Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

MGMT 515

Mid-term Exam

Instructions

**READ ALL OF THESE ISTRUCTIONS FIRST!!!!!!**

This exam constitutes 20% of your total grade. You must submit your assignment in Moodle by **midnight on February 11th**.

When I grade this Mid-Term, I use the following scoring rubric for each question:

* **80%** for answer accuracy and completeness
* **10%** for citation (format, completeness, appropriateness)
* **10%** for grammar, spelling, punctuation, language use (you will not be penalized for English versus American, but translation software can cause significant problems for you here if you use that)

If you make use of published materials in forming your responses, remember to include an appropriate citation. Use APA style. Failure to properly cite the work of others will result in a reduction of your grade.

Remember that the materials presented in this course are sufficient to craft cogent responses to these questions. **DO NOT** use **Wikipedia** or a **Google Search** for your answers. Using Wikipedia will result in a reduction of your grade. **If you chose to use external references, e.g., the Internet, remember that these responses will receive greater scrutiny and any hint of plagiarism will result in a grade of zero for the entire mid-term**.

Questions:

1. (10 points) **Referring to the course materials**, describe the difference between efficiency and effectiveness in a business. What role is focused on efficiency? What role is focused on effectiveness?

Response:

Citation:

1. (10 points) Choose one business with which you have some familiarity and describe the division of labor within that business. **Actually** **name the business (like “McDonalds” or “Wal-Mart”, not “IT Firm”**. **Describe at least three different roles in that business**.

Response:

Citation:

1. (20 points) How might the division of labor **in the business mentioned above** be improved?

Response:

Citation:

1. (20 points) Tom runs a sales team for a pharmaceutical company. The team meets their sales quotas and maintains their numbers adequately, but in annual feedback surveys, Tom sees employees are not motivated in their work. They cite that they have good pay and benefits, as well as a feeling they will keep their jobs. What they do not see, however, is a chance to move up in the organization or enough recognition for the work they accomplish.

What motivation theory is Tom seeing at work here? Explain the theory and what Tom can do to improve the situation.

Response:

Citation:

1. (10 points) Explain why management might take these two different approaches to managing a workforce.

Response:

Citation:

1. (10 points) Describe Michael Porter’s Five Forces Model.

Response:

Citation:

1. (10 points) Describe five organizational structures that management might use to organize a corporation. **Explain** the advantage of each structure in your response.

Response:

Citation:

1. (20 points) Bancroft and Associates supplies ductwork for industrial heating and air conditioning units. In the off-site for developing the company’s strategy for the next 5 years, the CEO and CFO differ on what to focus on. The CEO wants to use past trends and market forecast models to create a rational process for the future. The CFO wants to focus on leveraging the company’s unique skills, abilities and resources to better position the company for the future.

What two schools of strategy are demonstrated here? What are the limitations/weaknesses of each of them?

Response:

Citation:

1. (20 points) You are the manager of a hotel. When walking around the building you frequently find some of the cleaning staff talking in groups around their carts or near the supply closet. When you come by, they curtail their discussions and stock their carts or enter rooms to clean them.

What are you seeing here and what actions would you take to reduce this behavior among the cleaning staff? Be specific.

Response:

Citation:

1. (20 points) A group of representatives from one of Germany's largest labor unions, marched on one of Amazon's eight German distribution centers. Armed with 37,000 petition signatures, the group demanded a meeting with Amazon executives to negotiate a union wage contract for its German workforce. Amazon, which employs 8,000 people in Germany, has refused to communicate with union officials, emphasizing that it already pays above the union rate. The union has protested the "Big Brother" atmosphere where "everything is measured, everything is calculated, everything is geared toward efficiency." The union is also protesting the treatment of the 10,000 temporary workers that Amazon buses in from Spain and Romania to meet Christmas demand, citing German legislation, introduced in 2005 that lowered labor regulations, as a main contributor to the problem. Amazon is quickly becoming despised for personifying the qualities of American-style management that Germans despise. "People want to be treated with respect," argues the union leader.

Should Amazon insist on American-style management in Germany?

In general, should firms adopt local customs in its operations?

Response:

Citation:

1. (10 points) **In your own opinion**, what factors should you think about when working with a virtual team versus face-to-face?

Response:

Citation: (Not required for this answer if you use your own thoughts/opinions)

1. (10 points) According to the course materials, what is the basis of a **manager’s** power?

Response:

Citation:

1. (10 points) According to the course materials, what is the basis of a **leader’s** power?

Response:

Citation:

1. (10 points) What is organizational culture?

Response:

Citation:

1. (10 points) What steps can management take to change an organization’s culture?

Response:

Citation: