/s of finance is /are:

- A) Deferred taxation
- B) Shares
- C) Debentures
- D) All of the above**

### Question 229

---

According to which Act, a business is required to prepare a balance sheet?

- A) Companies Act**

- B)** Factory Act
- C)** Environmental Act
- D)** None of the above

### Question 230

---

Which is part of material management

- A) Inventory Management**
- B)** Marketing Management
- C)** Both A &B
- D)** None

### Question 231

---

Which is not the feature of ERP

- A)** Integrated system
- B)** Common Data-Base
- C)** Departmental access
- D) Different look for each module**

### Question 232

---

Which of the following is the name given to a bill of lading where goods have been received by a carrier free of defects?

- A)** Shipped bill of lading
- B)** Claused bill of lading
- C)** Ordinary bill of lading
- D) Clean bill of lading**

### Question 233

---

In EOQ, \_\_\_\_\_ cost=unit price x annual consumption volume

**A) Consumption**

B) Protection

C) Investment

D) None of these

#### Question 234

---

Which of the followings are the aims of material management?

**A) Continuity of supply**

B) Low pay roll cost

C) Higher inventory turnover

D) All of the above

#### Question 234

---

A type of Item has ..... importance due to consumption

A) 10-20%

B) 15-25%

C) 40-50%

**D) 70-80%**

#### Question 235

---

The activity of “Control” in Six sigma refers to:

A) Develop alternatives

**B) Determines various controls needed and validate them**

C) Prepare control chart

D) None of the above

### Question 236

---

Which of the following is the constituent of total quality management?

- A) Orderliness and punctuality
- B) Quality of inventory**
- C) TPM
- D) None of the above

### Question 237

---

In PDCA, act consist of which of the following?

- A) Ensure continuous improvements
- B) Analyze result**
- C) Plan policies
- D) Train employees

### Question 238

---

Bench marking determines

- A) Customer requirement
- B) Process capability
- C) Standards**
- D) Getting ISO 9000 audit done

### Question 239

---

Top agro industry in India is

- A) FabIndia
- B) Pidilite
- C) Dupont India**
- D) None of the above

### Question 240

---

Trading businessmeans

- A) Buying a Raw material
- B) Selling a finished goods
- C) Buying goods and selling them without any processing**
- D) All

### Question 241

---

Following is not associated with insurance

- A) BajajAllianz
- B) MaxLife

C) LIC

**D) ICC**

---

### Question 242

Father of scientific management is

**A) Fedrick W.Tailor**

B) Arthur

Dunkel

C) Henry Fayol

D) Robert Owen

---

### Question 243

Deciding in advance what to do, how to do and when to do is.....

A) Decision-making

B) Organizing

**C) Planning**

D) Motivating

---

### Question 244

Which statement is wrong

**A) Authority can not be delegated**

- B)** Authority is the power to act
- C)** Higher the post, higher is the authority
- D)** Authority is right to command

### Question 245

---

Which is the appropriate reason of failure of good plan ?

- A)** Insufficient data
- B)** Lack of knowledge
- C)** Overconfidence
- D) All of the above**

### Question 246

---

.....is The process of operations, verify conformity with the predetermined plan and takes corrective action

- A)**Coordinating
- B)**Forecasting
- C)**Organizing
- D)Controlling**

### Question 247

---

Which statement regarding Joint stock company is incorrect?

- A)** Joint stock companies have no separate legal status than their members
- B)** members of joint stock companies have limited liability
- C)** Joint stock companies can undertake several activities like expansion, modernization , diversificatn,etc.
- D)None of the above**

### **Question 248**

---

Which one of following is not included in the ‘contents of partnership deed’.

- A) Name of partnership firm
- B) Duration of partnership
- C) Permanent address of partnership business
- D) **Face value of share**

### **Question 249**

---

In automobile industry, departments can be on the basis of

- A) Territorial
- B) **Product**
- C) Customer
- D) Process

### **Question 250**

---

Minimum wages needed to be paid in:

- A) **Cash**
- B) Demand draft
- C) Cheque
- D) None of the above

### **Question 251**

---

In accident prevention, Safe workplace layout does not include:

- A) Obstruction fees passageways
- B) Antiskid floors

C) Separate storage of inflammable materials

**D) Enough height of work rooms**

### Question 253

---

Safety management deals with

A) Loss of life

B) Personal injury

C) Damage to the equipment

**D) Prevention of an accident**

### Question 254

---

Safety promotes \_\_\_\_\_

A) Sales

B) Productivity

C) Profit

**D) Research**

### Question 255

---

Fixed capital is also called as

A) Tight capital

**B) Blocked capital**

C) Working capital

D) Current capital

### Question 256

---

The firm type of Bajaj Auto ltd is?

A) Proprietorship

B) Partnership

**C) Joint stock company**

D) Public sector

---

**Question 257**

\_\_\_\_\_ is method of buying goods by making installment payments over the period of time.

A) Bank loan

B) Hire purchase

C) Sale and leaseback

**D) All of the above**

---

**Question 258**

Debentures are included in \_\_\_\_\_ source of finance

**A) Long term**

B) Short-term

C) Medium term

D) None

---

**Question 259**

\_\_\_\_\_ are the term used to indicate purchases made during the year for the purpose of sale, When goods purchased are returned is referred as purchase return.

A) Opening stock

**B) Purchases**

- C) Sales
- D) Office administrative expenses

### Question 260

---

I want the products of my company to achieve perfect quality, which tool will I apply to check this

- A) **Six sigma**
- B) ABC analysis
- C) MRP
- D) EOQ

### Question 261

---

Which is a part of Material management

- A) **Inventory management**
- B) Marketing management
- C) Both A & B
- D) None

### Question 262

---

Which of the following are the aims of Material management?

- A) **Continuity of supply**
- B) Low payroll cost
- C) Higher inventory turnover
- D) All of the above

### Question 263

---

Following are the kinds of partners

**A) Active partner and sleeping partner**

- B) Owner and distributor
- C) Global partner and media partner
- D) Permanent partner and temporary partner

**Question 264**

---

What is the full form of ISO?

