

NAT IIM Management Science Management Hard Test

Sr	Questions	Answers Choice
1	The discipline of management is	A. An art B. A science C. Both A and B D. Neither an art nor a science
2	Administrative management is a process of	A. Managing the activities of marketing and sales people B. Making rules and regulations regarding administration of the business. C. Coordinating and communicating in the organization with the responsibility for overall operations of the enterprise D. None of the above
3	The concept of Scientific Management became popular after World War II is now	A. Very commonly used B. Used rarely C. In fairly common usage D. None of the above
4	The functions of buying, selling & exchange are generally related to the activity of	A. Hawthorne B. Frank Gilbreth C. Elton Mayo and his associates D. Henri L. Gantt
5	The Behavioral Approach emphasizes striving to increase production through	A. Training of people B. Development of people C. An understanding of people D. Motivation people
6	As a result of the Systems Approach, particular interest is being given to	A. Information and decision processes B. Input and output only C. Process and design D. None of the above
7	The net result of division of labor is that	A. It changes the authority-responsibility relationship B. Increases efficiency C. Causes every employee to have only one boss D. All of the above
8	It can be said about social systems that they are	A. Contrived B. Biological C. Mechanical D. All of the above
9	In a managerial system the following level is not included	A. Organizational level B. Mechanical level C. Institutional level D. Technical level
10	The person heading the organizational hierarchy is least likely to be called	A. President B. Managing Director C. First line supervisor D. Chief Executive
11	A first-line supervisor, in comparison to top level manager will spend more time in doing	A. Policy making B. Public relations C. Strategic planning D. Directing subordinates
12	In the hierarchy of an organization the lowest management level is engaged in doing	A. Long-range planning B. Strategy making C. Policy making D. Operations control
13	The following level of management is more concerned with planning and organizing	A. First level B. Top C. Middle D. Only A & B

14	Strategic/long-range planning is relatively more performed by	B. Lower management C. Middle management D. None of the above
15	The results of the process of organizing are typically represented by means of an	A. Organization committee B. Organization matrix C. Organization manual D. Organization chart
16	Staffing function in an enterprise is required to be done	A. Only in going enterprises B. Only in new enterprises C. Both A & B D. None of them
17	The following functions of management are more closely related 1. Planning 2. Coordination 3. Motivation 4. Control	A. 1 and 2 only B. 2 and 3 only C. 1, 2 and 4 D. 2, 3 and 4
18	The following is not an element of administration	A. Planning B. Organizing C. Controlling D. Taking initiatives
19	The following activity is not usually the basic functions of a manager	A. Motivating B. Directing C. Decision making D. Recruiting
20	Theoretically speaking managerial planning should take place	A. Before doing work B. During work in progress C. After doing work D. All of the above
21	Out of three types of plans usually used in large business corporations, the following type of plane is least useful	A. Formal Plane B. Informal plane C. Strategic plane D. Short-range operational plane
22	An accurate forecast is least likely to be dependant upon	A. Number of variables B. Predictability of variables C. Work-plan D. Time period
23	MBO evaluates the performance of operating units and individuals in terms of	A. Personality B. Objective work goals C. Family background D. None of the above
24	Under following market condition, sales forecast is particularly useful	A. The demand has been historically stable B. The demand has been historically unstable C. Both A and B D. None of the above
25	The objectives of most of the managers are	A. Single B. Double C. Multiple D. All of the above
26	Arrangement of the data in a matrix form is most basic characteristic of	A. Descriptive statistics B. Linear programming C. Data analysis D. All of the above
27	Production planning and Control department is basically responsible for	A. Marinating optimum level of inventory B. Formulating production policy C. Scheduling output to fulfill sales needs D. None of the above
28	Technical forecasting includes	A. Demand forecasting B. Sales forecasting C. Exploratory forecasting D. Cash forecasting
29	The following is not a type of economic forecasting	A. Econometrics B. Lead and lag indicators C. Extrapolation D. User expectations
30	The final step in long-rang planning is	A. Execution of the plan B. Control to the plans C. Establish strategies

