



**UNIT 1**

Q:) The defense mechanisms are reactions to:

Sol:

A:)Frustration

B:)Psychosexual behaviour

C:)Aggression

D:) Goaldirected behavior

Correct:A

Q2:) Dynamic psychology is the psychology of:

Sol:

A:)Motivation and Emotion

B:)Perception and Attention

C:)Learning and Memory

D:)Personality and Intelligence

Correct:C

Q3:) Both the terms “emotion” and “motivation” came from the same Latin root:

Sol:

A:)Movement

B:)Move

C: Moment



D:)“Movere”

Correct:A

Q4:) According to Lewin, tensions are emotional states which accompany:

Sol:

A:) Needs

B:) Motives

C:) Goals

D:) Anxieties

Correct:A

Q5:) In avoidance-avoidance conflict, the individual is compelled to choose between:

Sol:

A:) One positive and one negative alternative

B:) Two negative alternatives

C:) Two positive alternatives

D:) Two negative alternatives and two positive alternatives

Correct:D

Q6:) A releaser is a highly specific stimulus that “triggers” or initiates:

Sol:

A:) Response

B:) Social Behaviour



C:) Gregariousness

D:) Species-specific behaviour

Correct:A

Q7:) Who assumed that human motives are arranged in a hierarchy of potency?

Sol:

A:) Neal Miller (1959)

B:) Janis& Mann (1977)

C:) Jerome Singer (1962)

D:) A Q:) H Q:) Maslow (1970)

Correct:B

Q8:) Since motives activate the organism, they are also known as the:

Sol:

A:) Outer dynamics

B:) Drive stimulus

C:) Inner dynamics

D:) Approach gradient

Correct:C

Q9:) According to Maslow, the self-actualizing tendency is:

Sol:

A:) Instinct



B:) Imprinting

C:) Growth Motivation

D:) Deficiency motivation

Correct:D

Q:10) Need for achievement can be measured by:

Sol:

A:) Binnet's scale

B:) Thurstone's scale

C:) TAT (Thematic Apperception Test)

D:) Semantic Differential scale

Correct:C

Q:11) The desire to be with one's own kind is termed as:

Sol:

A:) Gregariousness

B:) Consumatory behaviour

C:) Imprinting

D:) Coolidge Effect

Correct:D

Q:12) The type of conflict in which the goal of the individual has both positive and negative valence of approximate equal intensity is known as:



Sol:

- A:) Approach-avoidance conflicts
- B:) Avoidance-avoidance conflicts
- C:) Approach-approach conflict
- D:) Multiple approach-avoidance conflicts

Correct:D

Q:13) A young woman who turns herself into a religious worker has a strong:

Sol:

- A:) Approach gradient
- B:) Social Motive
- C:) Hypervigilance
- D:) Encephalization

Correct:D

Q:14) The author of the hierarchical theory of motivation is:

Sol:

- A:) Mowrer
- B:) McClelland
- C:) J Atkinson
- D:) A H Maslow



Correct:D

Q:15) When progress towards a goal is blocked and underlying tension is unresolved, we speak of

Sol:

A:) Frustration

B:) Critical Period

C:) Goal

D:) Restriction

Correct:D

Q:16) The second stage of the motivational cycle is called the:

Sol:

A:) Goal

B:) Instrumental Behaviour

C:) Driving State

D:) Relief

Correct:D

Q:17) Motives can be:

Sol:

A:) Inferred from behaviour

B:) Observed directly



C:) Used to explain behaviour

D:) Used to predict behaviour

Correct:D

Q:18) A motivated behaviour is directed towards:

Sol:

A:) Situation

B:) Object

C:) Goal

D:) Group

Correct:D

Q:19) Needs, drives or motives:

Sol:

A:) Can be directly observed

B:) Cannot be directly observed

C:) Are always dormant

D:) Are same

Correct:D

Q:20) Individual's life goal is:

Sol:

A:) Social Motive



B:) Biological Motive

C:) Personal Motive

D:) An Instinct

Correct:D

Q:21) When the motive has a biological or physiological basis, it is called a/an:

Sol:

A:) Drive

B:) Incentive

C:) Imprinting

D:) Libido

Correct:D

Q:22) Motives are never observed directly; but they are inferred from:

Sol:

A:) Stimulus

B:) Conflict

C:) Tension

D:) Behaviour

Correct:D

Q:23) The first stage of motivational cycle is:

Sol:





A:) Drive state

B:) Instrumental behaviour

C:) Goal

D:) Frustration

Correct:D

Q:24)Motivation is the process by which employees' efforts at workplace are energized, directed, and sustained toward attaining a goal.

Sol:

A:)True

B:)False

Correct:A

Q:25)Early theories concentrate on what motivates individuals in their workQ:) They include:

Sol:

A:)Maslow's hierarchy of needs

B:)Herzberg's hygiene and motivator factors

C:)Both A&B

D:)All of the above

Correct:D

Q:26)Process theories of motivation are driven by a process to measure the strength, intensity, and reason of motivation among the people. They include:

Sol:

A:)Vroom's expectancy model

B:)McClelland's motivational needs theory

C:)Both A&B

D:)None



Correct:D

Q:27)Contemporary theories represent current explanations of employee motivation and include:

Sol:

- A:.)Goal-setting theory
- B:.)Reinforcement theory
- C:.)Equity theory
- D:.)Expectancy theory and high-involvement work practices
- All of the above

Correct:D

Q:28)Theories of motivation also help us to improve our understanding of our personal motivation to work and what we hope to get from our job

Sol:

- A:.) True
- B:.)False

Correct:A

Q:29)It is argued that individuals are motivated differently, and the strength of their motivation depends on a variety of factors, such as:

Sol:

- A:.) Needs, personality
- B:.)Perceptions about whether more effort will result in achieving goals
- C:.)Rewards and expectations about whether the rewards for achieving the goals will actually meet the individual's needs.
- D:.)All of the above

Correct:D



Q:30) Who has given the hierarchy of needs hierarchy theory of motivation?

