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MGT603 Online Quiz#2..Lecture#1 to 18..

Solved By

Hafiz Salman Majeed...

Question # 13 of 20 (Start time: 05:43:44 PM) Total Marks: 1
Strategy formulation stage includes all of the following EXCEPT:
Select correct option:

- Vision and mission
- Strength and weakness
- Opportunities and threats
- Annual objectives**

Question # 16 of 20 (Start time: 05:44:35 PM) Total Marks: 1
All of the following would represent possible threats to the ABC Company EXCEPT
which one of the following?
Select correct option:

- Entrance of new competitors
- Improved buyer or supplier relationships**
- New or revised regulations
- Slow industry/market growth

Question # 20 of 20 (Start time: 05:46:00 PM) Total Marks: 1
Exclusive access to high grade natural resources is an example of which of the following?
Select correct option:

- Strength**
- Weakness
- Opportunity
- Threat

Question # 10 of 20 (Start time: 05:52:41 PM) Total Marks: 1
Which of the following environment includes all those factors which affect the
organization and itself affected by the organization?
Select correct option:

- External environment
- Social environment
- Task environment**
- Internal environment

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Question # 19 of 20 (Start time: 05:54:44 PM) Total Marks: 1

Which of the followings deals with the management of inputs, transformations and outputs that vary across industries and markets?

Select correct option:

- Marketing
- Finance
- Operations**
- Distribution

Question # 7 of 20 (Start time: 06:02:40 PM) Total Marks: 1

Intuition is based on all of the following factors EXCEPT:

Select correct option:

- Past experiences
- Judgments
- Uncertainties**
- Feelings

Question # 8 of 20 (Start time: 06:03:07 PM) Total Marks: 1

In adapting to change an organization must monitor which of the following?

Select correct option:

- Ongoing processes
- Internal and external events
- Timely changes
- All of the given options**

Question # 14 of 20 (Start time: 06:04:35 PM) Total Marks: 1

All of the following statements are true about a firm's mission statement EXCEPT:

Select correct option:

- A mission statement does not directly contribute positively to financial performance.
- A mission statement directly contributes positively to financial performance.
- A mission statement should not provide useful criteria for selecting among alternative strategies.**
- Primary reason to develop a mission statement is not to attract the customers

Question # 15 of 20 (Start time: 06:05:08 PM) Total Marks: 1

Which of the following is an example of a narrow mission?

Select correct option:

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We sell packaged pineapples

The firm deals in beverages
Stationery is our product
Company manufactures food items

Question # 9 of 20 (Start time: 06:09:32 PM) Total Marks: 1

Which of the following statement is TRUE about a Vision statement of a company?

Select correct option:

It concentrates on future

It defines the customers
It identify critical processes
It informs about the desired level of performance

Question # 12 of 20 (Start time: 06:10:24 PM) Total Marks: 1

Which of the following is best identified as a statement that presents “a firm's big picture statement, describing a desired end-state, general in scope, and not restrictive”?

Select correct option:

Corporate philosophy statement

Company creed

Vision statement

Mission statement

Question # 5 of 20 (Start time: 06:20:51 PM) Total Marks: 1

All of the following fall under Pricing decisions EXCEPT:

Select correct option:

Discounts

Credit terms

Markups

Dealer relations

Question # 5 of 20 (Start time: 06:27:20 PM) Total Marks: 1

Financial ratios are helpful in analyzing the relationship among which of the following?

Select correct option:

All assets and liabilities

Profits and costs

All functional areas of business

Sales and profitability

Question # 11 of 20 (Start time: 03:31:39 PM) Total Marks: 1

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Which of the following refers to the belief related to objectives setting that "the true measure of a really good strategist is the ability to solve problems"?

Select correct option:

- Managing by objectives
- Managing by extrapolation
- Managing by crisis**
- Managing by subjectives

Question # 14 of 20 (Start time: 03:32:12 PM) Total Marks: 1

A system of several rites connected with a single occasion or event is known as:

Select correct option:

- Myth
- Ceremonial**
- Saga
- Legend

Question # 19 of 20 (Start time: 03:33:06 PM) Total Marks: 1

Which category of ratios measures a firm's ability to meet maturing short-term obligations?