		C. Establish strategies D. Develop planning premises
31	The statement "No smoking in the factory" is an example of	A. A policy B. A rule C. A slogan D. A goal
32	The typical time horizon for long-rang plans for most of the organizations is	A. 6 months B. 1 year C. 5 years D. 10 years
33	The following is the best statement to set a goal	A. Increased the sales volume by 20% by October 9 B. Change the method of assembly by June 30 C. Reduce the scrap rate by 5% before the year end D. Do a better job next time
34	To ensure proper maintenance of TV by the customers, a decision to promote the sale of service contracts with TV sales was taken. This is an example of	A. Imposed policy B. Originated policy C. Appealed policy D. All of the above
35	Before a week to the budget presentation in Parliament, a decision to restrict the distribution of sugar, rice etc. is an example of	A. Export policy B. Monetary policy C. Sales policy D. Finance policy
36	A decision by a government to lease rather than purchase retail sales outlets is an example of	A. Export policy B. Monetary policy C. Sales policy D. Finance policy
37	In administering an aptitude test, the specified technique to be used is called a	A. Policy B. Method C. Procedure D. Objective
38	An employee of ABC Ltd. is not allowed to accept gifts from suppliers except for token gifts of purely nominal or advertising value. It is an example of a	A. Policy B. Procedure C. Rule D. Objective
39	The main purpose of strategic planning is to	A. Provides major objectives B. Deal with the government C. Determine operational goals D. Establish intermediate strategies
40	The policy and actions of a government will affect	A. Business strategy of an organization B. Economic conditions of the country C. Legal framework within which companies operate D. All of the above
41	The following is not a typical characteristic of the decision making process	A. It is goal oriented B. It occurs over time C. It occurs in sequential chains D. It cannot be learned in the classroom
42	A business firm typically seek following solutions to problems	A. Any B. Optional C. Satisfactory D. Complete
43	The tendency of making accurate diagnosis is dependent upon	A. Identifying major obstacles B. A definition of organizational objectives C. Definition of objectives and identification of obstacles D. None of the above
44	One disadvantage of group participation in decision making is	A. Bad effect on morale B. Organizational conflicts C. Time required D. De-motivation of the members
45	Most clearly advocated managerial skill is	A. Timidity B. Integration C. Indecisiveness D. Procrastination
46	The probability of a new product's success is 0.6, with expected value of Rs. 21,600. What is projected savings?	A. Rs. 21,600 B. Rs. 21,960 C. Rs. 21,900

	projected earnings.	C. Rs. 21,000 D. Rs. 21,690
47	The following in PERT is essentially the same as a milestone	A. Event B. Activity C. Slack time D. Critical path
48	If it takes an average of 50 hours to assemble 2 units, how many hours (average/unit) would it take to assemble 4? Assume an 80 percent learning curve.	A. 100 B. 80 C. 40 D. 50
49	During the following period, quantitative methods of decision making received a big boost	A. World War I B. World War II C. The Vietnam War D. The Korean War
50	Saddle point zero-sum games	A. Use maxima B. Use minima C. Can include two party zero-sum games D. None of the above
51	Linear programming technique can be applied for	A. Minimization of cost B. Minimization of effort C. Optimization of systems D. Improving human relations
52	In managerial organizing the following is (are) of most importance	A. Cost B. Time C. People D. Tasks
53	The primary components of organizations does not include	A. People B. Activities C. Company history D. Objectives and results
54	The following is not a basic function of business organizations	A. Production B. Research C. Marketing D. Sales
55	The decrease of workers productivity with an increase in their wages at the same time, the unit costs will be	A. The same B. Raised C. Decreased D. Of no affect
56	Real wages can best be expressed as	A. Take home salary after all deductions B. Wages divided by a cost of living of consumer price index C. Gross earning minus taxes D. None of the above
57	The following goal is unlikely to be included in performance appraisal	A. To discuss government policies B. To identify psychological problems C. To identify children educational requirements D. All of the above
58	The method of appraisal in which the rarer is required to keep a record of notable instances of job success and failure for each employee during the ranking period is called	A. Job related method B. Notable instances method C. Employee ranking method D. Critical incidents method
59	The following requirements are unlikely to be specified in a job specification	A. Experience B. Knowledge and skills C. Physical characteristics D. Expected Level of performance
60	The most frequently used method under off-the-job training and development in order to convey specific areas of known-ledge is known as	A. Advance training courses B. Special training courses C. Specific learning programs D. Workshop training courses
61	A procedure in which supervisors enact some of their troublesome personnel situations is	A. Psychodrama B. Personal bond C. Career counseling D. Situation analysis
62	The selection of most executive includes appraisals in	A. Personality B. Ability C. Social D. All of the above
63	The conflict between worker expectations and the organizations conditions directly causes	A. Unionism B. Inefficiency

63	The conflict between worker expectations and the organizations conditions directly causes	C. Job dissatisfaction D. Absenteeism
64	Sensitivity training is	A. A way of Training people on sensitive matters B. An unstructured encounter group C. A very small group of sensitive people D. None of the above
65	A first-line supervisor, in comparison to top level manager have to spend more time in	A. Policy making B. Direction of subordinates C. Public relations D. Long-range planning
66	The majority of supervisory decision are	A. Risky B. Judgmental C. Dictatorial D. Successful
67	The linking process of managerial functions is an element of	A. Communicating B. Planning C. Reporting D. Controlling
68	A successful communication involves the occurrence of	A. No change B. A desired change C. An undesired change D. All of the above
69	The approximate percentage of time speeded by a manager on communication is	A. 33% B. 50% C. 75% D. 90%
70	While communicating, managers are known to spend more of their time in	A. Reading B. Writing C. Listening D. Speaking
71	The minimal use of status symbols tends to improve organizational communication by reducing the barrier of	A. Filtering B. Pressure of time C. Premature evaluation D. Psychological distance
72	Before presentation of all relevant information, the tendency that listeners may arrive at judgements is called	A. Filtering B. Pressure of time C. Premature evaluation D. Psychological distance
73	The communication pattern in which every person has someone "to each side of him" with whom he can communicate is called	A. Chain pattern B. Centralized pattern C. Circular pattern D. Both A & B
74	The communication pattern which is generally fastest and most accurate for simple problems is called	A. Chain pattern B. Centralized pattern C. Circular pattern D. None of the above
75	The leader emerges most rapidly in the following communication patterns	A. Chain pattern B. Circular pattern C. Centralized pattern D. All of the above
76	The total number of relations among a superior and two subordinates are	A. Three B. Five C. Six D. Seven
77	The requirement of an Effective communication is	A. A receiver and encoding B. Information and a sender C. Information and understanding D. A sender and decoding
78	In the process of communication attention is directed towards the	A. The supervisor B. The sender C. The receiver D. The boss
79	Words are a similar type of communication medium to that of	A. MS word B. Pencils C. Brail D. Pictures
80	Transactional analysis is not referred to the following ego states	A. Child B. Parent C. Adult D. Supervisors

		C. Supervisors
81	The following item is not associated with the directing function?	A. Utilizing staff departments B. Communication C. Participation D. Leadership
82	With respect to human body, the best analogy of communication in an organization is	A. Nervous system B. Digestive system C. Circulatory system D. Respiratory system
83	Leadership implies the existence of the following	A. A Leader B. Community of interests between the two C. The Followers D. All of the above
84	The assumptions that "a leader is leader" and his behaviour can not be analyzed is consistent with the following leadership approach	A. Trait B. Great-man C. Situational D. Transformational
85	Shifting the emphasis from what the leader is to what leader does is consistent with	A. Trait approach B. Great-man approach C. Behaviour approach D. Transformational
86	As per suggestion of George Humans a leader needs	A. Integrity and courage B. Absolute principles for managing people C. A method for analyzing the social situation D. Concepts that do not change over time or because of new conditions
87	A bureaucratic leader is by nature	A. Rule centered B. Organization centered C. Religion centered D. Subordinates centered
88	One who holds his position because of force of prestige attached to his office is called	A. Creative leader B. Democratic leader C. Intellectual leader D. Institutional leader
89	An informal leader usually has no basis for influence from	A. Coerces B. Position C. Knowledge D. Charisma
90	The following style of leadership represents the extreme of centralized decision making authority	A. Free-rein B. Democratic C. Authoritarian D. None of the above
91	Employee centered managers gave attention to the following components of their jobs	A. Human B. Impersonal C. Human and impersonal D. Human and technical
92	According to Tannenbaum and schmidt the following is not a primary factor of leadership	A. External environment B. Manager C. Subordinates D. Situation
93	Contingency theory of leadership is brainchild of	A. Paul Hersey and his associates B. Rensis Likert and his associates C. Fiedler and his associates D. Tannenbaum and Schmidt
94	According to Fiedler the following is not a major situation variable	A. Position power B. Power-leader relations C. Task structure D. Leader-member relations
95	According to Keith Davis, an effective leader at the junior management position do not requires	A. Human skills B. Technical skills C. Specialist skills D. Conceptual skills
96	The following factor is not normally included as a primary motive	A. Thirst B. Hunger C. Love D. Sleep
97	The expectancy model of motivation does not include	A. Magnitude of the reward B. Effort to be expended C. Outcome probability D. Reward probability

		D. Reward probability
98	Negative motivational methods are based on threat or coercion and result in	A. Low morale B. High morale C. Neither high nor low morale D. None of the above
99	The following function is not normally listed as a major (line) function	A. Production B. Marketing C. Accounting D. Sales
100	People in our society generally like the following system of control	A. Personal control B. Self control C. Centralized control D. Not known
101	A common means for determining performance is by means of	A. Set standards B. Reports C. Bench marking D. Key cases
102	Without following function of management the control function cannot be performed	A. Planning B. Organizing C. Staffing D. Directing
103	Mechanical control system are characterized as	A. Problematically looped B. Quasi loop C. Closed loop D. Open loop
104	Control of a departmental budget by a finance staff is an example of	A. Self-control B. Personal control C. Centralized control D. None of the above