- A) Indian organization for standardization
- B) International organization for standardization**
- C) International standardization Organization
- D) None of the above

**Question 265**

---

In Quality management, PDCA means

- A) Plan,Do,Check,Act**
- B) Process,Do,Committee,Act
- C) Plan,Do,Committee,Approach
- D) None of the above

**Question 266**

---

The participation of all members in an organizing, aiming at long term success through customer satisfaction for the benefits to all members and to the society is known as

- A) Quality control

B) Quality assurance

**C) Total quality management**

D) Quality team

**Question 267**

---

All the person working in the organization (including managers & workers) Should be involved in

\_\_\_\_\_ operation

A) MRP

**B) TQM**

C) Globalization

D) EOQ

**Question 268**

---

Following are the principles of : 1) System approach to management 2) continual improvement 3) Factual approach to decision making 4) Mutually beneficial supplier relationships

A) Delegations

B) Organizations

**C) ISO:9001**

D) EOQ

**Question 269**

---

Remuneration is based on

**A) Performance**

B) Responsibility

- C) Emotion
- D) Designation

### Question 270

---

The unity of authority and plan of action is about

- A) Unity of direction
- B) Authority
- C) Discipline
- D) Unity of commands**

### Question 271

---

\_\_\_ stands for granting of authority to subordinates to accomplish or perform a particular assignment while operating within pre-decided limits and standards established

- A) Delegation of  
    Responsibility  
    authority B)
- C) Effective Delegation**
- D) Accountability

### Question 272

---

Following business is not coming under sole proprietorship?

- A) Service centre
- B) Press shop
- C) Hardware unit
- D) Insurance company**

### Question 274

---

Which one of the following is not a module of ERP

- A) Manufacturing
- B) HR
- C) Quality Control
- D) Supply Chain Management

### Question 275

---

If the company has a goal to accept only .0003% defect, which is the most important modern technique it should adopt

- A) ERP
- B) SAP
- C) BAAN
- D) Sigma

### Question 276

---

Which one of the following is not a part of process industry?

- A) Base metals
- B) Plastics
- C) Automobiles
- D) Petroleum

### **Question 279**

---

Which theory was put forward by F.W Taylor?

- A) Management by objectives
- B) Industrial management
- C) Functional management
- D) Scientific management**

### **Question 280**

---

Which of the following post comes under middle level management?

- A) Director
- B) Branch Manager**
- C) Foreman
- D) Supervisor

### **Question 281**

---

Policy making in an industry is a role of

- A) Management
- B) Administration**
- C) Public
- D) Workers

### **Question 282**

---

Management is not directly visible instead; its presence is observed in the form of results such as higher productivity, higher efficiency, disciplined work force. Hence management is \_\_\_\_\_

- A) Tangible
- B) Intangible**
- C) Concrete
- D) None of the above

### Question 282

---

\_\_\_ can be defined as running business by the single owner

- A) Proprietorship**
- B) Partnership
- C) Private limited
- D) Public limited

### Question 283

---

Motivation based on force is called as \_\_\_\_\_

- A) Negative motivation**
- B) Positive motivation
- C) Extrinsic motivation
- D) Intrinsic motivation

### Question 284

---

Workman's compensation act for workers come in to existence  
in year

**A)1924**

- B) 1992
- C) 1986
- D) 1976

## Question 285

---

Who is incorrect person in the definition of Dependent?

- A) Vessels
- B) Currency
- C) Movableproperty**
- D) All

### **Question 286**

---

The capital invested in assets which cannot be easily converted into money is called:

- A) Fixed capital**
- B) Rquity capital
- C) Working capital
- D) None of the above

### **Question 287**

---

VAT started in Maharashtra

from

- A)2003
- B) 2004
- C) 2005**
- D) 2006

### **Question 288**

---

“A’Class items are\_\_\_\_\_ % of the total number of items”

- A)15-25%
- B) 10-20%**
- C)65-75%
- D) None of these

### **Question 289**

---

Economic order quantity provides the\_\_number of units to order.

- A) Minimum
- B) Maximum
- C) Optimum**
- D) None of the above

### Question 290

---

\_\_\_ department floats enquiries and processes quotations

- A) Salesbudget
- B) Purchase**
- C) Production
- D) Inventory

### Question 291

---

The parts per million defects are accepted in 6 sigma is

- A) 1.4
- B) 2.4
- C) 3.4**
- D) 4.4

### Question 292

---

Arrange the activities of ABC analysis in the sequential form

- i) Make the list of all item as per their value
- ii) Find out the percentage of high, medium , and low valued items .
- iii) Separate and count the number of costly, medium valued and low valued items
- iv) Find out and list all items used in the industry.

- A) iv,ii,i,iii

**B) Iv.i.iii.ii**

C) ii,i,iv,iii

D) iv,iii,ii,I

## Question 293

---

Which statement about kaizen is wrong?

- A) It needs heavy investment**
- B) It gives commitment to quality
- C) It is a Japanese technique
- D) It is a continuous improvement

## Question 294

---

Match pairs: 1) Adam Smith (i) Need Hierarchy 2) F.W Taylor (ii)Economics 3)  
Maslow (iii)Principle of Management 4)Henry Fayol (iv)Scientific Management

- A)1-(ii),2-(iv),3-(i),4-(iii)**
- B)1-(ii),2-(iii),3-(iv),4-(i)
- C)1-(iii),2-(iv),3-(i),4-(ii)
- D)1-(iv),2-(i),3-(ii),4-(iii)

## Question 295

---

The function of administrations.....

- A) Decision making
- B) Policymaking
- C) Controlling & ensure discipline
- D) All of above**

## Question 296

---

Top level is known as \_\_\_\_\_ because all important decision related to whole organization is taken by top management

- A) Strategicallevel**

- B) Tactical level
- C) Operational level
- D) All of above

### Question 297

---

One disadvantage of forming a partnerships?

