

1. In what order do managers typically perform the managerial functions?

- a) organising, planning, staffing, controlling, leading
- b) organising, leading, planning, Staffing, controlling
- c) planning, organising, Staffing, controlling, leading
- d) planning, organising, Staffing, leading, controlling

2. Which are internal environmental factors affecting on organization

- a) suppliers
- b) Technological
- c) Recourses
- d) Customers

3. Which one is False Statement from following?

- a) Authority is right of superior to issue command
- b) Authority is delegated to Subordinate
- c) Responsibility is obligation of subordinate to obey commands
- d) Responsibility is delegated to Subordinate

4) In what order Human Resource management process performs

- a) Recruitment, Selection, Placement, Training, Appraisal
- b) Selection, Recruitment, Placement, Training, Appraisal
- c) Selection, Recruitment, Training, Placement, Appraisal
- d)) Recruitment, Selection, Placement, Appraisal, Training,

5. Which one is not a recognised key skill of management?

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

6. Which one is best method to test person's experience

- a) Intelligence Test
- b) Personality Test
- c) Simulation Test
- d) Aptitude Test

7. PERT analysis is based on

- a). optimistic time
- b) pessimistic time
- c) most likely time
- d) all the above.

8. Critical path method

- a) is an improvement upon bar chart method
- b) provides a realistic approach to daily problems
- c) avoids delays which are very common in bar charts
- d) All the above.

9. While scheduling a project by C.P.M.

- a) a project is divided into various activities
- b) required time for each activity is established
- c) sequence of various activities is made according to their importance
- d) All the above.

10. The performance of a specific task in CPM, is known

- a) Dummy
- b) Event
- c) Activity
- d) Contract.

11. An event is indicated on the network by a number enclosed in

- a) a circle
- b) a square
- c) a triangle
- d) all the above.

12. Pick up the incorrect statement from the following :

- a) An activity of a project is denoted by an arrow on the net work

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- b) The tail of the arrow indicates the start of the activity
- c) The head of the arrow indicates the end of the activity
- d) The arrows are drawn to scale from left to right

13. The artificial activity which indicates that an activity following it, cannot be started unless the preceding activity is complete, is known as

- a) event
- b) free float
- c) dummy
- d) constant.

14. The estimated time required to perform an activity, is known as

- a) event
- b) dummy
- c) duration
- d) float.

15. The critical activity has

- a) maximum float
- b) minimum float
- c) zero float
- d) none of these.

16. For completion of a project, the critical path of the network represents

- a) minimum time
- b) maximum time
- c) maximum cost
- d). minimum cost.

17. In a project logic, four activities M, N, O and P are to be completed before starting activity Q. If the finish times of M, N, O and P are 12-00 hr, 14-00 hr, 15-00 hr. and 17-00 hr. respectively, the earliest event occurrence time for the activity

- a) 1200 hr.
- b) 1700 hr.
- c) 1500 hr.
- d) 1400 hr.

18. If the total float and duration of an activity are 5 and 10 days respectively, the particular activity can be

- a) started 5 days later

- b) completed 5 days later
- c) performed at slower rate in 15 days
- d) all the above.

19. Rearrange following steps of Communication Process

I-Decoding message ,II-Sender , III-Encoding message, IV-Receiver.V-Channel

II, I, III, V, IV

II, III, V, I, IV

c)II, I, V, III, IV

d)III, II, V, I, IV

20. Find optimum Sequence of Job

Job	1	2	3	4	5	6
Machine A	7	4	2	5	9	8
Machine B	3	8	6	6	4	1

- a)3-2-4-5-1-6
- b)2-3-4-5-1-6
- c)3-2-4-6-1-5
- d)2-4-3-5-1-6

21. Decision making process involves following steps

- a) Determination of Various alternatives
- b)Identify the Possible Outcome
- c)Determination of pay-off-functions
- d)All of above

22. Which crop is best crop according to HurwiczCriterion.

Rainfall	Profit in Rs		
	Crop A	Crop B	Crop C
High	8000	3500	5000

Medium	4500	4500	5000
Low	2000	5000	4000

- a) Crop A
- b) Crop B
- c) Crop C
- d) All of above

23. Which is principle of Organization

- a) Scalar Principle
- b) Unity of Command
- c) Span of Control
- d) All of above.

