

Question # 1 of 10 (Start time: 02:11:14 PM, 01 January 2025)

1 Marks: 1

_____ are large scale action plans of an organization for interacting with environment in order to achieve long term goals.

Select the correct option

- | | |
|----------------------------------|-----------------|
| ☐ | Objectives |
| ☒ | Strategies |
| ☐ | Strategic goals |
| ☐ | Actions |

Question # 2 of 10 (Start time: 02:11:39 PM, 01 January 2025)

Total Marks: 1

The plans which deal with fairly small set of activities are called:

Select the correct option

☐

Operational plan

☐

Personal plan

☐

Strategic plan

☒

Tactical plan

Question # 3 of 10 (Start time: 02:12:04 PM, 01 January 2025)

1 Marks: 1

The action stage in strategic management process is:

Select the correct option

☐

Strategy formulation

☐

Strategy analysis

☒

Strategy implementation

☐

Strategy evaluation

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A system of simultaneous multiple regression equations involving several predictor variables used to identify and measure relationships or interrelationships that exist in the economy is:

Select the correct option

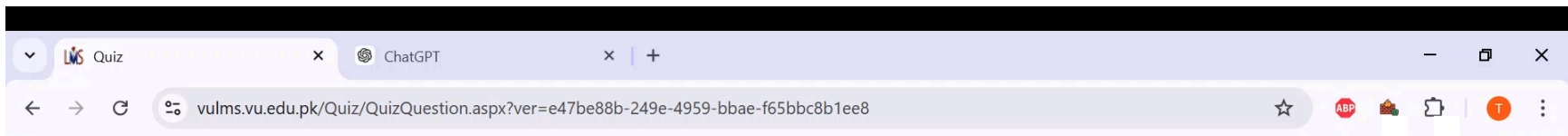
☐ Leading indicators

☐ Exploratory model

☒ Econometric model

☐ Regression model

Click to Save Answer & Move to Next Question



Question # 5 of 10 (**Start time: 02:12:58 PM, 01 January 2025**)

Total Marks: 1

Which one of the following planning dominates managers' planning efforts at lower levels of the organization?

Select the correct option

- | | |
|----------------------------------|-------------|
| ☐ | Tactical |
| ☐ | Strategic |
| ☒ | Operational |
| ☐ | Corporate |

Question # 6 of 10 (Start time: 02:13:22 PM, 01 January 2025)

Total Marks: 1

Strategy _____ is the process of choosing among different strategies and altering them to best fit the organization's needs.

Select the correct option

- | | |
|----------------------------------|----------------|
| ☒ | Formulation |
| ☐ | Testing |
| ☐ | Implementation |
| ☐ | Control |

Question # 7 of 10 (Start time: 02:13:47 PM, 01 January 2025)

Total Marks: 1

Which of the following is NOT a process for motivating employees through management by objectives (MBO)?

Select the correct option

- | | |
|----------------------------------|---|
| ☐ | Managers set objectives for the employees |
| ☒ | Managers make performance appraisals of employees |
| ☐ | Managers and employees periodically review the employee's performance |
| ☐ | Managers develop action plans |

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Which of the following stage of strategic management process determines; "What the strategy is"?

Select the correct option

☐ Evaluation stage

☐ Execution stage

☐ Implementation stage

☒ Formulation stage

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Question # 9 of 10 (Start time: 02:14:48 PM, 01 January 2025)

Total Marks: 1

Which of the following is a general statement or understanding that guide or channelize thinking in decision making?

Select the correct option

☒	Policy
☐	Rule
☐	Project
☐	Procedure

Question # 10 of 10 (Start time: 02:15:16 PM, 01 January 2025)

Total Marks: 1

All of the following are steps in objective setting EXCEPT:

Select the correct option

- | | |
|----------------------------------|--|
| ☐ | Prioritize goals |
| ☐ | Specify deadlines |
| ☐ | Allow the employee to actively participate |
| ☒ | Link rewards to effort |

Question # 1 of 10 (Start time: 02:37:06 PM, 01 January 2025)

1 Marks: 1

Planning is often called the primary management function because it:

Select the correct option

☐

Sets the tone for the organizational culture

☐

Creates the vision for the organizational members

☒

Establishes the basis for all the other functions

☐

Offers some basis for future decision making

Question # 2 of 10 (Start time: 02:37:49 PM, 01 January 2025)

Total Marks: 1

All of the following are the different types of budgets EXCEPT:

Select the correct option

☐

Expense budget

☒

Competitor budget

☐

Revenue budget

☐

Cash budget

Question # 3 of 10 (Start time: 02:38:10 PM, 01 January 2025)

Total Marks: 1

SWOT (Strengths, Weaknesses, Opportunities, Threats) Analysis is a technique of:

Select the correct option

☐

Decision making

☒

Environmental scanning

☐

Quantitative planning

☐

Tasks forecasting

Question # 4 of 10 (Start time: 02:38:31 PM, 01 January 2025)

Total Marks: 1

A budget is an example of which one of the following plans?

Select the correct option



Single use plan



Standing plan



Strategic plan



Informal plan

Question # 5 of 10 (Start time: 02:38:51 PM, 01 January 2025)

Total Marks: 1

An approach to goal setting in which top management defines organizational goals and passes down to each successive level of organization is called:

Select the correct option

☒

Top-down approach

☐

Contingency planning

☐

Formal planning

☐

Inclusive approach

Question # 6 of 10 (Start time: 02:39:24 PM, 01 January 2025)

Total Marks: 1

All of the following statements describe the scenario planning except:

Select the correct option

☐

A consistent view of what the future is likely to be

☐

Can be described as contingency planning

☒

Easy to use when forecasting random events

☐

To reduce uncertainty by playing potential situations

Question # 7 of 10 (Start time: 02:39:48 PM, 01 January 2025)

Total Marks: 1

Which one of the following is the end point that represents the completion of major activities in a PERT Network?

Select the correct option



Event



Slack time



Activity



Critical path

Question # 8 of 10 (Start time: 02:40:14 PM, 01 January 2025)

1 Marks: 1

Which one of the following is strength of MBO (Management by Objective)?

Select the correct option



Clarify priorities and expectation



Tends to falter without strong commitment



Requires training of employees



Overemphasis of quantitative goals

Question # 9 of 10 (Start time: 02:40:37 PM, 01 January 2025)

1 Marks: 1

A primary benefit of MBO (Management by objective) is:

Select the correct option

☒

Improve employee motivation

☐

Resistance against new entrance

☐

Avoid competition

☐

Increase resources

Question # 10 of 10 (Start time: 02:40:57 PM, 01 January 2025)

1 Marks: 1

The owner of a chain of supermarkets sets a goal of opening up ten new stores in new locations within the next six years. Which one of the following plans it is?

Select the correct option

- | | |
|----------------------------------|-------------|
| ☐ | Short-range |
| ☐ | Standing |
| ☒ | Long-range |
| ☐ | Directional |

Question # 1 of 10 (Start time: 04:21:20 PM, 01 January 2025)

1 Marks: 1

The first step of the project planning process is to:

Select the correct option

☐

Identify all the activities in the project

☐

Determine project completion date

☐

Develop an overall project schedule

☒

Define the project's goals

Question # 2 of 10 (Start time: 04:21:52 PM, 01 January 2025)

1 Marks: 1

Which of the following stage of strategic management process determines; "What the strategy is"?

Select the correct option

- | | |
|----------------------------------|----------------------|
| ☐ | Execution stage |
| ☐ | Implementation stage |
| ☐ | Evaluation stage |
| ☒ | Formulation stage |

Question # 3 of 10 (Start time: 04:22:17 PM, 01 January 2025)

1 Marks: 1

Which of the following types of plans are highly interdependent and must take into account the resources and capabilities of the entire organization and its external environment?

Select the correct option

- | | |
|----------------------------------|-------------------|
| ☐ | Operational plans |
| ☐ | Budgetary plans |
| ☐ | Tactical plans |
| ☒ | Strategic plans |

Question # 4 of 10 (Start time: 04:22:41 PM, 01 January 2025)

1 Marks: 1

All of the following are the examples of the actions that can be taken in strategy implementation stage EXCEPT:

Select the correct option

☐

Changing organization's pricing strategy

☐

Transferring managers among divisions

☒

Developing new employee benefits

☐

Taking corrective action when needed

Question # 5 of 10 (Start time: 04:23:03 PM, 01 January 2025)

1 Marks: 1

In quantitative forecasting, which one of following techniques uses historical data to develop forecast for the future?

Select the correct option

- | | |
|----------------------------------|-----------------------|
| ☐ | Scenario analysis |
| ☐ | Sales force composite |
| ☒ | Time series method |
| ☐ | Econometric model |

Question # 6 of 10 (Start time: 04:23:27 PM, 01 January 2025)

Total Marks: 1

Forecasting techniques fall into which of the following two categories?

Select the correct option

- | | |
|----------------------------------|-------------------------------|
| ☐ | Empirical and conceptual |
| ☐ | Predictive and confirmatory |
| ☐ | Fixed asset and human capital |
| ☒ | Quantitative and qualitative |

Question # 7 of 10 (Start time: 04:23:49 PM, 01 January 2025)

1 Marks: 1

What types of goals produce higher levels of output?

Select the correct option

☐

Goals of moderate difficulty

☒

Specific, hard goals

☐

Generalized goals such as "do your best"

☐

Easy goals

Question # 8 of 10 (Start time: 04:24:13 PM, 01 January 2025)

1 Marks: 1

Environmental scanning establishes the basis for _____, which are predictions of outcomes.

Select the correct option



Forecasts



Budgets



Projects



Scenarios

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Budget is drafted to achieve the:

Select the correct option

☒	Short-term goals
☐	Strategic goals
☐	Financial goals
☐	Long-term goals

Click to Save Answer & Move to Next Question

Question # 10 of 10 (Start time: 04:24:56 PM, 01 January 2025)

Total Marks: 1

The owner of a chain of supermarkets sets a goal of opening up ten new stores in new locations within the next six years. Which one of the following plans it is?

Select the correct option

- | | |
|----------------------------------|-------------|
| ☐ | Short-range |
| ☐ | Directional |
| ☐ | Standing |
| ☒ | Long-range |

Question # 1 of 10 (Start time: 04:29:29 PM, 01 January 2025)

1 Marks: 1

A company should develop its plan in which one of the following orders?

Select the correct option

- | | |
|----------------------------------|---|
| ☐ | Mission, operational, strategic, and tactical |
| ☐ | Mission, tactical, strategic, and operational |
| ☒ | Mission, strategic, tactical, and operational |
| ☐ | Strategic, tactical, mission, and operational |

All of the following are steps in objective setting EXCEPT:

Select the correct option

- ☐ Specify deadlines
- ☐ Prioritize goals
- ☐ Allow the employee to actively participate
- ☒ Link rewards to effort

Saving...

Question # 3 of 10 (Start time: 04:30:31 PM, 01 January 2025)

1 Marks: 1

Which of the following is a philosophy based on converting organizational objectives into personal objectives?

Select the correct option

- | | |
|----------------------------------|-----|
| ☐ | JIT |
| ☒ | MBO |
| ☐ | OPO |
| ☐ | ROI |

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Plans which are as short a period as 1 week or as long as 1 year are:

Select the correct option

☐ Tactical Plan

☐ Standing plan

☐ Strategic plan

☒ Operational plan

Click Save Answer & Move to Next Question

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Question # 5 of 10 (Start time: 04:31:13 PM, 01 January 2025)

Total Marks: 1

A system of simultaneous multiple regression equations involving several predictor variables used to identify and measure relationships or interrelationships that exist in the economy is:

Select the correct option

- | | |
|----------------------------------|--------------------|
| ☒ | Econometric model |
| ☐ | Regression model |
| ☐ | Exploratory model |
| ☐ | Leading indicators |

Question # 6 of 10 (Start time: 04:31:38 PM, 01 January 2025)

Total Marks: 1

Which of the following BEST describes directional plans?

Select the correct option

☐

Meet the needs of a unique situation

☒

Identify general guidelines

☐

Have clearly defined objectives

☐

Last for 3–5 years

Question # 7 of 10 (Start time: 04:32:01 PM, 01 January 2025)

Total Marks: 1

PERT Chart assists in _____ the tasks within an organization.

Select the correct option

☒

Scheduling

☐

Evaluating

☐

Budgeting

☐

Finalizing

Question # 8 of 10 (Start time: 04:32:22 PM, 01 January 2025)

1 Marks: 1

The first step of the project planning process is to:

Select the correct option

☐

Determine project completion date

☐

Develop an overall project schedule

☒

Define the project's goals

☐

Identify all the activities in the project

Question # 9 of 10 (Start time: 04:32:43 PM, 01 January 2025)

Total Marks: 1

Most managers believe that if an MBO (management by objective) program is to be successful, it must start at:

Select the correct option

- | | |
|----------------------------------|----------------------|
| ☐ | Middle level |
| ☐ | Lower level |
| ☒ | Top Level |
| ☐ | Non-managerial level |

Question # 10 of 10 (Start time: 04:33:08 PM, 01 January 2025)

Total Marks: 1

All of the following statements describe the scenario planning except:

Select the correct option



Easy to use when forecasting random events



To reduce uncertainty by playing potential situations



Can be described as contingency planning



A consistent view of what the future is likely to be

All of the following are the different methods of forecasting, EXCEPT:

Select the correct option

- | | |
|----------------------------------|--------------------------|
| ☐ | Econometric model |
| ☐ | Quantitative forecasting |
| ☒ | Time-motion method |
| ☐ | Sales-force composite |

Saving...

Question # 2 of 10 (Start time: 04:43:07 PM, 01 January 2025)

Total Marks: 1

Budget is drafted to achieve the:

Select the correct option



Strategic goals



Financial goals



Long-term goals



Short-term goals

Question # 3 of 10 (Start time: 04:43:33 PM, 01 January 2025)

Total Marks: 1

A plan used to operationalize any other kind of plan is called:

Select the correct option

☒

Action plan

☐

Reaction plan

☐

Directional plan

☐

Specific plan

Question # 4 of 10 (Start time: 04:43:54 PM, 01 January 2025)

1 Marks: 1

The process of collaborative goal setting by a manager and subordinate; the extent to which goals are accomplished is a major factor in evaluating and rewarding the subordinate's performance. It is called:

Select the correct option

- | | |
|----------------------------------|-------------------------|
| ☐ | Management by authority |
| ☐ | Management by system |
| ☐ | Management by resources |
| ☒ | Management by objective |

Question # 5 of 10 (Start time: 04:44:21 PM, 01 January 2025)

Total Marks: 1

Which one of the following plans has the broadest organizational focus and the longest time frame?

Select the correct option

☐

Directional

☐

Operational

☐

Tactical

☒

Strategic

A system of simultaneous multiple regression equations involving several predictor variables used to identify and measure relationships or interrelationships that exist in the economy is:

Select the correct option

- ☐ Leading indicators
- ☐ Exploratory model
- ☐ Regression model
- ☒ Econometric model

Saving...

Which of the following can be defined as the art and science of formulating, implementing and evaluating cross-functional decisions that enable an organization to achieve its objectives?

Select the correct option

- ☐ Strategy formulation
- ☒ Strategic management
- ☐ Strategy evaluation
- ☐ Strategy implementation

Click to Save Answer & Move to Next Question

Question # 8 of 10 (Start time: 04:45:39 PM, 01 January 2025)

Total Marks: 1

A technique to find that total revenue will be sufficient to cover total cost is called:

Select the correct option

- | | |
|----------------------------------|-----------------------|
| ☐ | Sales force composite |
| ☒ | Breakeven analysis |
| ☐ | Scenario analysis |
| ☐ | Revenue budget |

Question # 9 of 10 (Start time: 04:46:02 PM, 01 January 2025)

11 Marks: 1

Which one of the following is strength of MBO (Management by Objective)?

Select the correct option

- | | |
|----------------------------------|---|
| ☐ | Tends to falter without strong commitment |
| ☒ | Clarify priorities and expectation |
| ☐ | Overemphasis of quantitative goals |
| ☐ | Requires training of employees |

Question # 10 of 10 (Start time: 04:46:24 PM, 01 January 2025)

Total Marks: 1

What types of goals produce higher levels of output?

Select the correct option

☐

Easy goals

☒

Specific, hard goals

☐

Generalized goals such as "do your best"

☐

Goals of moderate difficulty