- A) The number of partner is limited**
- B) Specialist skill may be introduced
- C) More financial capita is usually is available
- D) Any Financial must be shared

### Question 298

---

Co-operative play an important role in:

- A) Aerospace
- B) Agriculture**
- C) Manufacturing
- D) All of theabove

### Question 299

---

Mr. Ram , Mr. Shyam & Mr. Kiran has started a business of automobile in 2003 , in that businessMr. Ram ,Mr. Shyam & Mr. Kiran have invested Rs 500000/- Lakhs individually. But Mr. Ram & Mr. Shyam gives full attention towards the businessandMr.Kirandoesnotgivestheattentiontowardbusiness.sointype of business who is sleeping partner.

- A) Mr. Ram
- B) Mr.Shyam
- C) Mr.Kiran**

D) All of the above

### **Question 300**

---

Identify the alternative which can correctly replace blank space in following statement.

Statement: According to Factories acct no adult worker should be required or allowed to work in a factory to more than

A) 12 hour in a day

B) 36 hour per week

**C) 48 hour perweek**

D) 10 hour per in aday

### **Question 301**

---

Which is the health provision.

A) Fencing of machinery

**B) Cleanliness**

C) Washing faculties

D) None of the above

### **Question 302**

---

Mr. Praful Kulkarni is working in Birla Pvt. Ltd in the capacity of foreman. Company provided him certain protecting devices under \_\_\_\_ ACT.

A) FactoryAct

B) Minimum WagesAct

C) ComensationAct

**D) Safety ProvisionAct**

### **Question 303**

---

Capital required by a company to purchase building for staring the company is called as.

A) Working Capital

**B) Fixed Capital**

C) Loan

D) Debt

---

### Question 304

\_\_\_\_\_ is concerned with procurement, allocation and control of financial resources of a firm.

**A) Financial Management**

B) Material Management

C) Personnel Management

D) Operation Management

---

### Question 305

A man working in an industry has annual income of 2,50,000 Rs. From all sources, total investment like PF, PPF, LIC savings 50,000 Rs. Exempted amount for income is 1,50,000 Rs. & income tax rate is 10% up to 3,00,000. Find out amount of income tax paid by that person is

A) 2000

B) 10000

**C) 5000**

D) 3000

---

### Question 306

Inventory management is part of:

- A) Productmanagement
- B) Marketingmanagement
- C) Materialmanagement**
- D) Salesmanagement

### Question 307

---

Too little Inventory increases the risc of:

- A. Out of stockcondition**
- B. Morestock
- C. Theft
- D. Can't Predict

### Question 308

---

\_\_\_ Determine quality and timing for material planning

- A. EOQ**
- B. ERP
- C. SAP
- D. MRP

### Question 309

---

The company have to generate value able financial reports by compiling financial data from every department of company which includes production, Accounts, Sales, Purchase, personal, Product development and design. which of the following module shall execute this task.

- A. FinancialModule**
- B. H. R.Module

C. Production module

D. Purchase module

### Question 310

---

The Objective of TQM is

**A. To improve profitability**

B. To improve process

C. To guide management

D. None

### Question 311

---

Work environment clause of ISO9001:2001 \_\_\_\_\_

A. Covers education, training, skill and experience of personnel involved in work .Gives guideline about their development to maintain quality work.

B. The organization should identify work environment that ensures conformity of service.

C. The organization must plan and develop and process that are required for product realization

**D.All of the above**

### Question 312

---

Six Sigma methodology defines three core steps

A. Analyze, improve, control

B. Analyze, design, verify

**C.Define, measure, analyze**

D. Define, measure, control

### **Question 313**

---

Which one of the following is benefit of the Kaizen?.

- A. Improved efficiency
- B. Improved Safety
- C. Employee Satisfaction
- D. All of the above**

### **Question 314**

---

Which ‘S’ of 5S involves cleaning the floors, the walls and the equipment and ensuring all items are restored to their designated place.

- A. Seiri
- B. Seiton
- C. Seiso**
- D. Seietsu

### **Question 315**

---

The \_provide the information about when to order and how much to order.

- A. MRP
- B. ERP
- C. EOQ**
- D. Inventory

### **Question 316**

---

While on a long tour, which are the items we take most care of? Certainly, it is the jewerly and the cash ..... this could be an analogy to:

- A. EOQ

### **B. ABC Analysis**

- C. Minimum batch demand
- D. None

### **Question 317**

---

Even though permanent working capital is working capital but's nature is\_\_for every year or month.

- A. Temporary
- B. Permanent
- C. Variable

### **D. Increasing basis**

### **Question 318**

---

Principles proposed by\_\_\_\_\_are very useful for the contemporary managers to manage their work efficiently effectively.

- a. Controlling
- b. Organising
- c. Directing
- d. Planning**

### **Question 319**

---

Business firms produces and supply wide verities of goods and\_\_required by society.

- A. Money

**B. Service**

- C. Entities
- D. Social service

**Question 320**

---

The goal of the enterprise is fulfilled through the use of resources like

- A. Man
- B. Machine
- C. Material
- D. All of the above**

**Question 321**

---

Which of the following was the key aim of scientific management?

- A. To increase worker control of production
- B. To increase productivity**
- C. To decrease absenteeism
- D. To develop time and motion studies

**Question 322**

---

No smoking the factor is an example of \_\_\_\_

- A. Rules**
- B. Programme
- C. Project
- D. Schedule

### Question 323

---

Features of project organizations are\_\_\_\_\_

A. Can be internally formed

B. Temporary in nature

C. Having less no. of employees

**D. All of the above**

### Question 324

---

Which of the following comes under government tsector?