Select correct option:

- Profitability
- Leverage
- Liquidity**
- Activity

Question # 1 of 20 (Start time: 02:20:42 AM) Total Marks: 1

Which of the following directs at developing new products before competitors do at improving product quality or at improving manufacturing processes to reduce costs?

Select correct option:

- Marketing
- Opportunity analysis
- Research and development**
- Management

Question # 2 of 20 (Start time: 02:21:46 AM) Total Marks: 1

All of the following are the outputs of a system EXCEPT:

Select correct option:

- Tables

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Charts

Data

Graphs

Question # 3 of 20 (Start time: 02:22:28 AM) Total Marks: 1

Defensive strategies include all of the following EXCEPT:

Select correct option:

Retrenchment

Acquisition

Divestiture

Liquidation

Question # 5 of 20 (Start time: 02:23:11 AM) Total Marks: 1

The XYZ Organization has a statement that describes the needs for which the organization was created to fill and answers the basic question of why the organization exists. XYZ is most likely to have any one of the following?

Select correct option:

Strategy

Vision statement

Mission statement

Functional tactics

Question # 6 of 20 (Start time: 02:23:23 AM) Total Marks: 1

Which group would be classified as a stakeholder?

Select correct option:

Communities

Banks

Suppliers

All of the given options

Question # 7 of 20 (Start time: 02:23:31 AM) Total Marks: 1

Which of the following statements is NOT correct about a mission statement?

Select correct option:

It contains the definition of the company's business

It is called the picture of a company's future.

It is a statement containing the company's major goals

It is known as statement of the corporate philosophy

Question # 8 of 20 (Start time: 02:23:43 AM) Total Marks: 1

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Opportunity analysis is one of the basic functions of which one of the following?
Select correct option:

- Computer information systems
- Marketing**
- Production/operations
- Research and development

Question # 9 of 20 (Start time: 02:24:53 AM) Total Marks: 1

Which of the following identified that “strategic management encourages forward thinking, favorable attitudes towards change and discipline to the management of business”?

Select correct option:

- Greeley
- Greenly**
- Greenley
- Greenwich

Question # 10 of 20 (Start time: 02:26:00 AM) Total Marks: 1

Financial benefits of strategic management includes all of the following EXCEPT:
Select correct option:

- Progression in profitability
- Improvement in employee productivity**
- Expansion in the sales of business
- Enhancement in productivity

Question # 11 of 20 (Start time: 02:26:23 AM) Total Marks: 1

The organizations that conduct business operations across national borders are known as which of the following?

Select correct option:

- Domestic firms
- Multinational corporations**
- Parent companies
- Franchises

Question # 12 of 20 (Start time: 02:26:38 AM) Total Marks: 1

Lack of access to key distribution channel indicates which of the following?
Select correct option:

- Strength

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Weakness

Opportunity
Threat

Question # 13 of 20 (Start time: 02:27:41 AM) Total Marks: 1

Which of the following is NOT a characteristic of well-constructed goals?

Select correct option:

Address important issues

Easy to remember

Precise and measurable

Challenging but realistic

Question # 14 of 20 (Start time: 02:27:59 AM) Total Marks: 1

Principles of conduct that guide decision-making are known as:

Select correct option:

Human rights

Business ethics

The constitution

Social responsibility

Question # 15 of 20 (Start time: 02:28:17 AM) Total Marks: 1

Which of the following decisions determine the amount of funds that are retained in a firm compared to the amount paid out to stockholders?

Select correct option:

Financing

Investment

Capital

Dividend

Question # 16 of 20 (Start time: 02:29:04 AM) Total Marks: 1

What is the systematic gathering, recording, and analyzing of data about problems relating to the marketing of goods and services?

Select correct option:

Management

Planning

Marketing Research

Market segmentation

Question # 17 of 20 (Start time: 02:29:44 AM) Total Marks: 1

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Where an organization takes into account the effect of its strategic decisions on the society, the firm is taking care of which of these?

Select correct option:

- Corporate governance
- Business policy
- Business ethics
- Social policy**

Question # 18 of 20 (Start time: 02:30:08 AM) Total Marks: 1

Which of the following term represents the enduring statement of purpose that distinguish one business from other similar firms?

Select correct option:

- Vision
- Strategy
- Mission**
- Tactics

Question # 19 of 20 (Start time: 02:30:25 AM) Total Marks: 1

Which of the following are the factors that concern the nature and direction of the economy in which a firm operates?