Sol:

A:) Abraham Maslow

B:)David McClelland

C:)Victor Vroom

D:)Frederick Herzberg

Correct:A

Q:31) How many levels are there in Needs Hierarchy theory of motivation?

Sol:

A:)6

B:)5

C:)4

D:)3

Correct:B

Q:32) Which among the following is not one of the needs of human being as Needs theory of motivation?

Sol:

A:) Physiological need

B:)Safety need

C:)Social need

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D:)Esteem need

Correct:D

Q:33) Which among the following is the highest level need under Need Hierarchy Theory of Motivation?

A:) Physiological Need

B:)Safety and Security Needs

C:)Social Needs

D:)Self Actualization Needs

Correct:D



Q:34) Which among the following is the lowest level need under Need Hierarchy Theory of Motivation?

A:) Physiological Need

B:)Safety and Security Needs

C:)Social Needs

D:)Self-esteem Needs

Correct:A

Q:35) Name the motivation theory that is based on Satisfaction-progression?

A:) Alderfer – ERG theory



B:)Maslow – hierarchy of needs theory

C:)Herzberg – Two factor theory

D:)Skinner’s reinforcement theory

Correct:B

Q:36) According to Maslow’s need hierarchy theory motivation, the lower level of human needs emanates from \_\_\_\_\_

A:) Need of maintaining a given economic level

B:)Needs like food, clothing, shelter, air, water

C:)Need of individuals to associate, belong with others

D:)Need for power, self respect, autonomy, self confidence,

Correct:B

Q:37) Which among the following is not a deficiency need that arises due to deprivation?

A:) Physiological Need

B:)Safety and Security Needs

C:)Social Needs

D:)Self Actualization Needs

Correct:D



Q:38) Which among the following is the correct order of Maslows' Need Hierarchy Theory of Motivation starting from lower to higher level need?

A:) Safety and Security Needs, Physiological Need, Social Needs, Self-esteem Needs, Self Actualization Needs

B:)Social Needs, Physiological Need, Safety and Security Needs, Self-esteem Needs, Self Actualization Needs

C:)Physiological Need, Safety and Security Needs, Social Needs, Self-esteem Needs, Self Actualization Needs

D:)Self Actualization Needs , Physiological Need, Safety and Security Needs, Social Needs, Self-esteem Needs

Correct:C

Q:39) Which among the following theories can be considered as an extension of Maslows' Need Hierarchy Theory of Motivation?

A:) Alderfer – ERG theory

B:)Maslow – hierarchy of needs theory

C:)Herzberg – Two factor theory

D:)Skinner's reinforcement theory

Correct:A

Q:40) A desire to achieve success and to meet some inner standard of excellence is a good definition of the:

Sol:

A:) Achievement Need



B:) Fixed-Action pattern

C:) Displacement behaviour

D:) Encephalization

Correct:A

Q:41) The “need for success”, “expectancy for success” and the “incentive value of success” are three motivational factors which determine the strength of:

Sol:

A:) Social Motives

B:) Biological Motives

C:) Personal Motives

D:) Achievement Need

Correct:B

Q:42) The need to achieve is jointly determined by:

Sol:

A:) The expectation of success and the fear of failure

B:) The blocking of behaviour and fear of failure

C:) The drive stimulus and approach gradient

D:) The innate releasing mechanism and frustration



Correct:C

Q:43) Social conformity can be described as a reverse:

Sol:

A:) J—curve

B:) S—curve

C:) U—curve

D:) T—curve

Correct:D

Q:44) FQ:) HQ:) Allport (1935) described social conformity as the:

Sol:

A:) S—curve hypothesis

B:) V—curve hypothesis

C:) U—curve hypothesis

D:) J—curve hypothesis

Correct:A

Q:45) As motivation is closely related to effort, the emotion is related to:

Sol:





A:) Arousal

B:) Instinct

C:) Displacement behaviour

D:) Conflict

Correct:B

Q:46) Fritz Heider, an Austrian psychologist, has given us a great deal of insight into:

Sol:

A:) Imprinting

B:) Critical period

C:) Interpersonal relationships

D:) Coolidge Effect

Correct:D

Q:47) A motive ethnologically means that

Sol:

A:) Which moves

B:) Which distracts

C:) Which drives

D:) Which stimulates

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Correct:A

Q:48) Since motives activate the organism, they are also known as the:

Sol:

A:) Outer dynamics

B:) Drive stimulus

C:) Inner dynamics

D:) Approach gradient

Correct:C

Q:49) The second stage of the motivational cycle is called the:

Sol:

A:) Goal

B:) Instrumental Behaviour

C:) Driving State

D:) Relief

Correct:D

Q:50) Prolactin, a hormone from the anterior pituitary gland plays an important role in motivating:



Sol:

A:) Maternal behaviour

B:) Imprinting

C:) Instinct

D:) Consummatory behaviour

Correct:C



**UNIT 2**

Q: 1) \_\_\_\_\_ is increasing Leadership rapidly.

SOL:

- A:) Strategy
- B:) Command
- C:) Control
- D:) Getting others to follow

CORRECT:D

Q: 2) Regarding leadership, which statement is false?

