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MANAGEMENT

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EXIT EXAM

2015 With Detail Explanations

AFTERNOON SESSION



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Youtube Video Link

<https://www.youtube.com/playlist?list=PL5SvRn1ByFvtjz7TK43HBWWDFfnHMCc5T>

Telegram Channel

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1. Identify the role which is not among decisional role of a manager

- a. Disturbance handler
- b. Disseminator
- c. Entrepreneur
- d. Negotiator

B

2. In which stage of the group formation do members resist control by group leaders and show hostility?

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

B

3. Total enumeration of the target population in a study is;

- a. Population
- b. Case
- c. Sample
- d. Census

D

4. Which one of the following is correct about a patent

- a. An intellectual property right
- b. Issued by government to the inventor
- c. Granted for a number of years depending on the countries laws and type of property
- d. All of the above

D

5. Which of the following is not correct about marketing?

- a. Marketing is the document that outlines the production of items
- b. Marketing is the creation and delivery of standard of living to society
- c. Marketing is a social and managerial process
- d. Marketing is the total business activity

A

6. The involvement of identifying alternative courses of action that can be implemented if and when the original plan proves inadequate because of changing circumstances is

- a. Risk reduction plan
- b. Contingency plan
- c. Threat avoidance plan
- d. Crisis management plan

B

7. Which of the following is/are not the major online marketing domains that could work for international marketing activities?

- a. Business to business
- b. Business to consumer
- c. Consumer to consumer
- d. None

D

8. What is the objective of warehouse layout?

- a. Manage varied material flow for each product
- b. Expose customer to high-margin items
- c. Equalize the task time at each workstation
- d. Balance low-cost storage with low-cost material handling

D

9. The step in the feasibility study that determines whether there will be sufficient and sustainable demand for proposed products is;

- a. Market and demand analysis
- b. Financial analysis
- c. Technical analysis
- d. None of the above

A

10. Which of the following is wrong about leaders and leadership?

- a. Leadership is the ability to influence followers
- b. A manager can be a leader
- c. Leaders are usually inspirational
- d. All leaders are managers

D

11. The method used for solving an assignment problem is called

- a. MODI method
- b. Reduced matrix method
- c. Hungarian method
- d. VAM method

C

12. One of the following is a category of 'Growth Needs' according to Alderfer?

- a. Social
- b. Esteem need
- c. Safety need
- d. Physiological need

B

13. Which of the following is true about market and marketer?

- a. A market is the process of selling and buying of goods and services
- b. Marketer is the set of actual and potential buyers of a product or service
- C**- c. Market is the set of all actual and potential buyers of a product or service
- d. Marketer is a place where buyers and sellers found together

14. Consequences of an equitable compensation include,

- a. Turnover
- b. Strikes and complaints
- c. Job dissatisfaction
- d. Attracting qualified employees

D

15. Performance is interpreted as a cumulative effect of the following except,

- a. Right environment
- b. Individual ego
- c. Task requirement
- d. Motivation and engagement

B

16. A set of interdependent organizations that help make a product or service available for use or consumption by the consumer or business user is;

- a. Value delivery network
- b. Production intermediary
- c. Value creation summary
- d. Marketing channel

D

17. Which one best describe elements

- a. Entities on which data are collected
- b. Characteristic of interest
- c. Facts and figures collected
- d. None of the above

B

18. According to Kurt Lewin, the first phase in the change process is termed as,

- a. Evaluating
- b. Refreezing
- c. Unfreezing
- d. Changing

C

19. Of the following, which one is not component of a feasibility study?

- a. Description of the Business
- b. Market Feasibility
- c. Technical Feasibility
- d. None of the above

A

20. A statement that no difference exists between the parameter and the statistic being compared to it is

- a. Alternative hypothesis
- b. Research question
- c. Hypothesis
- d. Null hypothesis

D

21. A test is two-tailed when,

- a. H_a does not specify any direction
- b. H_0 does not specify any direction
- c. H_a specifies a direction
- d. H_a does specify positive direction

A

22. Which of the following is true about entrepreneur?

- a. Entrepreneur is the process of venture creation in an innovative and creative way
- b. Entrepreneur is the means through which new value is created as a result of the project
- c. Entrepreneur is an individual commissioned to undertake a particular commercial project
- d. Entrepreneur is a way of live for developed and industrialized nations

A

23. Which of the following is not a random sampling technique?

- a. Cluster sampling
- b. Systematic sampling
- c. Multi-Stage sampling
- d. Quota sampling

D

24. Which one of the following is not the function of financial management?

- a. Presenting financial data
- b. Investment decisions
- c. Financing decisions
- d. Dividend decisions

A

25. Which of the following is not among the function of packaging?

- a. Attracting attention
- b. Determine selling price
- c. Describing the product
- d. To hold and protect the product

B

26. Which of the following types of change are usually piecemeal and adjustments within the status quo?

- a. Fundamental
- b. Evolutionary changes
- c. Radical changes
- d. Revolutionary changes

B

27. Which of the following helps to identify activities that represent strengths, as potential strengths, and may be opportunities for developing competitive advantage?

