



Pune Vidyarthi Griha's
College of Science & Technology
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SYBCOM SEM III – COMMERCE III

SAMPLE QUESTION PAPER

- REGULAR EXAM MCQs

Sr.no	QUESTION	Answer1	Answer2	Answer3	Answer4
1	_____ was the first to define functions of management.	Henry Fayol	William Stanton	Philip Kotler	Frederick Taylor
2	_____ decides in advance the future course of action.	Staffing	Planning	Organising	Controlling
3	_____ Function of management is concerned with putting right man on the right job	Planning	Staffing	Controlling	Organising
4	_____ skills are also called Interpersonal skills.	Human Relations	Conceptual	Technical	Design
5	_____ is known as the father of scientific management.	Henry Fayol	Frederick Taylor	Peter Drucker	William Stanton
6	_____ described 14 principles of management.	Henry Fayol	Frederick Taylor	Peter Drucker	William Stanton
7	According to _____ efforts of all employees should be directed towards common goal.	Unity of command	Unity of Direction	Discipline	Team spirit
8	_____ refers to team spirit.	Scalar chain	Espirit De Corps	Equity	Discipline
9	Hawthorne Experiments were conducted by _____.	Peter Drucker	Henry Fayol	Elton Mayo	William Stanton

10	Dimensions of management were designed by _____.	Elton Mayo	William Stanton	Peter Drucker	Henry Fayol
11	Dharma in Sanskrit means _____ in life.	progress	passion	mission	purpose
12	‘What you sow is what you reap’ means _____.	Law of Karma	Law of Dharma	Loyalty	Humility
13	_____ means deciding in advance what to do, how to do it, when to do it, and who is to do it.	Directing	Organising	Controlling	Planning
14	The plans of one department are _____ with the plans of all other concerned departments.	Transferred	carried forward	co-ordinated	forwarded
15	The weaknesses of employees can be corrected through _____	demotion	transfer	demotivating	training, counselling and motivation
16	_____ analysis would reveal opportunities to be grabbed and threats to be faced by the organization.	Internal Environment	External Environment	Natural Environment	Social Environment
17	In SMART approach for goal setting ‘M’ stands for _____.	Measurable	Master	Minimum	Maximum
18	_____ is a pre-step of planning process.	Setting objectives	Analysing environment	Implementation	Planning
19	_____ facilitates automation of routine matters	MBE	MBO	Planning	organising
20	Planning helps to _____ risks.	eliminate	enhance	minimize	maximize
21	The SWOT analysis is an important element of _____.	Planning	Directing	Organising	Controlling
22	There is a need to adopt _____ approach in decision making.	Single	Rational	Integrated	Factual

23	Decision making should be _____.	Rigid	Flexible	Motivational	Technical
24	Linear programming is a _____ technique of decision making.	Programmed	Non programmed	Coordinated	Qualitative
25	Brainstorming is a _____ technique of decision making.	Programmed	Non programmed	Coordinated	Qualitative
26	_____ technique is used in case of complex projects with several activities are required to be completed.	Simulation	Network	Linear	Queueing
27	Programmed decision making techniques are also called as _____ techniques.	Quantitative	Qualitative	Regular	Cumulative
28	_____ is a statistical technique which enables managers to make a choice of the best alternative.	Decision tree	Probability theory	Payoff matrix	Network techniques
29	_____ method is an extension of payoff matrix.	Probability theory	Decision tree	Network technique	Game Theory
30	The brainstorming technique to solve problems was developed by _____.	Peter Drucker	George Terry	Gary Armstrong	Alex F. Osborn
31	_____ popularised the concept of quality circles in Japan.	Dr. Maasaki Imai	Dr. Ishikawa Kaoru	Dr. D.E. Deming	Dr. George James
32	_____ organisation is useful to serve personal and social ties.	Formal	Line	Informal	Line and staff
33	Departmentation by _____ brings the benefits of specialisation.	Functions	Customer	Task Force	Time
34	_____ is the act of stimulating someone or oneself to get a desired course of action, to push the right button to get a desired reaction.	Motivation	Communication	Leadership	Controlling
35	Which of these is a monetary factor influencing motivation?	Delegation of Authority	Training	Bonus	Job Placement

36	Which of these is a non-monetary factor influencing motivation?	Job Title	Salaries	Wages	Incentives
37	_____ refers to vertical expansion of the job	Job Security	Job Placement	Job Enrichment	Job Title
38	Which of these is an important aspect of written communication?	It provides instant feedback	Less expensive than oral communication	it is more persuasive in nature than oral communication	Helps in wider circulation of information
39	_____ is the sum total of physical, mental and social qualities	Personality	Self Confidence	Discipline	Intelligence
40	Noise and distance are _____ barriers to effective communication	physical	cultural	semantic	psychological
41	_____ technique helps to expedite highly complex projects	SWOT	MBO	PERT	Management Audit
42	_____ control system enables managers to focus their attention on significant deviations	MBE	MBO	MIS	CPM
43	_____ technique is mainly used in areas like construction projects and ship building.	PERT	Personal observat	Management Audit	Quality Circles
44	_____ is a statement of anticipated results	Schedule	Budget	CPM	Profitability
45	_____ uses network analysis by identifying critical and non critical activities	PERT	Management Aud	Budgetary control	CPM
46	_____ refers to the systematic evaluation of the functioning, performance and effectiveness of management	MBO	HRA	Management Audit	PERT

47	Under differential piece rate system , _____ wage rate for those workers' who fail to achieve the standard output.	Low	High	Average	Below average
48	In MBO objectives are jointly set by the management and _____.	Subordinates	Managers	Directors	Thinkers
49	Authority, responsibility and accountability are elements of _____.	Departmentation	Span of Control	Delegation	Departmentation
50	_____ refers to interpersonal skill of a leader	Human	Conceptual	Technical	Administrative