24. According to Maslow's need hierarchy theory which one is most basic need

- a) Safety Need
- b) Physiological Need
- c) Social Need
- d) Esteem Need

25. Which of the option is not a notable challenge while scheduling a project?

- a) Deadlines exist
- b) Independent activities.
- c) Too many workers may be required
- d) Costly delay

26. Activities A, B, and C are the immediate predecessors for Y activity. If the earliest finish times for the three activities are 12, 15, and 10, then the earliest start time for Y will be

- a) 10
- b) 15
- c) 12
- d) can not be determined

27. _____ occurs when the number of occupied squares is less than the number of rows plus

- a) degeneracy
- b) Infeasibility

- c)unboundedness
- d)unbalance

28.)If an opportunity cost value is used for an unused cell to test optimality, it should be

- a)equal to zero
- b)most of negative number
- c)most positive number
- d)any value

29. Generally PERT technique deals with project of

- a)repititive nature
- b)nonrepititive nature
- c)deterministic nature
- d)all the above.

30. The slack of the activity is equal to

- a)LF-LS
- b)EF-ES
- c)LS-ES
- d)none of the above

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32. Which statement characterizes standard form of a linear programming problem?

- a)Constraints are given by inequalities of any type
- b)Constraints are given by a set of linear equations

- c) Constraints are given only by inequalities of \geq type
- d) Constraints are given only by inequalities of \leq type

33. While solving an assignment problem, an activity is assigned to a resource through a square with zero opportunity cost because the objective is to

- a) Minimize total cost of assignment
- b) Reduce the cost of assignment to zero
- c) Reduce the cost of that particular assignment to zero
- d) All of the above

34. With the transportation technique, the initial solution can be generated in any fashion one chooses. The only restriction is that

- a) the edge constraints for supply and demand are satisfied.
- b) the solution is not degenerate.
- c) the solution must be optimal.
- d) one must use the northwest-corner method.

36. Adequate motivation of employees results in:

- a) fostering in-disciplines among the subordinates
- b) boosting the morale of the subordinates
- c) decreasing the productivity of subordinates
- d) all of these

37. Which of the following management functions are closely related?

- a) planning and organizing
- b) staffing and control
- c) planning and control
- d) planning and staffing

38. "Unity of Command " principle of effective direction means:

- a) subordinates should be responsible to one superior
- b) there should be unity amongst subordinates
- c) there should be unity amongst superiors

d)a superior can supervise a limited number of subordinates

39. Which of the following is not a step in decision making?

a)identifying the problem

b)talking about the problem but refusing to analyze relevant data

c)determining possible solutions

d)implementation of a solution

40. Which of the following is not a kind of departmentalization?

a)time

b)customer

c)ad hoc

d)equipment

41.Decentralization :

a)increases the importance of superiors

b)decreases the importance of superiors

c)increases the importance of subordinates

d)decreases the importance of subordinates

42. While delegating a super delegates:

a)only authority

b)authority and responsibility

c)authority,responsibility and accountability

d)authority and responsibility but on the accountability

43. A.H. Maslow suggested that in modern society, safety needs are

a)completely satisfied (100%)

b)largely satisfied (70%)

c)partially satisfied (30%)

d)unsatisfied

44. The managerial assumption that people basically dislike work, prefer to be directed, and want to avoid responsibility has been called

a)theory X

b)theory Y

c)theory Z

d)none of these

45. In considering the hard or punitive versus the soft or human relations, reactions to handling the consequences of the theory X, Mc Gregor suggest that the best alternative is

a)hard

b)soft

c)both hard and soft

d)neither hard not soft

46. The two factor theory of motivation has been much criticised. Which statement is least valid?

a)the study design (method) influenced the results

b)all people have strong drives for growth and accomplishment

c)the job content and job context factor are not mutually exclusive

d)satisfied workers are not necessarily the most productive.