A. BOSCH

B. TATA

C. L & TLtd

**D. ONGC**

### Question 325

---

Identify the alternative which can correctly replace blank spaces following statement. Statement:

According to Factories Act no adult worker should be required or allowed to work a factory for more than

A. 12hrs in a day

B. 36hrs in a week

**C. 48hrs in a week**

D. 10hrs in a day

### Question 326

---

The necessity of human acts is to protect the interest of:

A. Workers

B. Employee

**C. A andB**

D. None of the above

### Question 327

---

Fixed capital is required for

- A. Land
- B. Equipment and machinery
- C. Building
- D. All**

### Question 328

---

Sources of working capital

- A. Land
- B. Dividends
- C. Long term borrowings
- D. B &C**

### Question 329

---

List the module of ERP

- A. Human resources
- B. Purchase
- C. Finance and accounting
- D. All of the above**

### Question 330

---

The six sigma methodology endorses

- A. DMAICconcept**
- B. CRMconcept

- C. Quality circle inspect
- D. TQM concept

### Question 331

---

Workout product requirement in detail and set product specification on the basis if customer's preference, cost and profit is a function of \_\_\_\_\_

- A. **Quality management**
- B. Material management
- C. Production management
- D. Inventory management

### Question 332

---

In first car was driven on the roads of India.

- A) 1790
- B) 1857
- C) 1898**
- D) 1909

### Question 333

---

Which type of industries involves large investment and a high level of automation process?

- A. Village
- B. Small scale
- C. Large scale**
- D. Medium scale

### Question 334

---

The major function of Reserve Bank of India includes:

- A. Monitoring and controlling banking and functional system throughout India
- B. Monitoring GDP and inflation
- C. All of the Above**
- D. None of the Above

### Question 335

---

The art of getting things done by people is called as \_\_

- a. Organization
- b. Management**
- c. Direction
- d. Staffing

### Question 336

---

Senses of responsibility increases due to \_\_\_\_\_ provided by seniors

- A. Authority
- B. Responsibility**
- C. Initiative
- D. Leading

### Question 337

---

The sum that every shareholder gets is known as \_\_\_\_

- A. Amount
- B. Dividend**
- C. Shares
- D. Capital

### Question 338

---

Which of the following is a false statement?

- A. Capital is required to start the business
- B. Capital is required to run the business
- C. Capital is required to expand the business
- D. Capital is required to sell the business**

### Question 339

---

\_\_\_ can be defined as an integrated information system that serves all departments within an enterprise.

- A. MRP
- B. MPR
- C. ERP**
- D. EPR

### Question 341

---

Economic order quantity is represented by \_\_\_\_\_

- a. QB
- b. EO
- c. EQ
- d. None**

### Question 342

---

What is not the advantage of globalization

- A) Competition
- B) Foreign Investment
- C) Loss of culture**
- D) None of the above

### Question 343

---

\_\_\_ is an activity which defined the steps of how and when work will be done effectively

- A) Directing
- B) Planning**
- C) Organizing
- D) Controlling

### Question 344

---

Identify the organization which belongs to information technology sector.

- |  |   |                                 |
|--|---|---------------------------------|
| 1. Tata Consultancy Service<br>Limited | © | 2. Hindustan Antibiotics        |
| 3. Steel Authority Of India<br>Limited |   | 4. Bharat Electronic<br>Limited |

### Question 345

---

Business firms produce and supply wide varieties and \_\_\_ required by the society.

- |              |                   |
|--------------|-------------------|
| 1. money     | 2. Service ©      |
| 3. Entitties | 4. Social service |

### Question 346

---

Trading business means

- |  |                             |
|--|-----------------------------|
| 1. Buying a raw material   | 2. Selling a finished Goods |
| 3. <b>Buying goods and selling them without<br/>any purchasing ©</b> | 4. All                      |

### Question 347

---

\_\_\_\_\_ Product comes under petro chemical industry.

- 1. Vehicles
- 2. Plastic
- 3. Wood
- 4. paper

### Question 348

---

Framing board policies in a company is concerned with

- 1. Lower management
- 2. Top management
- 3. Middle management
- 4. None

### Question 349

---

Which theory was put forward by F.W. Taylor?

- 1. Management by objectives
- 2. Industrial management
- 3. Functional Management
- 4. Scientific Management

### Question 350

---

The planning process is used to prepare\_\_in an organization.

- 1. Advancement
- 2. Technologies
- 3. Discoveries
- 4. Budgets ©

### Question 351

---

Which is the appropriate reason of failure of good plan?

- 
- 1. Insufficient data
  - 2. Lack of knowledge
  - 3. Overconfidence
  - 4. All of the above

### Question 352

---

One disadvantages of forming a partnership is?

- 1. The number of partners are limited
- 2. Specialist skills may be introduced
- 3. More financial capital is usually available
- 4. Any Financial losses must be shared

### Question 353

---

Anand engineer work in business of customized laboratory material and equipment supplier.

One day they received a new development assignment. Which type of organization they have to reform internally for this?

- 1. Line Organization
- 2. Line and staff organization
- 3. Functional Organization
- 4. Project organization

### Question 354

---

Identify the alternative which can correctly replace blank spaces in following statement.

Statement: According to factories act no adult worker should be required or allowed to work in a factory for more than-----.

- 1. 12 hours in a day
- 2. 36 hours in a day
- 3. 48 hours in a day
- 4. 10 hours in a day

### Question 356

---

Safety provision/s for worker under factory act 1948is/are

1. First aid appliance
2. Overcrowding
3. Improper ventilation and temperature
4. None of the above

### Question 357

---

Who is responsible for unguarded moving parts in an industry?

1. Government
2. Management
3. Workers
4. None of these

### Question 358

---

Ensuring the safety, health and welfare of the employees is the primary purpose of the-

1. Factory Act
2. Industrial Disputes Act
3. Workman Compensation Act
4. Minimum Wages Act

### Question 359

---

\_\_\_\_\_ is prepared to co-ordinate between various budget.

1. Master budget
2. Sales budget
3. Production budget
4. Material budget

## **Question 360**

---

Fixed capital is the capital which is needed to meet the.....

1. Short term purpose
2. **Long term purpose**
3. Medium term purpose
4. None of the above

## **Question 361**

---

Income tax and property tax falls under

1. Indirect Tax
2. Service Tax
3. **Direct Tax**
4. All of the above

## Question 362

---

Which is input to MRP

1. Current Forecasting
2. Bill of Material
3. On hand Inventory
4. All of the above

## Question 363

---

Sources of working capitals are

1. Land
2. Dividends
3. Long term borrowing
4. Option 2 & 3

## Question 364

---

Inventory management is part of :

1. Product management
2. Marketing management
3. Materials management©
4. Sales management

## Question 365

---

Which is not the feature of ERP

1. Integrated System
2. Common data-base
3. Departmental Access
4. Different Look for Each Module

## Question 366

---

Economic order quantity is represented by

1. Q0
2. Eo
3. Eq
4. None

### **Question 367**

---

In EOQ, annual \_\_\_ cost = unit price x annual consumption volume

- 1. Consumption
- 2. Protection
- 3. Investment
- 4. None of these

### **Question 368**

---

The \_\_\_ provides the information about when to order and how much to order.