- a. SWOT analysis
- b. Resource based view
- c. Value chain analysis
- d. Five forces model

A

28. Which of the following approaches to internal analysis focuses on value creation potential of actors?

- a. An internal audit
- b. Value chain analysis
- c. Competitive strength assessment
- d. SWOT

B

29. Toyota Corporation produces several different brands of cars from Scion to Toyota to Lexus each targeting its own segments of car buyers. This kind of targeting strategy is;

- a. Local marketing strategy
- b. Concentrated marketing strategy
- c. Micro marketing strategy
- d. Differentiated Marketing strategy

D

30. Which of the following are automated defenses employed against external sources!

- a Intrusion detection systems
- b. Firewalls
- c. Virus protection programs,
- d. All of the above

D

31. One of the following is not the benefit of strategic management,

- a. Proactively shaping firm's future
- b. Promotes reactive orientation
- c. Improved profitability
- d. Lesser resistance to change

B

32. Which one of the following is not part of data processing?

- a. Editing
- b. Classification
- c. Interpretation
- d. Coding

C

33. Strategies are put in to action through.

- a. Programs
- b. Budgets
- c. Procedures
- d. All

D

34. Which process strategy a car producing company could apply?

- a. Mass customization
- b. Process focuses
- c. Product focus
- d. Repetitive

D

35. Which one of the following helps an organization to reduce cost?

- a. Improved reputation
- b. Improved response
- c. Increased productivity
- d. Flexible pricing

C

36. Which data collection technique gives a researcher an improved understanding of a social phenomenon?

- a. Secondary
- b. Observation
- c. Questionnaire
- d. Interview

D

37. A budget is purposefully designed as what type of control to provide summary information to management?

- a. Prevention
- b. Feed forward
- c. Concurrent
- d. Feedback

C

38. The collecting, recording and reporting of information concerning all aspects of project performance that the project manager and other stakeholders wish to know is

- a. Monitoring
- b. Controlling
- c. Evaluation
- d. Analyzing

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PART II



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39. An integrated application that uses the computational, data storage, and data transmission power of modern information technology to support processes, information flows, reporting, and data analytics within and between complex organizations is termed as

- a. Information restoring system
- b. Enterprise system
- c. Information retrieval system
- d. Data validating system

B

40. Which of the following is not true about lease financing?

- a. The lessor grants the lessee the right to use an asset in return for periodic lease rental payments
- b. The lessee grants the lessor the right to use an asset in return for periodic lease rental payments
- c. In lease financing, productive assets could be borrowed on a long-term basis
- d. None of the above

B

41. Which of the following best describes the internal environmental aspects that will affect HR policy and practice?

- a. The type of business
- b. Economic developments
- c. The legal framework
- d. The political sphere

A

42. Which of the following is not a unique characteristic of a project?

- a. Finite
- b. Infinite
- c. Unique
- d. Complex

B

43. Which of the following is not among the factors that favor faster internationalization of companies?

- a. Firms with larger home markets and smaller production capacities
- b. Smaller home markets and larger production capacities
- c. Companies with marketing-based resources
- d. Firms with ANSWER managers well networked internationally

A

44. Differentiate the correct statement regarding the marketing environment

- a. The political-legal environment in relation to marketing is usually regarded as the regulatory environment
- b. Suppliers are among uncontrolled environmental elements the marketing manager should not waste his/her time
- c. The natural environment consists of economic factors that affect consumer purchasing power and spending patterns
- d. Demographic variable is a microenvironment, the marketing managers should deal with

A

45. Which of the following is not a reason to develop a business plan?

- a. To avoid silly mistakes
- b. To avoid risks
- c. To persuade funders
- d. To focus business objective

B

46. How much would \$5000 due in 20 years be worth today if the discount rate were 7%?

a. 2085.00

b. 2500.00

c. 3572.00

d. 1.292.10

D

$$PV = FV / (1 + r)^n$$

$$PV = 5000 / (1 + 0.07)^{20}$$

$$PV = 1292.1$$

47. If a Finnish cell phone maker Nokia customizes its cell phones for every major market and created full-featured but rugged and low-cost phones especially designed for harsher living conditions, the product strategy is:

- a. Product invention
- b. Communication adaptation
- c. Straight product extension
- d. Product adaptation

D

48. Which one involves gaining ownership or increased control over distributors and retailers?

- a. Backward integration
- b. Forward integration
- c. Market penetration
- d. Horizontal integration

