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Q 10 - Choose correct answer.

1) Superior Subordinate relationship on the basis of personal likes, dislike, attitudes and prejudices results in Informal Organisation.

2) No smoking in the factory is an example of Rule.

3) In order to communicate, motivate and delegate a manager must have Interpersonal Skills.

4) Studying the future and arranging the means for dealing with it is part of the Planning.

5) which ^{part} of the management process includes measuring results, comparing results to expectations and taking corrective actions to bring results in to line?

Answer :- Controlling

6) Economic uncertainty, regulatory requirements and new competitors are example of what type of factors that affect managers?

Answer :- external factors

7) The ability of a manager to interface and work effectively with individuals and groups is descriptive of what type of managerial Skill?

Answer :- Interpersonal.

8) Which management principle states that

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each individual should report to only one boss in order to avoid conflict and/or confusion?

Answer: Unity of Command-

Q) Which level of management is responsible for implementing programs that are intended to carry out the broader objectives of an organization set by executives?

Answer: Middle Managers-

10) Which of the following characterize a manager as being effective?

Answer: They achieve their goals-

Question number 2:- Carefully read scenarios and identify **PRINCIPAL OF MANAGEMENT** -

Q1:- Ali is commerce student visited a hospital, He observed that in hospital to treat different types of disease there is a separate department is lead by dean of that respective department who is expert in that particular field having knowledge, training and experiance of that particular area only; He could relate it to one of the principle of management, **IDENTIFY**.

Ans:- It is a Division of work. As ~~in~~ the each department of that speci disease is led by the experts of different disease treated in that hospital-

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Q2 Sana a sales manager has to negotiate a deal with a buyer, she finds that if she can offer a credit period of 60 days she is likely to clinch the deal which is supposed to fetch the company a net margin of Rs 100,000. Now company gives power to the manager to offer a credit period of - 40 days due to which she could not get the deal. IDENTIFY the principles violated above.

Ans:- Authority and Responsibility

Q3:- In the Company, Management and labor union entered into an agreement whereby workers have agreed to put in extra hours without any additional payment to revive the company out of loss. In return the management has promised to increase the wages of the workers when this mission is accomplished but afterwards management refused to fulfill its commitment. IDENTIFY principles violated by company.

Answer:- As company went back of its words so it is the violation of Principle of discipline.

Q4:- Ahmad a sales person is asked to clinch a deal with a buyer and is allowed to give 10% discount by Marketing Manager. But finance department tells him not to offer more than 5% discount, due to which Ahmad is confused. which principle is violated? IDENTIFY.

Answer:- As Ahmad is ^{not} reporting to the

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have to
only one Boss and following different orders of 5% and 10% due to there is confusion. So it is violation of Principle of Command.

Q5 :- A Toyota industry is engaged in manufacturing cars and motorbikes. It has two separate departments for both the products. Each department has its own incharge, plans and executive resources, which leads to focused efforts of all employees. Identify the principle of management followed by Toyota industries.

Ans :- As the industry have separate departments for both cars and motorbike and both have own incharge, plans and executive resources which leads employees to be focused on their works. So the Industry is following Principle of Unity of direction.

The End.