- 1. MRP
- 2. ERP
- 3. EOQ
- 4. Inventory

### **Question 369**

---

Which of the following is constituent of total Quality Management

- 1. Ordinates and punctuality
- 2. Quality of inventory
- 3. TPM
- 4. None of above

### **Question 370**

---

Following is not the definition of Quality

1. Fitness for purpose
2. It signifies degree of excellence
3. Conformance to requirements
4. Experience of people

### Question 371

---

5 “s” methodology for organizing & minimizing items within a workplace in order to operate more

- 
1. Effectively
  2. Efficiently
  3. Satisfactory
  4. Regularly

### Question 372

---

Defect rate in 3 sigma level is

1. 1.6210
2. 66807
3. 405
4. 233

### Question 373

---

Six sigma implies that\_\_\_\_.

1. A statistical method
2. A trouble shooting method
3. Teams are effective
4. 3,4 defects per million output

### Question 374

---

Workman compensation Act came into force from

1. 1<sup>st</sup> January 1924
2. 1<sup>st</sup> July 1925
3. 1<sup>st</sup> June 1924
4. 1<sup>st</sup> July 1924

### Question 375

---

.....is the process of operations, verify conformity with the predetermined plan and

takes corrective action

1. Coordinating
2. Forecasting
3. Organizing
4. Controlling

### Question 376

---

A man working in an industry has annual income of 2,50,000 Rs. from all sources, total investment like PF, PPF, LIC savings 50,000 Rs., Exempted amount for income tax is 1,50,000 Rs. & income tax rate is 10% up to 3,00,000. Find out amount of income tax paid by that person is

1. 2000
2. 10000
3. 5000
4. 3000

### Question 377

---

\_\_\_\_\_ is defined as tool for controlling the quality of the product & service to ultimately gain the customer satisfaction

1. Quality control
2. Quality circle
3. QMS
4. None of these

### Question 378

---

Which of the following is the name given to a bill of lading where goods have been received by a carrier free of defects?

1. Shipped bill of lading
2. Clauses bill of lading

- 
- 3. Ordinary bill of lading
  - 4. Clean bill of lading

### Question 379

---

Types of Business \_\_\_

- 1. Manufacturing
- 2. Trade
- 3. Service
- 4. All of the above

### Question 380

---

Identify the Organization which belongs to information Technology sector.

- 1. Tata Consultancy Service Limited
- 2. Hindustan Antibiotics
- 3. Steel authority of India Limited
- 4. Bharat Electronics Limited

### Question 381

---

Trading Business means

- 1. Buying a Raw Material
- 2. Selling a finished Goods
- 3. Buying goods & selling them without any processing
- 4. All

### Question 382

---

Which of the following is negative effect of the Globalization?

- 1. Monopoly in business
- 2. Increased job opportunities
- 3. Technology Transfer
- 4. Improved economy

### Question 383

---

The function of employing eligible people for the company

- 1. Planning
- 2. Staffing
- 3. Strategy
- 4. Mission

### Question 384

Which statement is wrong

- 1. Authority cannot be delegated
- 2. Authority is the power to act
- 3. Higher the post, higher is the authority
- 4. Authority is right to command

### Question 385

---

Scientific management works on

- 1. Research & experimentation
- 2. Trial & error
- 3. More attention on production only
- 4. Tradition management theory

## Question 386

---

Top level is known as \_\_\_ because all important decision related to whole organization is taken by top management

1. Strategically level
2. Tactical level
3. Operational level
4. All of the above

## Question 387

---

A joint venture can be defined as:

1. Two firms collaborate together on a specific project
2. One firm licenses its intellectual property to another firm
3. Two firms remerge together
4. Two firms come together to form a third, legally separate firm

## Question 388

---

Which one of the following is not included in the ‘content of partnership deed’ .

1. Name of partnership firms.
2. Duration partnership
3. Permanent Address of partnership Business
4. Face value share

## Question 389

---

When a group of people are pulled together for a special task then formed structure of organization is called

\_\_\_ organization

1. Project
2. Line
3. Functional
4. Line & staff

## Question 390

---

Which is barrier in communication

1. Language problem
2. Poor knowledge
3. Confused information
4. All

---

## Question 391

---

General causes of accident could be as follows

1. Accidents due to dangerous machines
2. Unsafe physical condition
3. Moving objects
4. All of the above

## Question 392

---

Which is not correct advantage of ‘line organization’?

1. It is simple
2. Confusion is less
3. Specified
4. Easy to understand

## Question 393

---

Workman’s compensation act for worker came in to existence in year

- 
- 1. 1950
  - 2. 1962
  - 3. **1924**
  - 4. 1976

### Question 394

---

Taking care while working on machinery in motion is a

- 1. Health provision
- 2. **Safety provision**
- 3. Welfare provision
- 4. None of above

### Question 395

---

Taking shortcut and lack of adequate knowledge are causes of accidents because of

- 1. **Workers**
- 2. Management
- 3. Faulty layout or design of working place
- 4. Natural disaster

### Question 396

---

Which of the following comes under the title of “sources of fixed capital”?

- 1. Shares or equities
- 2. Preference shares and deferred shares
- 3. Public deposits and debentures
- 4. **All of the above**

### Question 397

---

Ensuring the safety, health and welfare of the employees is the primary purpose of the-

- 1. **Factories act**
- 2. Industrial Disputes Act
- 3. Workman Compensation Act
- 4. Minimum Wages

### Question 398

The sum that every shareholder gets is known as

- |           |             |
|-----------|-------------|
| 1. Amount | 2. Dividend |
| 3. Shares | 4. Capital  |

### Question 399

Fixed capital is the capital which is needed to meet the .....

