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Program: BS(SE)

Section: (A)

Question No 1:-

read the statements ^{Carefully} and choose
the correct answer

1) Supperior Subordinate relationship
on the basis of personal likes
dislikes, attitudes and prejudices
results in (b)

- a) Formal Organization.
- b) Informal Organization
- c) No Organization
- d) None of the Above

2) No smoking in the factory
is an example of (c)

- a) Policy
- b) Procedure
- c) Rule
- d) Strategy

d) Leading Controlling

e) Economic uncertainty and new competitors' requirements. are examples of what type of factors that affect managers? (d)

- a) intrapersonal factors
- b) internal factors
- c) interpersonal factors
- d) external factors

7) The ability of a manager to interface with individuals and groups is descriptive of what type of managerial skill? (c)

- a) technical
- b) administrative
- c) interpersonal
- d) organizational

8) Which management principle states that each individual should report to only one

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In order to communicate, motivate and delegate a manager must have all

- a) Interpersonal Skills
- b) Technical Skills
- c) Conceptual Skills
- d) Political Skills

Studying the future and dealing with it is all of the process of all

- a) Organizing
- b) Commanding
- c) Controlling
- d) Planning

Which part of the management process included measuring results, comparing results to expectations and taking corrective actions to bring results in line? all

- a) Planning
- b) Organizing

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basis in order to avoid
conflict and/or confusion? (b)

- a) division of command
- b) Chain of command
- c) unity of direction
- d) unity of command.

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

- a) supervisory managers.
- b) middle managers
- c) first level managers
- d) Chief financial managers

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

- a) They use a minimum amount of resources for the amount of outputs produced.

Question No 2:- Carefully
read the general and
identify the PRINCIPLES of
MANAGEMENT.

Question No 1:-

Commerce student visited a
hospital, He observed that in
hospital to treat different types
of disease there is a
separate department and each
department is lead by dean
of that respective department
who is expert in that
particular field having knowledge
training and experience of
that particular area only,
He could relate it to
one of the Rinciple of
management, IDENTIFY

Answer:-

Division of work.

Question No 3:-

Company, which Management entered into an agreement whereby workers have agreed to put in extra hours without any additional payment to receive 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. DENY the Principles of management violated by the management of the company.

Answer:-

Discipline.

Question No 4:-

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Sales to a buyer by finance not discount. Person clinch a buyer to give Marketing department to offer to which due to which offer to which asked is confused management of which is violate IDENTITY. Ahmad a deal is allowed with a 10% discount. But Manager tells him 5%.

Answer:- Unity of Command

Question No 5:-

Industry manufacturing motorcycles is engaged and in Toyota separate departments each department the Products. Each department

Question No 2:-

a sales manager had to negotiate a deal with a buyer. She finds that if she can offer a credit period of 40 days she is likely to clinch the deal. She is disposed to a net margin of 100,000. Now she company gives power to the manager to offer credit due to which she could not get the deal. IDENTIFY the principle of management violated above.

Answer:- Authority and responsibility.

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- b) They find their trash suitable
 - c) They find their trash suitable
 - d) They find their trash suitable
- to develop a large of
to achieve their goals.
interview, select, and
people who are made
to fill open jobs

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has its own income. Plans
and executive resources, which
leads to focused efforts
of all the ~~the~~ Principle
employees. IDENTIFY the
of management followed
by Toyota industries.

Answer:-
Unity of discipline.