Select correct option:

- Technological
- Ecological
- Social
- Economic**

Question # 20 of 20 (Start time: 02:30:40 AM) Total Marks: 1

Local, state, and national elections, world oil, currency, and labor markets, number of patents, special tariffs are the examples of which one of the following?

Select correct option:

- Economic forces
- Social, cultural and, demographic forces**
- Political, governmental, and legal forces**
- Competitive forces

Question # 1 of 20 (Start time: 02:47:34 AM) Total Marks: 1

All of the following are the basic functions of marketing EXCEPT:

Select correct option:

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Selling products/services
Product and service planning
Marketing research
Arranging for finance

Question # 2 of 20 (Start time: 02:48:01 AM) Total Marks: 1
Which of the following is the benefit of strategic management?
Select correct option:

Fewer complexes
More complex
Less static
More profitable

Question # 3 of 20 (Start time: 02:48:08 AM) Total Marks: 1
The analysis of industry's major competitors' strengths may give an insight of which one of these?
Select correct option:

Key threats for the firm
Key opportunities for the firm
Both opportunities and strengths for the firm
None of the given options

Question # 4 of 20 (Start time: 02:48:22 AM) Total Marks: 1
Which of the following is the process of influencing people to accomplish specific objectives?
Select correct option:

Staffing
Motivating
Controlling
Organizing

Question # 5 of 20 (Start time: 02:49:13 AM) Total Marks: 1
"A Good mission statement identifies the utility of a firm's products to its customers";
which of the following represents this statement?
Select correct option:

Organization's philosophy
Customer orientation
Social policy
Declaration of attitude

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Question # 6 of 20 (Start time: 02:49:30 AM) Total Marks: 1

Which category of ratios measures “how effectively a firm can maintain its economic position in the growth of the economy and industry”?

Select correct option:

- Liquidity
- Leverage
- Activity
- Growth**

Question # 7 of 20 (Start time: 02:50:43 AM) Total Marks: 1

Of the following, which one would NOT be considered one of the components of a mission statement?

Select correct option:

The target market for XYZ is oil and gas producers as well as producers of chemicals
XYZ shall hire only those individuals who have with sufficient educational levels so as to be of benefit to our customers

The customers of XYZ shall include global and local consumers of gas and oil products and domestic users of nontoxic chemicals

The technologies utilized by XYZ shall focus upon development of alternative sources of gas and oil so as to remain competitive within the industry

Question # 8 of 20 (Start time: 02:50:58 AM) Total Marks: 1

When the Chief Executive of a chain of pharmacies decided to sell off or close some of the locations that were not profitable, he was performing which of the management function?

Select correct option:

- Leading
- Planning
- Controlling**
- Organizing

Question # 9 of 20 (Start time: 02:52:09 AM) Total Marks: 1

Establishing and implementing ways of making things work is known as:

Select correct option:

- Planning
- Organizing**
- Leading
- Controlling

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Question # 10 of 20 (Start time: 02:52:51 AM) Total Marks: 1

Buyers can exercise high bargaining power over their suppliers under which one of the following conditions?

Select correct option:

When there are many good substitutes of raw material

There are few buyers in the market

They have few suppliers to choose from

There is a high concentration of suppliers

Question # 11 of 20 (Start time: 02:53:42 AM) Total Marks: 1

Which of the following period strategic management was considered to be cure for all problems?

Select correct option:

Mid 1950s to mid 1960s

Mid 1960s to mid 1970s

Mid 1970s to mid 1980s

Mid 1980s to mid 1990s

Question # 12 of 20 (Start time: 02:53:49 AM) Total Marks: 1

Which of the following is NOT a component of external environment analysis?

Select correct option:

Customer satisfaction feedback

Global impacts

Legal issues within the industry

Competitive position of rival companies

Question # 13 of 20 (Start time: 02:54:01 AM) Total Marks: 1

Investment decisions are also known as:

Select correct option:

Business finance

Capital structure

Capital budgeting

Dividend policy

Question # 14 of 20 (Start time: 02:54:36 AM) Total Marks: 1

Effective mission statements don't have one of the following features:

Select correct option:

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Generate range of feasible strategic alternatives
Reconcile interests among diverse stakeholders
What does the firm want to become
Provide criteria for selecting strategies

Question # 15 of 20 (Start time: 02:54:50 AM) Total Marks: 1
Ethnic balance is affected due to which of the following?
Select correct option:

Change in ethnic values
Awareness of ethnic norms
Migration of the people towards different areas
Introduction of new laws relating to ethnicity

Question # 16 of 20 (Start time: 02:54:57 AM) Total Marks: 1
Principles of conduct that guide decision-making are known as:
Select correct option:

Human rights
Business ethics
The constitution
Social responsibility

Question # 17 of 20 (Start time: 02:55:03 AM) Total Marks: 1
Which of the following can be considered one of the factors of external opportunities and threats of an organization?
Select correct option:

Production/ operations
Research & development
Competitive trends
Management information system

Question # 18 of 20 (Start time: 02:55:26 AM) Total Marks: 1
Which of the following ties all business functions together and provides the basis for all managerial decisions?
Select correct option:

Marketing
Information
Technology
Workforce

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Question # 19 of 20 (Start time: 02:56:19 AM) Total Marks: 1

To whom a planning horizon of two to five years applies?

Select correct option:

Top management

Middle management

Lower management

All levels

Question # 20 of 20 (Start time: 02:57:39 AM) Total Marks: 1

When an industry relies heavily on government contracts, which of the following is important for the firm to foresee as a part of its external audit?

Select correct option:

Economic forces

Political forces

Technological forces

Competitive forces

Question # 1 of 20 (Start time: 06:11:37 PM) Total Marks: 1

Which of the following can reveal the demographic characteristics of an organization's customers?

Select correct option:

Customer profiling

Test marketing

Market development

The vision statement

Question # 2 of 20 (Start time: 06:12:37 PM) Total Marks: 1

Which of the following is the greatest advantage of international operations?

Select correct option:

Reduced tariffs and taxes

Access to global business practices

Gaining new customers

Less-intense competition

Question # 3 of 20 (Start time: 06:12:54 PM) Total Marks: 1

Which of the following can be considered one of the factors of external opportunities and threats of an organization?

Select correct option:

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Production/ operations
Research & development
Competitive trends
Management information system

Question # 4 of 20 (Start time: 06:13:08 PM) Total Marks: 1
In the process of developing a mission statement, which of the following is CORRECT?
Select correct option:

To involve as few managers as possible
To involve as many managers as possible
To involve upper-level management only
To involve the board of directors only

Question # 5 of 20 (Start time: 06:13:35 PM) Total Marks: 1
What is the range for a firm's total weighted score in an External Factor Evaluation Matrix?
Select correct option:

0 to 5
0 to 4
1 to 5
1 to 4

Question # 6 of 20 (Start time: 06:14:47 PM) Total Marks: 1
When the Chief Executive of a chain of pharmacies decided to sell off or close some of the locations that were not profitable, he was performing which of the management function?
Select correct option:

Leading
Planning
Controlling
Organizing

Question # 7 of 20 (Start time: 06:14:55 PM) Total Marks: 1
In which of the following phase of strategic management, annual objectives are especially important?
Select correct option:

Formulation
Evaluation
Implementation

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Management

Question # 8 of 20 (Start time: 06:15:10 PM) Total Marks: 1

Choose the economic variable from the list.

Select correct option:

- Attitudes toward business
- Attitudes toward product quality
- Population changes by race
- Stock market trends**

Question # 9 of 20 (Start time: 06:15:25 PM) Total Marks: 1

Which component of a mission statement addresses the firm's distinctive competence or major competitive advantage?

Select correct option:

- Technology
- Philosophy
- Customers
- Self-concept**

Question # 10 of 20 (Start time: 06:15:38 PM) Total Marks: 1

HTML stands for which of the following?

Select correct option:

- Hybrid text markup language
- Hypertext Markup Language**
- Hyper text manufacture language
- Highly technical markup language

Question # 11 of 20 (Start time: 06:15:45 PM) Total Marks: 1

In Competitive Profile Matrix, the rating 4 indicates what?