SOL:

- A:) Leadership does not necessarily take place within a hierarchical structure of an organisation
- B:) When people operate as leaders their role is always clearly established and defined
- C:) Not every leader is a manager
- D:) All of the above

CORRECT:B

Q: 3) \_\_\_\_\_ are the approaches to the study of leadership which emphasise the personality of the leader:

SOL:

- A:) Contingency theories
- B:) Group theories
- C:) Trait theories
- D:) Inspirational theories

CORRECT:C

Q:4) The effectiveness of a leader is dependent upon meeting \_\_\_\_\_ areas of need within the workgroup:

SOL:

- A:) One
- B:) Three



- C:) Five
- D:) None of the above

CORRECT:B

Q:5) Needs, setting standards and maintaining discipline, and appointing sub-leaders according to Adair's approach, called as:

SOL:

- A:) Work functions
- B:) Task functions
- C:) Individual functions
- D:) Team functions

CORRECT:D

Q:6)The Ohio State Leadership Studies revealed \_\_\_\_\_ and initiating structure as two major dimensions of leadership behaviour:

SOL:

- A:) Control
- B:) Communication
- C:) Collaboration
- D:) Consideration

CORRECT:D

Q:7) \_\_\_\_\_ used the terms "employee-centred" and "production-centred" to describe leader behaviour:

SOL:

- A:) Blake and McCauley
- B:) Fiedler
- C:) McGregor
- D:) Likert

CORRECT:D



Q:8) Identify the four main styles of leadership displayed by the manager which identified in Tannenbaum and Schmidt's continuum of possible leadership behaviour:

SOL:

- A:) Tells, help, joins and leads
- B:) Commands, sells, consults and resists
- C:) Tells, sells, consults and joins
- D:) Commands, help, joins and leads

CORRECT:C

Q:9) Contingency theories of leadership based upon:

SOL:

- A:) That there is no single style of leadership appropriate to all situations
- B:) That there is a single style of leadership appropriate to all managers
- C:) That there is a single style of leadership appropriate to all situations
- D:) None of the above

CORRECT:A

Q:10) Leaders with a low LPC score gain satisfaction from \_\_\_\_\_ according to Fiedler's LPC scale:

SOL:

- A:) Developing team relationships
- B:) Achieving objectives
- C:) Both of these
- D:) None of the above

CORRECT:B

Q:11) Model of leadership based on which aspects of a leader's decision is Vroom and Yetton's contingency?

SOL:

- A:) Decision acceptance
- B:) Decision quality
- C:) Both of these
- D:) None of the above



CORRECT:C

Q:12) An individual's motivation is dependent on:

SOL:

- A:) Whether path-goal relationships are clarified
- B:) Expectations that increased effort to achieve an improved level of performance will be successful
- C:) Their effective performance
- D:) The necessary direction, guidance, training and support is provided

CORRECT:B

Q:13)A firm that chooses a cost-leadership business strategy focuses on gaining advantages by reducing its costs to a level equal to all of its competitors.

True/ False

CORRECT:False

Q:14)A cost-leadership competitive strategy helps reduce the threat of entry by creating cost-based barriers to entry.

True/False

CORRECT:True

Q:15)Cost leadership and product differentiation are so widely recognized that they are often called generic business strategies.

True/False

CORRECT:True

Q:16)Which one of the following is an element of directing?

Sol:



- A:) Delegating authority
- B:) Designing organisation structure
- C:) Communication
- D:) Designing control system

Answer

Answer: C:) Communication

Q:17) Motivation is not  
Sol:

- A:) a complex process.
- B:) related to satisfaction
- C:) an easy process.
- D:) a goal-directed behaviour

Answer

Answer: C:) an easy process.

Q:18) Need hierarchy theory of motivation has been given by  
Sol:

- A:) Maslow.
- B:) Fayol.
- C:) Taylor.
- D:) Koontz.

Answer

Answer: Sol:A:) Maslow.





Q:19)Which one of the following is not a financial incentive?

Sol:

- A:) Bonus
- B:) Provident Fund
- C:) Co-partnership
- D:) Challenging job

CORRECT: D:) Challenging job

Q:20)Which one of the following is a non-financial incentive?

Sol:

- A:) Recognition
- B:) Perquisite
- C:) Retirement benefit
- D:) Stock option

CORRECT:: Sol:A:) Recognition

Q:21)Leadership is based on a superior's

Sol:

- A:) authority.
- B:) responsibility
- C:) accountability.
- D:) pesuasive Communication

CORRECT: D:) pesuasive Communication

Q:22)Encoding is related to

Sol:

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- A:) converting message into symbols.
- B:) converting symbols into machine
- C:) transmitting message.
- D:) receiving symbols

CORRECT: Sol:A:) converting message into symbols.

Q:23)Grapevine is a form of  
Sol:

- A:) formal communication.
- B:) channel of communication
- C:) informal communication.
- D:) barrier to communication

CORRECT: C:) informal communication.

Q:24)Which one of the following is a semantic barrier?  
Sol:

- A:) Organisational policy
- B:) Lack of attention
- C:) Technical jargon
- D:) Status

CORRECT: C:) Technical jargon

Q:25)\_\_\_ is the process of stimulating people to engage in goal-directed behaviour.  
Sol:

- A:) Communication
- B:) Motivation
- C:) Directing
- D:) None of these

CORRECT: B:) Motivation



Q:26)The channel of communication which is transmitted through informal channels is called

Sol:

- A:) Horizontal communication
- B:) Formal communication
- C:) Grapevine
- D:) Gang plank

CORRECT: C:) Grapevine

Q:27)\_\_\_ aims at instructing, guiding, motivating people to achieve the desired results.