- |                        |                         |
|------------------------|-------------------------|
| 1. Short term purpose  | 2. Long term<br>purpose |
| 3. Medium term purpose | 4. None of the above    |

### Question 400

Sources of working capitals are

- |                         |                |
|-------------------------|----------------|
| 1. Land                 | 2. Dividends   |
| 3. Long term borrowings | 4. Optin 2 & 3 |

### Question 401

\_\_\_\_\_ are the term used to indicate purchases made during the year for the purpose of sale.

When goods purchased are returned is referred as purchase return.

- |                  |                                   |
|------------------|-----------------------------------|
| 1. Opening stock | 2. Purchases                      |
| 3. Sales         | 4. Office administrative expenses |

### Question 402

Debentures are included in \_\_\_\_\_ sources of finance.

- 1. Long term
- 2. Short term
- 3. Medium term
- 4. None

### Question 403

---

Inventory management is part of :

- 1. Product inventory
- 2. Marketing management
- 3. Material management
- 4. Sales management

### Question 404

---

Too little inventory increases the risk of :

- 1. Out of stock condition
- 2. More stock
- 3. Theft
- 4. Can't product

### Question 405

---

In EOQ, annual \_\_\_\_\_ cost = unit price x annual consumption volume

- 1. Consumption
- 2. Protection
- 3. Investment
- 4. None of these

### Question 406

---

Economic order quantity provides the \_\_\_\_\_ number of units to order.

1. Minimum
2. Maximum
3. Optimum
4. None of these

## Question 407

---

Work out product requirement in detail and set product specification on the basis of customer's preference, cost and profit is a function of.....

- 1. Quality management
- 2. Material management
- 3. Production management
- 4. Inventory management

## Question 408

---

Types of business \_\_

- 5. Manufacturing
- 6. Trade
- 7. Service
- 8. All of the above

## Question 409

---

Globalization is not intended for free flow of \_\_

- 1. Capital
- 2. Labor
- 3. Products
- 4. Diseases

©

## Question 410

---

Deciding in advance what to do, how to do and when to do is.....

- 1. Decision –making
- 2. Organizing
- 3. Planning
- 4. Motivating

## Question 411

---

The function of employing eligible people for the company

- 1. Planning
- 2. Staffing
- 3. Strategy
- 4. Mission

### Question 412

---

Who has enlisted principles of management?

- 1. F.W.Taylor
- 2. Henry Fayol
- 3. Dr.juran
- 4. Adam smith

### Question 413

---

\_\_\_are an organisation's objectives, and \_\_\_are the documented ways that organization intend to meet those objectives.

- 1. Standing plans; single -use plans
- 2. Started goals ;realgoals
- 3. Goals; plans
- 4. Specific plans; directional plans

## Question 414

---

Which is the appropriate reason of failure of good plan?

1. Insufficient data
2. Lack of knowledge
3. Overconfidence
4. All of the above

## Question 415

---

Management is not directly visible instead; its presence is observed in the form of result such as higher productivity, higher efficiency, disciplined work force ,etc. Hence management is \_\_\_\_\_.

1. Tangible
2. Intangible
3. Concrete
4. None of these

## Question 416

---

The process of monitoring, comparing &correcting is called \_\_\_\_\_

1. Coordinating
2. Controlling
3. Leading
4. Organizing

## Question 417

---

Factors which affect departmentation are .....

1. Product
2. Process
3. Function
4. All of the above

## Question 418

---

Which are factors on which span of control depends?

1. Trained and experienced subordinate
2. Type of work
3. Capacity of executive or manager
4. All of the above

### Question 419

---

\_\_\_\_\_ can be defined as running business by the single owner

1. Proprietorship
2. Partnership
3. Private limited
4. Public limited

### Question 420

---

Which of the following is / are the characteristics of organization ?

1. Small or large group of people
2. Group leaded by executive leader
3. Allocates duties and responsibilities to employees
4. All of the above

### Question 421

---

Anand engineer work in business of customized laboratory material and equipment supplier.

One day they received a new development assignment. Which type of organization they have to reform internally for this?

5. Line Organization
6. Line and staff organization
7. Functional Organization
8. Project organization

## Question 422

---

Which of the following is not the responsibility of a production manager?

1. Quality
2. Quantity
3. Storage of goods
4. Controlling accidents

## Question 423

---

\_\_\_\_\_ is an unfortunate & sudden mishappening which causes damage or loss of property, material or human.

1. Accidents
2. Activity
3. Process
4. Movement

## Question 424

---

Who is incorrect person in the definition of dependent?

1. Wife
2. Minor son
3. Widowed mother
4. Friend

## Question 425

---

The necessity of industrial acts is to protect the interest of:

1. Workers
2. Employees
3. A&B
4. None of these above

## Question 426

---

Workman compensation Act came into force from

- 
- 1. 1<sup>st</sup> January 1924
  - 2. 1<sup>st</sup> July 1925
  - 3. 1<sup>st</sup> June 1924
  - 4. 1<sup>st</sup> July 1924

### Question 427

---

Minimum rates of wages may be fixed by

- 1. By the hours
- 2. By the day
- 3. By the month
- 4. All of above

### Question 428

---

Capital required by a company to purchase building for starting the company is called as

- 1. Working capital
- 2. Fixed capital
- 3. Loan
- 4. Debt

### Question 429

---

Finance may be defined as art &science of .....

- 1. Managing material
- 2. Managing money
- 3. Managing man
- 4. Managing machinery

## Question 430

---

Which statement is wrong? Zero based budgeting

1. Is difficult to implement
2. Consume less time
3. Avoids wastage
4. Is costly

## Question 431

---

\_\_\_\_\_ is concerned with procurement, allocation and control of financial resources of affirm.

1. Financial management
2. Material management
3. Personnel management
4. Operation management

## Question 432

---

The term means a loan in which the tender buys and owns equipment and then rents those equipments it to a business at some flat monthly rate for particular period or certain number months.