Select correct option:

- Major weakness
- Major strength**
- Minor strength
- Minor weakness

Question # 12 of 20 (Start time: 06:17:08 PM) Total Marks: 1

Effective mission statements don't have one of the following features:

Select correct option:

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Generate range of feasible strategic alternatives
Reconcile interests among diverse stakeholders
What does the firm want to become
Provide criteria for selecting strategies

Question # 13 of 20 (Start time: 06:17:20 PM) Total Marks: 1
Corporate social policy should be designed and articulated during which phase of strategic management?
Select correct option:

Implementation
Formulation
Evaluation
Management

Question # 14 of 20 (Start time: 06:17:33 PM) Total Marks: 1
“A desired future state that the organization attempts to realize”. Identify the term relevant to the given statement.
Select correct option:

Goal
Strategy
Policy
Procedure

Question # 15 of 20 (Start time: 06:17:46 PM) Total Marks: 1
Identify the stages of strategic management process in a precise sequence.
Select correct option:

Strategy evaluation, strategy formulation & strategy implementation
Strategy evaluation, strategy implementation & strategy formulation
Strategy formulation, strategy implementation & strategy evaluation
Strategy implementation, strategy evaluation & strategy formulation

Question # 16 of 20 (Start time: 06:18:00 PM) Total Marks: 1
Of the following, which one would NOT be considered one of the components of a mission statement?
Select correct option:

The target market for XYZ is oil and gas producers as well as producers of chemicals
XYZ shall hire only those individuals who have with sufficient educational levels so as to be of benefit to our customers
The customers of XYZ shall include global and local consumers of gas and oil products

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and domestic users of nontoxic chemicals

The technologies utilized by XYZ shall focus upon development of alternative sources of gas and oil so as to remain competitive within the industry

Question # 17 of 20 (Start time: 06:18:06 PM) Total Marks: 1

While preparing an External Factor Evaluation matrix, a total score of 0.8 indicates what? Select correct option:

Firm is taking advantages of strengths and avoiding threats

Firm is not taking advantages of opportunities and is avoiding threats

Firm is not taking advantages of opportunities and is not avoiding threats

Firm is taking advantage of opportunities and is avoiding the threats

Question # 18 of 20 (Start time: 06:19:27 PM) Total Marks: 1

All of the following are the key opportunities or threats in external environment because of Political, Govt. & ILegal force EXCEPT:

Select correct option:

Tax rates

Trust in government

Pak-India relationships

Patent laws

Question # 19 of 20 (Start time: 06:19:44 PM) Total Marks: 1

Identify the term that is known as a “mean of providing guidance to actions and procedures, including how resources are to be allocated and how tasks assigned to the organization might be accomplished”.

Select correct option:

Aspirations

Objectives

Policies

Goals

Question # 20 of 20 (Start time: 06:19:57 PM) Total Marks: 1

Opportunity analysis is one of the basic functions of which one of the following?

Select correct option:

Computer information systems

Marketing

Production/operations

Research and development

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Question # 1 of 20 (Start time: 06:51:00 PM) Total Marks: 1

Total weighted scores of IFE matrix below 2.5 characterizes an organizations as:
Select correct option:

- Organization is externally weak
- Organization is internally weak
- Organization is internally strong
- Organization is externally strong

Question # 2 of 20 (Start time: 06:52:00 PM) Total Marks: 1

What happens to the demand for discretionary goods when interest rates rise?
Select correct option:

- Rises
- Declines
- Remains the same
- First rises then declines

Question # 3 of 20 (Start time: 06:52:13 PM) Total Marks: 1

The mission statement answers which of the following question?
Select correct option:

- What is our business?
- How can we improve ourselves?
- What do we want to become?
- Who are our stakeholders?

Question # 4 of 20 (Start time: 06:52:28 PM) Total Marks: 1

Identify the stages of strategic management process in a precise sequence.
Select correct option:

- Strategy evaluation, strategy formulation & strategy implementation
- Strategy evaluation, strategy implementation & strategy formulation
- Strategy formulation, strategy implementation & strategy evaluation
- Strategy implementation, strategy evaluation & strategy formulation

Question # 5 of 20 (Start time: 06:52:34 PM) Total Marks: 1

All of the following are the key questions that can reveal internal strengths and weaknesses in the management department EXCEPT:
Select correct option:

- Is the organization's structure appropriate?
- Are reward and control mechanisms effective?

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Are the organization's products positioned well?

Does the firm use strategic management concepts?