Sol:

- A:) Communication
- B:) Directing
- C:) Motivating
- D:) Organising

CORRECT: B:) Directing

Q:28)\_\_\_ is the process of converting a message into symbols.

Sol:

- A:) Encoding
- B:) Decoding
- C:) Coding
- D:) Both B:) and C:)

CORRECT: Sol:A:) Encoding

Q:29)Directing flows in \_\_\_ direction.

Sol:

- A:) Upward
- B:) Downward
- C:) Diagonal
- D:) Both Sol:A:) and C:)



CORRECT: B:) Downward

Q:30)\_\_\_ is the process of exchanging information and understanding between two or more persons.

Sol:

- A:) Directing
- B:) Leadership
- C:) Communication
- D:) Motivation

CORRECT: C:) Communication

Q:31)Directing takes place at \_\_\_ levels of management.

Sol:

- A:) Top
- B:) Middle
- C:) Lower
- D:) All

CORRECT: D:) All

Q:32)Identify the style of leadership in which the superior uses file forces from within the groups in order to establish control.

Sol:

- A:) Autocratic leadership
- B:) Democratic leadership
- C:) Laissez-faire leadership
- D:) Authoritarian leadership

CORRECT: B:) Democratic leadership



Q:33)Dheeraj Madan works as a Human Resource Manager in Busybee LimitedD:) He gives due care in designing jobs, so that it offers a meaningful work experience by assuming a diversity of work content requiring higher level of knowledge. Identify the type of incentive being adopted by the company.

Sol:

- A.) Employee recognition programme
- B.) Organisational climate
- C.) Career advancement opportunities
- D.) Job enrichment

CORRECT: C.) Career advancement opportunities

Q:34)During the year 2018, Halla Walla Limited made surplus profits due to growing reputation of the business as a result of sincerity of its employees. In order to give due recognition to its employees and motivate them to continue with the good work, the company decided to give a certain percentage of profits to them. Identify the type of financial incentive being adopted by the company.

Sol:

- A.) Perquisites
- B.) Productivity linked wage incentives
- C.) Co-partnership
- D.) Profit sharing

CORRECT: D:) Profit sharing

Q:35)Yamini received a special gold coin from her school management for exceptionally good board result of her students in her subject. Identify the need of Yamini being fulfilled as per Maslow's Need Heirarchy Theory.

Sol:



- A.) Esteem Needs
- B.) Belonging Needs
- C.) Self Actualisation Needs
- D.) Basic Physiological Needs

CORRECT: Sol:A.) Esteem Need

Q:36) Leadership and motivation are the two elements of directing.

CORRECT:True

Q:37) Directing takes place at the top, middle and bottom level of management.

CORRECT:True

Q:38) Encoding refers to converting symbols received by the receiver into meaning.

CORRECT:True

Q:39) Democratic leadership style involves giving orders by a superior to his subordinates and expecting that his orders will be obeyed by them.

CORRECT:False

Q:40) Formal and Informal communication flow through officially prescribed channels of communication.

CORRECT:False

Q:41) Leadership is most commonly and simply defined as a process during which an individual (leader) influences a group of people (followers) to work towards a common vision, goal or aim.

- A. The above statement is correct
- B. The above statement is incorrect

CORRECT:A

Q:42) The leadership theories can be classified into:



- A. Trait Theory
- B. Style theories
- C. Contingency Theories
- D. All of the above

CORRECT:D

Q:43)Trait Theory –

- A. is based on the basic assumption that people are born with special traits that make them leaders.
- B. focus on what leaders do and their behavior.
- C. are based on the view that the most effective leadership style in a given situation is contingent upon the circumstances of the situation.
- D. All of the above

CORRECT:D

Q:44)Style theories –

- A. is based on the basic assumption that people are born with special traits that make them leaders.
- B. focus on what leaders do and their behavior.
- C. are based on the view that the most effective leadership style in a given situation is contingent upon the circumstances of the situation.
- D. All of the above

CORRECT:D

Q:45)Contingency Theories –

1.

- A. is based on the basic assumption that people are born with special traits that make them leaders.
- B. focus on what leaders do and their behavior.
- C. are based on the view that the most effective leadership style in a given situation is contingent upon the circumstances of the situation.
- D. All of the above

CORRECT:D

Q:46)Contingency theories of leadership have been developed by:

- A. Fiedler
- B. Hersey and Blanchard
- C. Handy
- D. All of the above

CORRECT:D



Q:47) Limitations of Trait Theory include:

- A. Trait approach has failed to identify a definitive list of leadership traits
- B. It does not take into consideration the effect of situation or context for effective leadership, and rather only focuses on the leader
- C. It does not take into consideration the followers
- D. All of the above

CORRECT:D

Q:48) Style approach focuses on general kinds of leader behaviors including:

- A. Structure- based behavioral theories: focus on the leader instituting structures. (Task Behavior)
- B. Relationship- based behavioral theories: focus on the development and maintenance of relationships. (Relationship Behavior)
- C. Both A&B
- D. None

CORRECT:C

Q:49) Lippitt and White's leadership styles assigned different types of leaders to the groups. Identify such styles:

- A. Authoritarian or autocratic leadership style
- B. Democratic style
- C. Laissez-faire style
- D. All of the above

CORRECT:D





Q:50)Autocratic – the leader continually gives orders and instructions without offering any consultation.

- A. False
- B. True

CORRECT:B





**UNIT 3**

Q:1) Which one of the following statements is not correct?

Sol:

- A.) Management is a goal-oriented process.
- B.) Management is a continuous process.
- C.) Management is a dynamic process.
- D.) Management is a rigid process.

Correct: D

Q:2) Which one of the following is not an importance of management?

Sol:

- A.) Integrating various interest groups
- B.) Developing society
- C.) Disciplining employees
- D.) Inculcating creativity

Correct: C

Q:3) Management is not

Sol:

- A.) an applied science.



- B:) a pure science.
- C:) an art.
- D:) an art and science both.

Correct: B

Q:4) In which category does management fall?

Sol:

- A:) Well-established profession
- B:) Semi-profession
- C:) Emerging profession
- D:) Marginal profession

Correct: C

Q:5) Top management is concerned with formulation of

Sol:

- A:) guidelines for supervisors.
- B:) long-term plans.
- C:) short-term plans.
- D:) None of these.

Correct: B



Q:6) Coordination is

Sol:

- A.) a management function.
- B.) the essence of management.
- C.) an objective of management.
- D.) a social objective.

Correct: D

Q:7) The element that aims at integrating group efforts to achieve group objectives is called \_\_\_\_

Sol:

- A.) Cooperation
- B.) Coordination
- C.) Management
- D.) Directing

Correct: B

Q:8) Managing Director is the position of \_\_\_\_ level of management in a large company.

Sol:

- A.) Top
- B.) Middle



- C:) Lower
- D:) Middle and Lower

Correct: A

Q:9) Management is multidimensional because it has \_\_\_ dimension(s).

Sol:

- A:) One
- B:) Two
- C:) Three
- D:) Four

Correct: C

Q:10) Management is a \_\_\_ directed process as it aims at achieving specified goals.

Sol:

- A:) Continuously
- B:) Future
- C:) Goal
- D:) Deliberately

Correct: C



Q:11) \_\_\_ is a systematised body of knowledge that explains certain general truths or operation of general laws.

Sol:

- A:) Science
- B:) Art
- C:) Profession
- D:) Art and Profession both

Correct: A

Q:12) Identify the feature of co-ordination being highlighted in the given statement:  
“Coordination is not a one time function, it begins at the planning stage and continue till controlling.”

Sol:

- A:) Coordination ensures unity of action
- B:) Coordination is an all pervasive function
- C:) Coordination is a continuous process
- D:) Coordination is a deliberate function

Correct: C

Q:13) Co-ordination is considered to be the essence of management because

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Sol:

- A:) It is a common thread that runs through all the activities within the organisation
- B:) It is implicit and inherent in all functions of the organisation
- C:) It is a force that binds all the functions of management
- D:) All of the above

Correct: D

Q:14) This function of Management related to placing the right person at the right job is

Sol:

- A:) Organising
- B:) Staffing
- C:) Planning
- D:) Controlling

Correct: B

Q:15) This function of management relating to laying down the foundation for carrying out the other functions of management successfully is

Sol:

- A:) Organising
- B:) Staffing
- C:) Planning
- D:) Controlling



Correct: C

Q:16) Organising as a function of management involves deciding

Sol:

- A:) What activities and resources are required
- B:) Who will do a particular task
- C:) Where will it be done
- D:) All of the above

Correct: D

Q:17)The main task of this level of management is to determine the overall organisational objectives and strategies for their realisation.

Sol:

- A:) Operational management
- B:) Middle level management
- C:) First line managers
- D:) Top level management

Correct: D





Q:18) Which of the following statements is not true for lower level management?

Sol:

- A:) Analyse the business environment and its implications for the survival of the business.
- B:) Ensure the quality of the output
- C:) They strive to reduce the wastage of resources
- D:) They ensure that the safety standards are maintained within the organisation.

Correct: A

Q:19) Which of the following is a function of top level management?

Sol:

- A:) Ensuring quality of output
- B:) Assigning necessary duties and responsibilities to their departments
- C:) Taking responsibility for all the activities of the business and its impact on the society
- D:) Ensuring that the safety standards are maintained within the organisation.

Correct: D

Q:20) Which of the following is not a designation related to middle level management?

Sol:

- A:) Operations Head
- B:) Sales Manager



- C:) Chief Operating Officer
- D:) Divisional Manager

Correct: C

Q:21) "Management principles can be applied to all types of activities."

Sol:

- A:) True
- B:) False
- C:) None
- D:) Can't say

Correct: A

Q:22) "Coordination is required at all levels of management in all management functions."

Sol:

- A:) True
- B:) False
- C:) None
- D:) Can't say



Correct: A

Q:23) "Management involves the decisions by a manager and it is not a group activity."

Sol:

A.) True

B.) False

C.) None

D.) Can't say

Correct: B

Q:24) Top management level is responsible for implementing plans and strategies of the organisation.

Sol:

A.) True

B.) False

C.) None

D.) Can't say

Correct: B

Q:25) Advantages of autocratic leadership include:

Sol:



A:) Autocratic leadership style is helpful where urgent short-term results are requiredD:)

B:) Autocratic leadership style is effective in the case of inexperienced new employees who need specific instructions and close follow-up until they learn the job:)

C:) Both A&B

D:) None

CORRECT:C

Q:26)Disadvantages of autocratic leadership include:

Sol:

A:)Employees feel frustrated as an autocratic leader tends to impose decisions on them forcefully.

B:)Autocratic leadership style is most effective when the leader is present. When a leader is not available, problems emerge. There is too much dependence on one person

C:) Both A&B

D:) None

CORRECT:C

Q:27)Blake and Mouton's Managerial (Leadership) Grid identifies behaviors such as:

Sol:

A:)Concern for task

B:)Concern for people

C:) Both A&B

D:)None



CORRECT:C

Q:28) Disaster Management includes:

Sol:

A.) Mitigation

B.) Reconstruction

C.) Rehabilitation

D.) All of the above

Correct:D

Q:29)Tsunami's can occur only during

Sol:

A.) Evening

B.) Afternoon

C.) Any time of the day or night

D.) Morning

Correct:C

Q:30) United Nations disaster management team are responsible for solving problems resulting from disaster in

Sol:

A.) Asia

B.) Africa



C:) Australia

D:) All continents

Correct:D

Q:31) In India National Institute of Disaster Management is located at

Sol:

A:) Manipur

B:) Punjab

C:) Hyderabad

D:) New Delhi

Correct:D

Q:32)The Disaster Management Act was made in

Sol:

A:) 2006

B:) 2003

C:) 2005

D:) 2009

Correct:A

Q:33) Effective hazard management largely rely on



Sol:

A:) Govt. agencies

B:) Emergency responses

C:) Pre-disaster planning

D:) Volcanoes

Correct:C

Q:34) Which of the following is seasonally related hazard

Sol:

A:) Earthquake

B:) Volcanic eruption

C:) Terrorist attack

D:) None of the above

Correct:D

Q:35)The level of harm by a hazard is governed by

Sol:

A:) Magnitude of the hazard

B:) Frequency of the hazard

C:) Intensity at the impact point

D:) All of the above



Correct:D

Q:36) Which of the following is not an atmospheric hazard

Sol:

A:) Epidemic in human

B:) Hail

C:) Heavy rainfall

D:) All of the above

Correct:B

Q:37)Demotivated Employee –

Sol:

A:) takes responsibility and shows a commitment to achieving company targets and goals, as well as interest and concern for the businessQ:)

B:)has poor timekeeping, high levels of absenteeism and avoids responsibility

C:)Both A&B

D:)None

Correct:D

Q:38)Controlling function finds out how far \_\_\_\_\_ deviates from standards.

Sol:

A:) Actual performance

B:) Improvement





- C:) Corrective actions
- D:) Cost

Correct:A

Q:39)Which of the following is not a limitation of controlling?

Sol:

- A:) Little control on external factors
- B:) Costly affair
- C:) Ensuring order & discipline
- D:) Difficulty in setting quantitative standards

Correct:C

Q:40) “Planning is theoretical whereas controlling is practical”

Sol:

- A:) True
- B:) False
- C:) Cannot say

D:) All of the above

Correct:A

Q:41)Which of the following is not a process of controlling?



Sol:

- A:) Analyzing deviations
- B:) Integrates employees efforts
- C:) Taking corrective measures
- D:) Setting performance standards

Correct:B

Q:42)Which of the following is a traditional technique of managerial control?

Sol:

- A:) Personal observation
- B:) Breakeven analysis
- C:) Budgetary control
- D:) All of the above

Correct:D

Q:43)Write the full form of PERT :-

Sol:

- A:) Performance evaluation report technique
- B:) Personnel enquiry retrieving technique
- C:) Programme evaluation and review technique
- D:) All of the above

Correct:C



Q:44) Remedial actions taken to prevent deviation in future is called

Sol:

- A:) Measurement of actual performance
- B:) Taking corrective actions
- C:) Analyzing deviations
- D:) Setting performance standards

Correct: B

Q:45) Assembling of facilities and personnel for collecting, processing, information that is required by managers is called

Sol:

- A:) PERT
- B:) CPM
- C:) Ratio analysis
- D:) Management information Technique

Correct: B

Q:46) Which of the following is not a process of controlling

Sol:

- A:) Analyzing deviations
- B:) Integrates employees efforts
- C:) Taking corrective measures
- D:) Setting performance standards

Correct: B



Q:47) Which of the following is a traditional technique of managerial control?

Sol:

- A:) Personal observation
- B:) Breakeven analysis
- C:) Budgetary control
- D:) All of the above

Correct:D

Q:48) Write the full form of PERT :-

Sol:

- A:) Performance evaluation report technique
- B:) Personnel enquiry retrieving technique
- C:) Programme evaluation and review technique

D:) All of the above

Correct:C

Q:49) Remedial actions taken to prevent deviation in future is called

Sol:

- A:) Measurement of actual performance
- B:) Taking corrective actions



- C:) Analyzing deviations
- D:) Setting performance standards

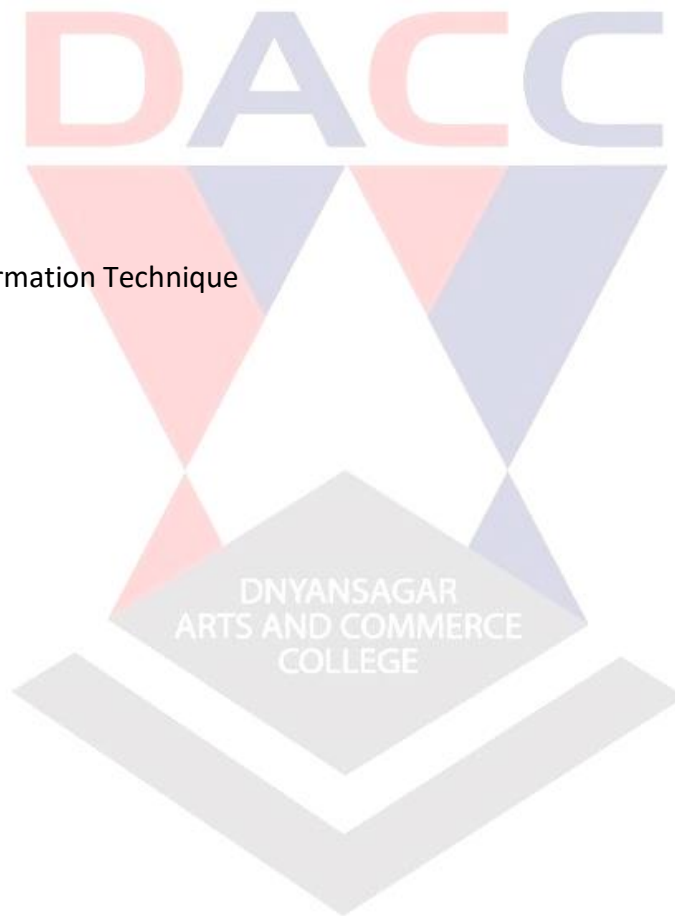
Correct:B

Q:50)Assembling of facilities and personnel for collecting, processing, information that is required by managers is called

Sol:

- A:) PERT
- B:) CPM
- C:) Ratio analysis
- D:) Management information Technique

Correct:B





UNIT 4

Q:1) The foundation for corporate culture are laid by \_\_\_\_\_

Sol:

- A:) Corporate members
- B:) Competitors
- C:) Founders
- D:) Industry standard

Correct: C

Q:2) 2 An organization's \_\_\_\_\_ embraces the behavior, rituals and shared meaning held by employees that distinguishes the organization from all others.

Sol:

- A:) External environment
- B:) Culture
- C:) Dominant culture
- D:) Ethics

Correct: B

Q:3) 3 Components of corporate culture includes \_\_\_\_\_

Sol:

- A:) Vision and values
- B:) Practices and people
- C:) Narrative and place
- D:) All of these



Correct: D

Q:4) 4 Commitment, competence and consistency are three distinct characteristics that result in \_\_\_\_\_

Sol:

A:) Culture building

B:) Values

C:) Organizational socialization

D:) Attitudes

Correct: A

Q5:) Types of corporate culture are \_\_\_\_\_

Sol:

A:) Clan culture and Adhocracy culture

B:) Market culture and hierarchy culture

C:) Both A & B

D:) None of these

Correct: C

Q6:)The practices of a company for which it is accountable in relation to other parties is called \_\_\_\_\_

Sol:

A:) Social responsibility

B:) Code of Ethics

C:) Values

D:) Culture



Correct: A

Q:7) Culture needs to be kept alive by \_\_\_\_\_

Sol:

A:) Workers

B:) Salesman

C:) Top managers

D:) Human resource managers

Correct: C

Q:8) National culture is based on \_\_\_\_\_

Sol:

A:) Language

B:) The territory of the state

C:) The sense of belonging of a people D:) The nation-state.

Correct: C

Q:9) A low context culture is \_\_\_\_\_

Sol:

A:) A culture where much goes unsaid

B:) A culture in which communication is clear and direct

C:) A culture where ambiguity is the norm, and directness is avoided

D:) A culture in which body language and 'reading between the lines' are important

Correct: B

Q:10) Characteristics of organizational culture include all but which one of the following?

Sol:

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A:) Common language, terminology and norms of behavior

B:) Sustainability policies

C:) Preference for formal or informal communication

D:) Rulebook of do's and don'ts for staff

Correct: B

Q:11) The primary stakeholders are

Sol:

A:) Consumers

B:) Suppliers

C:) Shareholders

D:) Creditors

Correct: C

Q:12) The corporate governance structure of a company reflects the individual companies

Sol:

A:) Cultural & economic system

B:) Legal & business system

C:) Social & regulatory system

D:) All of these

Correct: D

Q:13) Corporate governance is a form of

Sol:

A:) External regulation

B:) Self regulation

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C:) Government control

D:) Charitable action

Correct: B

Q:14) CSR & corporate governance represent a ----- between business and society.

Sol:

A:) Social climate

B:) Special contract

C:) Special climate

D:) Social contract

Correct: D

Q:15) the framework for establishing good corporate governance & accountability was originally set up by

Sol:

A:) Rowntree Committe

B:) Cadbury Committee

C:) Nestle Committee

D:) Thornton Committee

Correct: B

Q:16) ----- may be defined as the enhancement of long-term shareholders while at the same time protecting the interests of other stakeholders.

Sol:

A:) Business ethics

B:)CSR



C:) Cultural relativism

D:) Corporate governance

Correct: D

Q:17) Which of the following is/are feature of corporate governance?

Sol:

A:) Non- universality

B:) Accountability

C:) Ambiguity

D:) None of these

Correct: B

Q:18) There are usually ..... key participants in corporate governance.

Sol:

A:) Three

B:) Four

C:) Five

D:) Eight

Correct: A

Q:19) Corporate governance is a ..... approach.

Sol:

A:) Top-down

B:) Bottom-up

C:) Hybrid

D:) Scientific



Correct: A

Q:20) Corporate governance is concerned with the formation of ..... term objective

Sol:

A:) Very short

B:) Short

C:) Medium

D:) Long

Correct: D

Q:21) The primary stakeholders are:

Sol:

A:) Customers.

B:) Suppliers.

C:) Shareholders.

D:) Creditors.

Q:22) The goal of corporate governance and business ethics education is to:

Sol:

A:) Teach students their professional accountability and to uphold their personal Integrity to society.

B:) Change the way in which ethics is taught to students.

C:) Create more ethics standards by which corporate professionals must operate.

D:) Increase the workload for accounting students.

Correct: B



Q:23) The corporate governance structure of a company reflects the individual companies':

Sol:

A.) Cultural and economic system.

B.) Legal and business system.

C.) Social and regulatory system.

D.) All of the above.

Correct: B

Q:24) The internal audit function is least effective when the department:

Sol:

A.) Is non-independent.

B.) Is competent.

C.) Is objective.

D.) Exhibits integrity

Correct: B

Q:25) Under the \_\_\_\_\_, both internal and external corporate governance mechanisms are intended to induce managerial actions that maximize profit and shareholder value.

Sol:

A.) Shareholder theory.

B.) Agency theory.

C.) Stakeholder theory.

D.) Corporate governance theory.



Correct: B

Q:26) One of the objectives of the Sarbanes-Oxley Act was to:

Sol:A:) Increase the cost of compliance with federal regulations.

B:) Force foreign companies to delist from U.S. capital market exchanges.

C:) Improve the quality and transparency of financial reporting.

D:) Increase the compliance burden for small companies.

Correct: B

Q:27) An organization's appropriate tone at the top promoting ethical conduct is an example of:

Sol:

A:) Ethics sensitivity.

B:) Ethics incentives.

C:) Ethical behavior.

D:) Consequentialist.

Correct: B

Q:28) An independent director is one who:

Sol:

A:) Did not attend a school supported by the company.

B:) Does not have outside relationships with other directors.

C:) Does not have any other relationships with the company other than his or her directorship.

D:) All of the above.



Correct: B

Q:29) The chairperson of the board of directors and CEO should be leaders with:

Sol:

A.) Vision and problem solving skills.

B.) The ability to motivate.

C.) Business acumen.

D.) All of the above.

Correct: B

Q:30) A board that is elected in a classified system is known as a:

Sol:

A.) Diversified board

B.) Staggered board

C.) Rotating board

D.) Declassified board

Correct: B

Q:31) An active volcano Mauna Loa is located in:

Sol:

A.) Hawaii, USA

B.) Brazil

C.) Japan



D:) None of the above

Correct: B

Q:32) Which of the following diseases appeared as public health concern in the last quarter of 20th century Sol:

A:) HIV

B:) Ebola virus

C:) Escherichia coli O157:H7

D:) All of the above

Correct: B

Q:33) A disease that becomes unusually widespread and even global in its reach is referred to as

Sol:

A:) Epidemic

B:) Pandemic

C:) Spanish flu

D:) Hyperendemic

Correct: B

Q:34) Zika virus is related to which of the following diseases

Sol:

A:) Dengue B:) Yellow fever





C:) Japanese encephalitis

D:) All of the above

Correct: B

Q:35) Which of the following volcanoes is known for its most destructive volcanic eruption in recorded history

Sol:

A:) Mount Kilimanjaro

B:) Mauna Loa

C:) Krakatoa

D:) Mount St Helens

Correct: B

Q:36) Bhopal Gas Disaster is a kind of

Sol:

A:) Natural disaster

B:) Manmade disaster

C:) None of the above

Correct: B

Q:37)What is Ring of Fire?

Sol:



A:) Belt of volcanoes in the Circum Pacific region B:) Belt of volcanoes in the mid-continental region

C:) Belt of volcanoes in the mid-atlantic region

D:) None of the above

Correct: B

Q:38) Which of the following rivers in Tripura experience tide

Sol:

A:) Gumti

B:) Fenny

C:) Howra

D:) Khowai

Correct: B

Q:39) Which of the following buildings of Tripura are identified as vulnerable to earthquake

Sol:

A:) Meera Mahal

B:) Nir Mahal

C:) Ujjayanta Palace

D:) All of the above

Correct: B

Q:40) Who is known as the father of modern seismology



Sol:

A:) Charles Richter

B:) R.D:) Oldham

C:) W.M. Davis

D:) None of the above.

Correct: B

Q:41) The National Disaster Management Authority (NDMA) is headed by

Sol:

A:) Prime Minister of India

B:) President of India C:) Governor of States

D:) Chief Minister of States

Correct: B

Q:42) Volcanoes are generally found where

Sol:

A:) Intraplates pull apart or are coming together

B:) Tectonic plates pull apart or are coming together

C:) Earth's crust pull apart or are coming together

D:) None of these pull apart or are coming together

Correct: B

Q:43) Volcanic erupted material when inside the hill/earth/mountain it is called

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Sol:

A:) Lava

B:) Magma

C:) Lahars

D:) None of these

Correct: B

Q:44) International Tsunami information Center is located in

A Honolulu

B Goa

C Jakarta

D Puducherry

Correct: B

Q:45) Which of the following is not a man-made hazard?

A Leakage of Toxic waste

B Wars and Civil Strife

C Drought

D Environmental pollution

Correct: B

Q:46) Cyclones occurring in North Atlantic ocean are called

A Typhoon



B Hurricanes

C Tornado

D None of the above

Correct: B

Q:47) High intensity and long duration of rainfall in Tripura causes ---

A Earthquakes

B Floods

C Landslides

D Cyclone

Correct: B

Q:48) Most of the Principal rivers in Tripura meets with which river of Bangladesh

SOL:

A.) Meghna

B.) Titas

C.) Padma

D.) None of the above

Correct: B

Q:49) The vector of zika virus is

SOL:

A.) Aedes egypti

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B:) Aedes albopictus

C:) Both a &b

D:) Different species of mosquitoes

Correct: B

Q:50) Generally the number on Richter Scale ranges between –

A:) 0 and 6

B:) 0 and 9

C:) 1 to 5

D:) 1 to 12

Correct: B