B

49. The unique and relatively stable patterns of behavior, thoughts, and emotions shown by individuals are

- a. Self-efficacy
- b. Personality
- c. Group behavior
- d. Perception

B

50. Discriminate the main difference between classical scientific school and classical administrative school?

- a. Whereas scientific school focused on the productivity of individuals, the classical administrative application concentrates on the total organization
- b. Contributors to classical scientific school and classical administrative school are not common
- c. The emphasis of the classical administrative school is on the development of managerial principles rather than work methods
- d. Whereas the classical administrative approach focused on the productivity of individuals, the scientific school focused on the total organization

A

51. Identify the wrong statement about vision and mission,

- a. Mission is essential for establishing objectives and formulating strategies
- b. Mission and vision are necessary to effectively motivate the workforce
- c. A clear business vision leads to a comprehensive mission statement
- d. The mission is more broad and future-oriented compared to vision

D

52. Which aggregate planning options applies mainly to production not service operation?

- a. Using part-time workers
- b. Changing inventory levels
- c. Influencing demand
- d. Varying workforce size

B

53. Which of the following is a combination project and functional structures?

- a. Matrix structure
- b. Functional structure
- c. Divisional structure
- d. Line and staff structure

A

54. Distinguish a quantitative technique for decision-making that shows a complete picture of potential alternative decision paths.

a. The Delphi Technique

b. Brainstorming

c. Payback analysis

d. The decision tree

D

55. Which of the following explains the disadvantage of internal recruitment approach?

a. Better selection

b. Inbreeding

c. Adaptability

d. High cost

B

56. A tax imposed by a government on goods entering at its borders is termed as;

- a. Quotas
- b. Monetary barriers
- c. Tariff
- d. Boycotts

C

57. In a decentralized organization, management consciously attempts to spread authority to:

- a. The horizontal/Diagonal level
- b. The vertical organization level
- c. The lower organization levels
- d. The upper organization level

C

58. Which one of the following is not the purpose of writing a research proposal?

- a. Organize your idea
- b. Convince your audience
- c. Contract with your client
- d. Making conclusions

D

59. A conflict that occurs between two or more organizations

- a. Intra-organizational conflict
- b. Inter-organizational conflict
- c. Intra-group conflict
- d. Inter-group conflict

B

60. One of the following is not an external pressure for change

- a. Market situation
- b. Inefficiencies in an existing system
- c. Technology
- d. Social and political changes

B

61. Identify the one that belongs to research design;

- a. Qualitative
- b. Exploratory
- c. Applied
- d. Deductive

B

62. One of the following is not an actor in industrial relations

- a. Labor union
- b. The government
- c. Courts
- d. Technology

D

63. Which of the following is not a psychological state demonstrated by the job characteristics model for the satisfied employee?

- a. Withdrawal behavior
- b. Internal motivation
- c. Work performance
- d. Lower absenteeism

A

64. The effectiveness of a leader could be influenced by how followers behave and act. Which of the following favorable and desired behaviors of followers to the leader

- a. Able, Unwilling
- b. Unable, Willing
- c. Able, Willing
- d. Unable, Unwilling

C

65. A process for determining customers' requirements and translating them into the attributes that each functional unit can understand and act on it.

- a. Product development
- b. The house of quality
- c. Quality function deployment
- d. Product by value analysis

C

66. The solution to the transportation problem with m-row and n-columns is feasible if the number of allocations are

a. $m \times n$

b. $m+n-1$

c. $m+n+1$

d. $m+n$

B

67. Which of the following is not a characteristic of organization behavior?

- a. It focuses on three levels of analysis
- b. Seeks to improve quality of life at work
- c. Ignores organization effectiveness
- d. It is multidisciplinary in nature

C

68. In the managerial grid, leaders at the middle of the road (5,5) are characterized by.

- a. Focus all of their attention to production
- b. Balance and compromise
- c. Focus total attention on employee desire
- d. Do little to improve neither relationship nor production

B

69. Using pessimistic criteria, which alternative the decision maker will choose?

Strategy	State of Nature		
	S1	S2	S3
	P1 = .3	P2 = .4	P3 = .3
S1	700,000	300,000	150,000
S2	500,000	450,000	0
S3	300,000	300,000	300,000

a. S2

b. S3

c. S1

d. None

B

70. If you decide to own a business alone, what advantage could you expect?

- a. Delays in decision-making
- b. Profit will be shared among owners
- c. Complex licensing and registration process
- d. Easy to use family labor cheaply

D

71. The first steps in the staffing process involve Human resource planning and the human resource planning begins with

- a. Job design
- b. Job analysis
- c. Job rotation
- d. Job specification

B

72. A bond that matures in 6 years has a par value of 1000, an annual coupon payment of 80, and a market interest rate of 9%, what is its price?

a. 910.01

b. 955.14

c. 1020.0

d. 956.20

B

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Thank You