Question # 6 of 20 (Start time: 06:53:23 PM) Total Marks: 1

Integration strategies allow a firm to gain control over all of the following EXCEPT:

Select correct option:

Distributors

Investors

Suppliers

Competitors

Question # 7 of 20 (Start time: 06:54:01 PM) Total Marks: 1

What is the first step in the comprehensive strategic-management model?

Select correct option:

Performing external audits

Developing vision and mission statements

Performing internal audits

Measuring and evaluating performance

Question # 8 of 20 (Start time: 06:54:15 PM) Total Marks: 1

Lack of access to key distribution channel indicates which of the following?

Select correct option:

Strength

Weakness

Opportunity

Threat

Question # 9 of 20 (Start time: 06:54:20 PM) Total Marks: 1

Which of the following refers to determining the best capital structure for the company?

Select correct option:

Restructuring decisions

Financing decisions

Strategic decision

Investment decision

Question # 10 of 20 (Start time: 06:54:53 PM) Total Marks: 1

All of the following are functional support roles of Management Information System EXCEPT:

Select correct option:

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Recording and storing accounting records
Recording and storing inventory data
Recording and storing business intelligence data
The enhanced ability to explore "what if"

Question # 11 of 20 (Start time: 06:56:10 PM) Total Marks: 1
Which one of the following area can be the weakness of a firm?
Select correct option:

Changing lifestyle
High oil prices
Ineffective Marketing
Increasing pollution

Question # 12 of 20 (Start time: 06:56:51 PM) Total Marks: 1
All of the following are the types of Profitability ratios EXCEPT:
Select correct option:

Net profit margin
Inventory turnover
Return on total assets
Earnings per share

Question # 13 of 20 (Start time: 06:57:48 PM) Total Marks: 1
Which of the following can be best described as short-term in nature?
Select correct option:

Mission statements
Annual objectives
Strategies
Vision statement

Question # 14 of 20 (Start time: 06:58:02 PM) Total Marks: 1
The analysis of industry's major competitors' strengths may give an insight of which one of these?
Select correct option:

Key threats for the firm
Key opportunities for the firm
Both opportunities and strengths for the firm
None of the given options

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Question # 15 of 20 (Start time: 06:58:08 PM) Total Marks: 1

Which of the following are the factors that concern the nature and direction of the economy in which a firm operates?

Select correct option:

- Technological
- Ecological
- Social
- Economic**

Question # 16 of 20 (Start time: 06:58:18 PM) Total Marks: 1

The purpose of an external audit is to prepare a list of which of the following?

Select correct option:

- Opportunities and weaknesses
- Threats and strengths
- Opportunities and threats**
- Strengths and weaknesses

Question # 17 of 20 (Start time: 06:58:31 PM) Total Marks: 1

HTML stands for which of the following?

Select correct option:

- Hybrid text markup language
- Hypertext Markup Language**
- Hyper text manufacture language
- Highly technical markup language

Question # 18 of 20 (Start time: 06:58:41 PM) Total Marks: 1

Which of the following is NOT a component of external environment analysis?

Select correct option:

- Customer satisfaction feedback
- Global impacts
- Legal issues within the industry**
- Competitive position of rival companies

Question # 19 of 20 (Start time: 06:58:48 PM) Total Marks: 1

Internal strengths and weaknesses that can significantly benefit or harm an organization may include all of the following EXCEPT:

Select correct option:

- Production/ operations

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Research & development

E-commerce

Management information system

Question # 20 of 20 (Start time: 06:59:00 PM) Total Marks: 1

Assigning a rate=2 in IFE matrix indicates what?

Select correct option:

A major weakness

A minor weakness

A minor strength

A major strength

Question # 1 of 20 (Start time: 07:27:50 PM) Total Marks: 1

All of the following are the key opportunities or threats in external environment because of Political, Govt. & ILegal force EXCEPT:

Select correct option:

Tax rates

Trust in government

Pak-India relationships

Patent laws

Question # 2 of 20 (Start time: 07:28:02 PM) Total Marks: 1

Which statement is CORRECT about strategic-management process?

Select correct option:

It occurs once a year

It is a continuous process

It applies mostly to large business

It applies mostly to small businesses

Question # 3 of 20 (Start time: 07:28:15 PM) Total Marks: 1

Which of the following is the first step in the controlling function of management?