1. Bank loans
2. Hire purchase
3. Equipment leasing
4. All of the above

## Question 433

---

In ABC analysis which category of item is having average importance

1. Category A
2. Category B
3. Category C
4. All of the  
above

### Question 434

---

Which of the following is advantage of ABC analysis\_

1. ABC, analysis results in reduction of annual inventory cost
2. ABC analysis does not give importance to components which are critical for production
3. Cannot be used if some of the items are scarce and are not readily available
4. All

### Question 435

---

Which of the following is not procurement cost?

1. Transportation cost
2. Cost of receiving, inspecting & stock material
3. Cost of processing vendors invoice
4. Storage cost

### Question 436

---

Economic order quantity is represented by

1. Q0
2. Eo
3. Eq
4. None

### Question 437

---

Arrange the activities of ABC analysis in the sequential form

- i) Make the list of all item as per their value
  - ii) Find out the percentage of high, medium, and low valued item.
  - iii) separate and count the number of costly , medium valued and low valued items
  - iv) Find out and list all items used in industry
- 
1. iv, ii, i, iii
  2. iv, i, iii, ii
  3. ii, I, iv, iii
  4. iv, iii, ii, i

### Question 438

---

The objectives of TQM is

1. to improvement profitability
2. to improvement process
3. to guideline management
4. **none**

### Question 439

---

Which of the following is constituent of total quality management?

1. orderliness and punctuality
2. quality of inventory
3. TPM
4. None of the above

### Question 440

---

A fundamental attribute of TQM is

1. Drawing control chart
2. Having team meetings
3. Direct involvement of top management
4. **Meeting ISO 9000**

audit

### Question 441

---

A well organized working place results more efficient and more productive operation : is the principle of \_\_\_\_\_.

- 1. Kaizen
- 2. 5s
- 3. TQM
- 4. Six sigma

### Question 442

---

Benchmarking determines

- 1. Customer requirement
- 2. Process capacity
- 3. Standard
- 4. Getting ISO 9000done

### Question 443

---

Father of scientific management is

- A. Fedrick W.Taylor
- B. ArthurDunkel
- C. HenryFayol
- D. RobertOwen

### Question 444

---

What is Spirit Decors?

- A. It is a function of management

- B. It is a principle of management
- C. It is a management concept in Russia
- D. It is a name of company

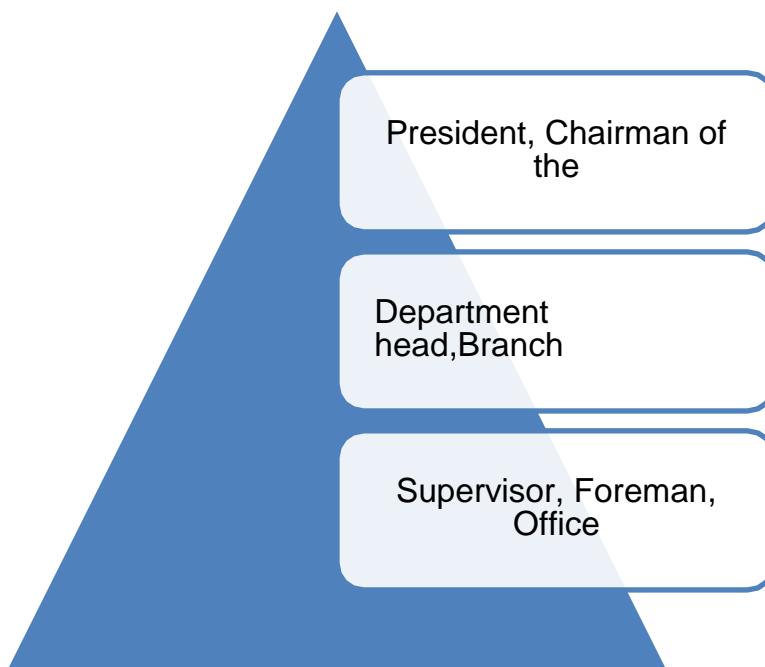
## Question 445

are an organization's objective, and \_\_\_\_\_ are the documented ways that organization intend to meet those objectives

- A. Standing plans; single-use plans
- B. Stated goals; real goals
- C. Goals; plans
- D. Specific plans; directional plans

## Question 446

Identify the level of management with respect to the position held by the different persons in organization.



- i. Top management, middle management, lower management
- ii. Vertical management, middle management, horizontal management
- iii. High management, center management, low management
- iv. Up management, center management, down management

### Question 447

---

Factors which affects departmentation are \_\_\_\_\_ -

- A. Product
- B. Process
- C. Function
- D. All the above

### Question 448

---

Which one of following is not include in the 'contents of partnership deed'.

- a. Name of partnership firm.
- b. Duration of partnership.
- c. Permanent address of partnership business.
- d. Face value of share.

### Question 451

---

Which is not correct advantage of 'line organization'

- A. It is simple
- B. Confusion is less
- C. Specialized
- D. Easy to understand

### Question 452

---

Which of the following may be the cause of accident?

- A. Overconfidence of employee
- B. Proper training

- C. Sound knowledge
- D. None of the above

#### Question 453

---

The necessity of industrial act is to protect the interests of:

- A. Workers
- B. Employers
- C. Both (a) & (b)
- D. None of the above

#### Question 454

---

Safety management deals with\_\_\_\_\_

- A. Loss of life
- B. Personal injury
- C. Damage to the equipment
- D. Prevention of an accident

#### Question 455

---

Ensuring the safety, health and welfare of the employees is the primary purpose of the-

- A. Factories act
- B. Industrial disputes act
- C. Workman compensation act
- D. Minimum Wages act

#### Question 456

---

Financial planning deals with:

- A. Preparation of financial statement
- B. Planning for capital issues
- C. Preparing budgets
- D. All of above

#### Question 457

---

Fixed capital is the capital which is needed to meet the \_\_\_\_\_

- A. Short term purpose
- B. Long term purpose
- C. Medium term purpose
- D. None of the above

---

#### Question 458

---

Income tax and property tax falls under

- A. Indirect tax
- B. Service tax
- C. Direct tax
- D. All of the above

#### Question 459

---

\_\_\_\_\_ are the term used to indicate purchases made during the year for the purpose of sale. When goods purchased are returned is referred as purchase return

- A. Opening stocks
- B. Purchases
- C. Sales
- D. Office administrative expenses

#### Question 460

---

Following is not the definition of Quality

- A. Fitness for purpose
- B. It signifies degree of excellence
- C. Conformances for requirement
- D. Experience of people

#### Question 461

---

The participation of all the member in an organizing, aiming at long term success through customer satisfaction for the benefits of all members and to the society is known as

- A. Quality control
- B. Quality assurances
- C. Total quality management
- D. Quality team

#### Question 462

---

Who has enlisted Principle of management?