47. The conclusion that when a leader ceases to lead,disorganisation in group behaviour results is suggested by the findings associated method:

a)free-rein method

b)authoritarian method

c)democratic methods

d)none of these

48. The two factor theory of motivation has been much criticised, Which statement is least valid?

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49.Staffing function of management comprises the actives of :

a)selecting suitable persons for positions

b)defining the requirements with regard to the people for the job to be done

c)training and developing staff to accomplish their tasks more effectively

d)all of these

50. Which one of the following actions by an entrepreneur is most likely to contribute to creative destruction?

a) Development of a new product

- b) Take-over of a competitor
- c) Issuing shares
- d) Reducing prices

51. Which of these statements best describes the context for entrepreneurship?

- a) Entrepreneurship takes place in small businesses.
- b) Entrepreneurship takes place in large businesses.
- c). Entrepreneurship takes place in a wide variety of contexts.
- d). Entrepreneurship does not take place in social enterprises.

52. Which of the following statements is false?

- a). Market segmentation is a useful process for small businesses to undertake.
- b). Selling is essentially a matching process.
- c). A benefit is the value of a product feature to a customer.
- d). It is a good idea for small businesses to compete solely on price.

53. Entrepreneurial development is the key to achieve all-round ----- through acceleration of industrial and entrepreneurial activities.

- a). economic development
- b). increase in profits
- c). shareholders value
- d). business development

54. According to Maslow's hierarchy theory, in order to motivate an employee there are five basic needs that are meant to be fulfilled step by step. Choose correct order of needs from following

- (a) Security, Physiological, Social, Esteem recognition, Self actualization
- (b) Esteem recognition, Self actualization, Physiological, Social, Security
- (c) Physiological, Security, Social, Esteem recognition, Self actualization
- (d) Physiological, Social, Security, Self actualization, Esteem recognition

55. The Herzberg's two factor theory is based on which factors?

- a. Hygiene and Motivator
- b. Safety and self - esteem

- c. Self - actualisation and status quotient
- d. security and Physiological

56. The following is indirect cost of accident

- (a) Money paid for treatment of worker
- (b) Compensation paid to worker
- (c) Cost of lost time of injured worker
- (d) All of the above

57. The key factor influencing the mobility of entrepreneurs are:

- a) Resources
- (b) Experience and Education
- (c) Language and culture
- (d) All of above

58. Which of the following is a characteristics of Venture capital firms

- a) Developing portfolio of companies
- b) Allowing firm to use the funds as they see fit
- c) Having a short term investment horizon
- d) Holding Debts in the firm that are funded

59. Which one of the following is not the 5R in Purchasing?

- a) Quality
- b) Quantity
- c) Price
- d) None of These

60. Which of the following is not a functions of Purchasing Management?

- a) Selection of source
- b) Placement of Purchase order
- c) Physical control of Material
- d) None of These

61. Which of the following best describes strategic planning

- a) Time horizon: Long-term
- Level of detail: Summarised
- Source: Mainly internal

b)Level of detail: Summarised

Source: Mainly external

Degree of certainty: Certain

c)Time horizon: Long-term

Level of detail: Summarised

Degree of certainty: Uncertain

d)Time horizon: Long-term

Level of detail: Highly detailed

Source: Mainly external

62. Which of the following is not the phase of OR methodology?

a) Formulating a problem

b) Constructing a model

c) Establishing controls

d) Controlling the environment

63. OR has a characteristics that it is done by a team of

a)Scientists

b)Mathematicians

c)Academics

d)All of the above

64.Hungarian Method is used to solve

a)A transportation problem

b)A travelling salesman problem

c)A LP problem

d)Both a & b

65.Which technique is used in finding a solution for optimizing a given objective, such as profit maximization or cost reduction under certain constraints?

a)Quailing Theory

b)Waiting Line

c)Both A and B

d)Linear Programming

66. Graphical optimal value for Z can be obtained from

- a) Corner points of feasible region
- b) Both a and c
- c) corner points of the solution region
- d) none of the above

67. Identify the type of the feasible region given by the set of inequalities

$$x - y \leq 1$$

$$x - y \geq 2$$

where both x and y are positive.