Select correct option:

Take corrective actions

Restrict breaks employees take

Evaluate expense reports

Establish performance standards

Question # 4 of 20 (Start time: 07:29:23 PM) Total Marks: 1

What happens to the demand for discretionary goods when interest rates rise?

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Select correct option:

- Rises
- Declines**
- Remains the same
- First rises then declines

Question # 5 of 20 (Start time: 07:29:30 PM) Total Marks: 1

Which component of a mission statement addresses the firm's distinctive competence or major competitive advantage?

Select correct option:

- Technology
- Philosophy
- Customers
- Self-concept**

Question # 6 of 20 (Start time: 07:29:44 PM) Total Marks: 1

In which of the following phase of strategic management, annual objectives are especially important?

Select correct option:

- Formulation
- Evaluation
- Implementation**
- Management

Question # 7 of 20 (Start time: 07:29:49 PM) Total Marks: 1

While preparing an External Factor Evaluation matrix, a total score of 0.8 indicates what?

Select correct option:

- Firm is taking advantages of strengths and avoiding threats
- Firm is not taking advantages of opportunities and is avoiding threats
- Firm is not taking advantages of opportunities and is not avoiding threats**
- Firm is taking advantage of opportunities and is avoiding the threats

Question # 8 of 20 (Start time: 07:29:55 PM) Total Marks: 1

Which of the following is one of the Political, Governmental & legal factors?

Select correct option:

- Ethical concerns
- Traffic congestion
- Lobbying activities**

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Average level of education

Question # 9 of 20 (Start time: 07:30:10 PM) Total Marks: 1

Which of the following statements is NOT correct about a mission statement?

Select correct option:

It contains the definition of the company's business

It is called the picture of a company's future.

It is a statement containing the company's major goals

It is known as statement of the corporate philosophy

Question # 10 of 20 (Start time: 07:30:25 PM) Total Marks: 1

Which of the following identified that "strategic management encourages forward thinking, favorable attitudes towards change and discipline to the management of business"?

Select correct option:

Greeley

Greenly

Greenley

Greenwich

Question # 11 of 20 (Start time: 07:30:31 PM) Total Marks: 1

Which group would be classified as a stakeholder?

Select correct option:

Communities

Banks

Suppliers

All of the given options

Question # 12 of 20 (Start time: 07:30:38 PM) Total Marks: 1

Integration strategies are sometimes collectively referred to as which of these strategies?

Select correct option:

Horizontal integration

Forward integration

Hierarchical integration

Vertical integration

Question # 13 of 20 (Start time: 07:31:24 PM) Total Marks: 1

All of the specified approaches could be used to determine R&D budget allocation

EXCEPT:

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Select correct option:

- Financing as many projects as possible
- Using percentage-of-sales method
- Budgeting irrelative to competitors**
- Deciding how many successful new products are needed

Question # 14 of 20 (Start time: 07:32:39 PM) Total Marks: 1

What is the first step in the comprehensive strategic-management model?

Select correct option:

- Performing external audits
- Developing vision and mission statements**
- Performing internal audits
- Measuring and evaluating performance

Question # 15 of 20 (Start time: 07:32:46 PM) Total Marks: 1

Which of the following period strategic management was considered to be cure for all problems?

Select correct option:

- Mid 1950s to mid 1960s
- Mid 1960s to mid 1970s**
- Mid 1970s to mid 1980s
- Mid 1980s to mid 1990s

Question # 16 of 20 (Start time: 07:32:52 PM) Total Marks: 1

Which of the following can be the weakness of an organization?

Select correct option:

- Price war
- Poor location of business**
- Increased trade barriers
- Innovative substitute product

Question # 17 of 20 (Start time: 07:33:33 PM) Total Marks: 1

In the process of developing a mission statement, which of the following is CORRECT?

Select correct option:

- To involve as few managers as possible
- To involve as many managers as possible**
- To involve upper-level management only
- To involve the board of directors only

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Question # 18 of 20 (Start time: 07:33:42 PM) Total Marks: 1

When an industry relies heavily on government contracts, which of the following is important for the firm to foresee as a part of its external audit?

Select correct option:

Economic forces

Political forces

Technological forces

Competitive forces

Question # 19 of 20 (Start time: 07:33:56 PM) Total Marks: 1

Test marketing is commonly applied by which of the following companies?