- A. F.W.Taylor
- B. HenryFayol.
- C. Dr.Juran.
- D. AdamSmith

#### Question 463

---

Scientific Management work son

- A. Research and experimentation.
- B. Trial and error.
- C. More attention on production only.
- D. Tradition management theory

#### Question 465

---

Why plan fails

- A. Lack of knowledge.
- B. Insufficient data.
- C. Overconfidence.
- D. All are correct

#### Question 466

---

The function of administration is.....

- A. Decision making.
- B. Policy making.
- C. Controlling and ensure discipline.
- D. All of above

#### Question 467

---

Which of the following is / are the characteristic of organization?

- A. Small or large group of people.
- B. Group leaded by executive leader.
- C. Allocates duties and responsibilities to employees.
- D. All of above.

#### Question 468

---

4. ‘Achievement due to one will be shared by all others’, this happens in

- A. General partnership.
- B. Limited partnership.
- C. Both (a) &(b).
- D. None of the above

### **Question 469**

---

Which industrial act safeguards interests of workers regarding their health, safety and welfare?

- A. Indian factories act.
- B. Minimum wages act.
- C. Workmen's compensation act.
- D. Industrial dispute act

### **Question 470**

---

Which of the following comes under the title of "sources of fixed capitals"?

- A. Shares of equities.
- B. Preferences shares and deferred shares.
- C. Public deposits and debentures.
- D. All of above

### Question 471

---

Minimum rates of wages may be fixed by

- A. By the hours.
- B. By the day.
- C. By the month.
- D. All of above.

### Question 472

\_\_\_\_\_ can be defined as goods or cashed used (invested) to generate income from business or property (that can give income).

- A. Finance.
- B. Capital.
- C. Budget.
- D. VAT

### Question 473

---

\_\_\_\_\_ is methods of buying goods by making installment payments over the period of time.

- A. Bank loan.
- B. Hire purchase.
- C. Sale and lease bag.
- D. All of above.

### **Question 474**

---

A joint stocks company divides the capital required into units of equal denomination of Rs 1,2,5 or

10. Each unit is called a\_\_\_\_

- a. Budget.
- b. Debenture.
- c. Share.
- d. Balance sheet

### **Question 475**

---

Which of the following is a false statement?

- A. Capital is required to start the business.
- B. Capital is required to run the business.
- C. Capital is required to expand the business.
- D. Capital is required to sell the business

### **Question 476**

---

I want the products of my company to achieve perfect quality, which tool will I apply to check his

- A. Six sigma
- B. ABC Analysis.
- C. MRP
- D. EOQ.

### Question 477

---

\_\_\_\_\_ can be defined as an integrated information system that serves all departments within an enterprise.

- A. MRP
- B. MPR
- C. ERP
- D. EPR

### Question 478

---

Too little inventory increase the rise of

- A. Out of stock condition.
- B. More stock.
- C. Theft.
- D. Can't predict.

### Question 480

---

\_\_\_\_\_ determines quality and timing for material planning

- i.EOQ
- ii.ERP
- iii.SAP
- iv.MRP

### Question 481

---

Which of the following is constituent of Total quality management?

- A. Orderliness and punctuality
- B. Quality of inventory
- C. TPM
- D. None of above

### Question 482

---

Workout product requirement in detail and set product specification on the basis of customer preference, cost and profit is a function of \_\_\_\_\_

- A. Quality management.
- B. Material management.
- C. Production management.
- D. Inventory management.

### Question 483

---

Six sigma implies that \_\_\_\_\_

- A. A statistical method
- B. A trouble shooting method
- C. Teams are effective
- D. 3,4 defects per million output

### Question 484

---

- A. Trading business means
  - a. Buying a raw material.
  - b. Selling a finished goods.
  - c. Buying goods and selling them without any processing.
  - d. All



### Question 485

---

Framing board policies in a company is concerned with

- A. Lower management
- B. Top management
- C. Middle management
- D. None of these

### Question 486

---

\_\_\_\_\_ can be called as “leading”, “motivating”, “actuating” and soon

- A. Planning
- B. Organizing©
- C. Controlling
- D. Directing

### Question 487

---

\_\_\_\_\_ skill is needed at the top level of management

- A. Technical
- B. Conceptual and technical
- C. Conceptual
- D. Conceptual, technical and human

#### Question 488

A. No smoking the factor is an example of \_\_\_\_\_

- a. Rules
- b. Programme
- c. Project
- d. Schedule

#### Question 489

The unity of authority and plan of action is about

- A. Unity of direction
- B. Authority
- C. Discipline
- D. Unity of commands

#### Question 490

When a group of people are pulled together for a special task then formed structure of organization is called organization.

- A. Project
- B. Line
- C. Functional
- D. Line and staff

#### Question 491

Which are factors on which span of control depends?

- A. Trained and experience subordinate
- B. Type of work
- C. Capacity of executive or manager
- D. All of above

#### Question 492

stands for granting of authority to subordinates to accomplish or perform a particular assignment while operating within pre-decided limits and standard stabilized.

- A. Delegation of authority
- B. Responsibility
- C. Effective delegation
- D. Accountability

#### Question 492

Following business is not coming under sole proprietorship?

- A. Service center
- B. Press shop
- C. Hardware unit
- D. Insurance company

Apni University

*This is not the **End**, but the **Beginning***

Thank You

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