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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:

In a business, efficiency is about doing things right, it’s a measure of how well or how productively resources are used to achieve goal. While effectiveness is about doing the right things, it’s a measure of appropriateness of the goals on organization is pursuing.

Managers are focused on efficiency, and leaders are focused on effectiveness;

Citation:

Class lecture (2017, July 9th, week 2), Managers and Managing with note pages 0816 slides, Organizational Performance

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:

I am pretty familiar with my former employer Health Integrity LLC, one of its core businesses is detect and investigate Fraud, Waste, and Abuse (FWA) behaviors in Medicare and Medicaid program in order to protect those program beneficiaries and U.S. government. There’re 4 major roles patients I’d like to talk about: Modelers, SMEs, Developers and Managers.

Modelers, who are specialized at mathematics and statistics, is responsible for data analysis and building statistical models, with the help of SMEs, to detect anomalies in the medication data (Part D data, or prescriptions).

SMEs, A.K.A subject matter experts, who are usually experienced pharmacist or investigators, is responsible for providing guidance and domain knowledge to modelers and managers for building models and preparing presentations for external clients.

Developers, who are good at software engineering, is responsible to develop and maintain website (the product) to display the findings and results of predictive models in order to help external clients to utilize the finding.

Managers, who is usually either an ex-modeler or ex-SME, supervise everything, is responsible for making plans and goals, coordinating with each team, providing quick response to external clients, evaluating team member’s performance, mentoring new/junior employees etc.

Citation:

(Integrity, 2017)

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

Response:

One problem my former employee usually (probably lots of small companies usually do too) faces is that it’s very hard to retain good employees, which caused some discontinuities for their projects, when one employee left the company, his/her project has to be transitioned to another which may delay the deliveries to the external clients. This is largely due to the “unprofessional” management, with the managers who were used to be a good SME or senior modeler, they don’t necessarily know the Expectancy Theory and Equity Theory very well. Thus one thing can be improved in the division of labor in my opinion is that to bring in professional management, and separate management into business orientated and personnel orientated. Thus the best employees can be identified and retained by those professional managers who understand their other needs and expectations in addition to doing a good work, thus the continuity of work won’t be affected because of the leaving of people, this can also reduce the cost of recruiting and training new people.

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:

The motivation theory Tom is seeing is the “Motivation Hygiene Theory”.

This theory is also known as two-factor theory, created by a psychologist Frederick

Herzberg is one of the motivation theories that states that there’re two set of job-related factors, one set lead to extreme satisfaction in the job and also the other set lead to extreme dissatisfaction in the job (Academy, 2013).

According to the Two-Factor Theory, Tom could give some challenging work to his employees and set up some award to recognize his employees’ accomplishment, promote those who did well in the organization and so they can bear more responsibilities.

Citation:

Academy, A. B. (Composer). (2013). Frederick Herzberg's Two-Factor Theory of Motivation. [A. B. Academy, Performer] US.

1. (10 points) Explain why management might take both Theory X and Theory Y approaches to managing a workforce.

Response:

Because it all depends on which kind of employee the management will be dealing with.

If the management thinks their employees don’t like what they do at work and have little motivation, then according to the Theory X and Theory Y, the management may adopt Theory X, since it emphasizes the importance of strict supervision, external rewards and penalties in order to make sure that the work is done properly.

While if the management believes their employees like what they do at work very much and are very motivated, then the management should suit the managerial style of Theory Y, since it focuses on the motivating role of job satisfaction and encourages workers to approach tasks without direct supervision.

So, it’s important to understand what really motivates the employees thus the management would know what management style should be adopted (Team).

Citation:

Team, M. T. (n.d.). Theory X and Theory Y - Understanding People's Motivations. Retrieved from Mind Tools: <https://www.mindtools.com/pages/article/newLDR_74.htm>

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

Response:

Michael Porter’s Five Forces Model, created by Harvard Business School professor Michael Porter, is one of the most popular and highly regarded business strategy tools to analyze five competitive forces that shape every industry, and help determine an industry’s weaknesses and strengths, therefore attractiveness such as profitability.

1. Threat of New Entry. This force analyzes the ease of entry for new participants in the marketplace, if entry is easy then this factor indicates a high level of competition.
2. Competitive Rivalry. This force evaluates the number and activity of a company’s rivals. Where rivalry is intense, companies can attract customers with aggressive price cuts and high-impact marketing campaigns. Also, in markets with lots of rivals, your suppliers and buyers can go elsewhere if they feel that they're not getting a good deal from you. On the other hand, where competitive rivalry is minimal, and no one else is doing what you do, then you'll likely have tremendous strength and healthy profits.
3. Supplier Power. This force analyzes the number of your suppliers and how easy for them to increase their prices. The more you have to choose from, the easier it will be to switch to a cheaper alternative. But the fewer suppliers there are, and the more you need their help, the stronger their position and their ability to charge you more, which can impact your profit.
4. Buyer Power. This force is to analyze how easy it is for buyers to drive your prices down. When you deal with only a few savvy customers, they have more power, but your power increases if you have many customers.
5. Threat of substitution. This farce analyzes the likelihood of your customers finding a different way of doing what you do. A substation that is easy and cheap to make can weaken your position and threaten your profitability. (Team M. T.-U.)

Citation:

Team, M. T.-U. (n.d.). Porter's Five Forces. Retrieved from Mind Tools:

https://www.mindtools.com/pages/article/newTMC\_08.htm

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:

1. Start with analyzing the current culture of the organization and evaluating the current performance under it.
2. Have a clear picture of the future mission and desired outcomes with the change.
3. Identify individual tasks with work breakdown structure.
4. Associate tasks with job roles (job design).
5. Organize job roles into logical groupings.
6. Decide how you want to allocate authority.
7. Decide what coordinating mechanisms you want to use
8. Choose.

Citation:

Class lecture (2017, ??, week 5), Managing Organizational Design and Culture with note pages 0816.