- a) A triangle
- b) A rectangle
- c) An unbounded region
- d) An empty region

68. With the transportation technique, the initial solution can be generated in any fashion one chooses. The only restriction is that

- a) the edge constraints for supply and demand are satisfied.
- b) the solution is not degenerate.
- c) the solution must be optimal.
- d) one must use the northwest-corner method.

69. Which of the following is a method for improving an initial solution in a transportation problem?

- a) northwest-corner
- b) intuitive lowest-cost
- c) southeast-corner rule
- d) stepping-stone

70. ---- or ---- are used to "balance" an assignment or transportation problem.

- a)Destinations; sources
- b)Units supplied; units demanded
- c)Dummy rows; dummy columns
- d)Large cost coefficients; small cost coefficients

71.The method of finding an initial solution based upon opportunity costs is called

- a)the northwest corner rule
- b)Vogel's approximation
- c)Johanson's theorem
- d)Hungarian method

72.One disadvantage of using North-West Corner rule to find initial solution to the transportation problem is that

- a)It is complicated to use
- b)It does not take into account cost of transportation
- c)It leads to a degenerate initial solution
- d)All of the above

73.When total supply is equal to total demand in a transportation problem, the problem is said to be

- a)Balanced
- b)Unbalanced
- c)Degenerate
- d)None of the above

74.Which of the following methods is used to verify the optimality of the current solution of the transportation problem

- a)Least cost method
- b)Vogel's approximation method
- c)Modified distribution method
- d)All of the above

75.The critical path is the path through the network.

- a) longest
- b)shortest
- c)straightest
- d)none of the above

76.Mark the wrong statement.

- a)All activities on a critical path are critical activities.
- b)A project network may have none, one, or more critical paths.
- c)A delay in critical activity surely delays the completion of project.
- d)Each critical activity has identical earliest and the latest start times.

77.The purpose of a dummy row or column in an assignment problem is to

- (a)obtain balance between total activities and total resources
- (b) prevent a solution from becoming degenerate
- (c)provide a means of representing a dummy problem
- (d)none of the above.

78.Every Mathematical Model

- a.longest
- b.shortest
- c.straightest
- d.none of the above

79. Coordinating people and human resources to accomplish organizational goals is the process of:

- a. planning.
- b. directing.
- c. management.
- d. leadership

80. Which of the following would be included in the "controlling function" ?

- a. measuring results against corporate objectives.
- b. explaining routines.
- c. setting standards.
- d. giving assignments.

81. Motivation is related to:

- a. planning.
- b. controlling.
- c. leading.
- d. tactical decisions.

82. Technical skills are most important for which of the following:

- a. first line managers.
- b. middle managers.
- c. vice president-Production.
- d. top managers.

83. Which of the following is not style of leadership?

- (a) Autocratic
- (b) Charismatic
- (c) Parental
- (d) Patriotic

84. Which is not one of step in the decision making process

- a)Identifying the problem
- b)Analyzing alternative solutions
- c)Implementing the decision
- d)Delegating the decision making

85. what is involved in Communication Process

- a)Idea-encoding-channel-decoding-feedback
- b)Idea-information-channel-receiver
- c)Information-channel-receiver
- d)Sender-receiver-channel

86.Members of Distribution channels are excellent sources for new ideas because:

- a)They are familiar with the needs of the market
- b)They earn a handsome profit from new business
- c)They do not bother if entrepreneur bears a loss
- d)They have well-developed sales force

87. Fixed cost per unit decreases when-----

- a)Production volume increases.
- b)Production volume decreases.
- c)Variable cost per unit decreases.
- d)Variable cost per unit increases.

88.For any Primal Problem and its Dual----

- a)optimal value of objective function is same
- b)dual will have an optimal solution if primal does too
- c)primal will have an optimal solution if dual does too
- d)both primal and dual cannot be infeasible

89.An optimal assignment requires that the maximum number of lines which can be drawn through squares with zero opportunity cost should be equal to the number of -----

- a)rows or columns
- b)rows and columns.
- c)rows+columns- 1
- d)rows-columns.

90. Service mechanism in a queuing system is characterized by-----

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- a)customers behavior
- b)servers behavior
- c)customers in the system
- d)server in the system