Select correct option:

Industrial goods companies

Consumer goods companies

Public sector companies

Private sector companies

Question # 20 of 20 (Start time: 07:34:49 PM) Total Marks: 1

Technological advancements can create which of the following advantage besides many other existing powerful advantages for the businesses?

Select correct option:

Economic

Competitive

Social

Environmental

Question # 1 of 20 (Start time: 08:20:13 PM) Total Marks: 1

HTML stands for which of the following?

Select correct option:

Hybrid text markup language

Hypertext Markup Language

Hyper text manufacture language

Highly technical markup language

Question # 2 of 20 (Start time: 08:20:19 PM) Total Marks: 1

Which category of ratios measures “how effectively a firm can maintain its economic position in the growth of the economy and industry”?

Select correct option:

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Liquidity
Leverage
Activity
Growth

Question # 3 of 20 (Start time: 08:20:50 PM) Total Marks: 1
Which of the following marketing entity is NOT an intermediary?
Select correct option:

Brokers
Agents
Producer
Vendors

Question # 4 of 20 (Start time: 08:22:09 PM) Total Marks: 1
Which of the following is the best example for achieving long-term objectives?
Select correct option:

Strengths
Strategies
Policies
Opportunities

Question # 5 of 20 (Start time: 08:22:23 PM) Total Marks: 1
Developing a vision and a mission statement is important because of the following reasons EXCEPT:
Select correct option:

They are useful for large firms only
They establish organizational culture
They are the basis for allocating resources
They translate objectives into work structure

Question # 6 of 20 (Start time: 08:23:20 PM) Total Marks: 1
All of the specified approaches could be used to determine R&D budget allocation EXCEPT:
Select correct option:

Financing as many projects as possible
Using percentage-of-sales method
Budgeting irrelative to competitors
Deciding how many successful new products are needed

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Question # 7 of 20 (Start time: 08:23:27 PM) Total Marks: 1

Which of the following refers to the belief related to objectives setting that "the future is laden with great uncertainty and that if we try and do not succeed, then we hope our second (or third) attempt will succeed"?

Select correct option:

Managing by hope

Managing by extrapolation

Managing by crisis

Managing by subjectives

Question # 8 of 20 (Start time: 08:24:26 PM) Total Marks: 1

Which of the following can be the weakness of an organization?

Select correct option:

Price war

Poor location of business

Increased trade barriers

Innovative substitute product

Question # 9 of 20 (Start time: 08:24:32 PM) Total Marks: 1

Which of the following step in the strategic development process involves mobilizing employees and managers to put strategies into action?

Select correct option:

Formulating strategy

Strategy evaluation

Implementing strategy

Strategy planning

Question # 10 of 20 (Start time: 08:24:46 PM) Total Marks: 1

Of the following, which one would NOT be considered one of the components of a mission statement?

Select correct option:

The target market for XYZ is oil and gas producers as well as producers of chemicals
XYZ shall hire only those individuals who have with sufficient educational levels so as to be of benefit to our customers

The customers of XYZ shall include global and local consumers of gas and oil products and domestic users of nontoxic chemicals

The technologies utilized by XYZ shall focus upon development of alternative sources of gas and oil so as to remain competitive within the industry

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Question # 11 of 20 (Start time: 08:24:52 PM) Total Marks: 1

The social factors that affect a firm involve all of the following EXCEPT:

Select correct option:

Attitudes of people in the external environment

Lifestyles of people

Per capita income

Values and beliefs of persons outside the firm

Question # 12 of 20 (Start time: 08:25:07 PM) Total Marks: 1

Which of the following is the decision support role of management information system?

Select correct option:

Processing marketing records into marketing plans

Allowing users to ask "What if" questions

Recording and storing such human resource records

Processing operations records into production schedules

Question # 13 of 20 (Start time: 08:26:04 PM) Total Marks: 1

Which of the following can be considered one of the factors of external opportunities and threats of an organization?

Select correct option:

Production/ operations

Research & development

Competitive trends

Management information system

Question # 14 of 20 (Start time: 08:26:17 PM) Total Marks: 1

All of the following are the types of Profitability ratios EXCEPT:

Select correct option:

Net profit margin

Inventory turnover

Return on total assets

Earnings per share

Question # 15 of 20 (Start time: 08:26:23 PM) Total Marks: 1

External assessment is performed in which of the strategic management phase?

Select correct option:

Strategy formulation stage

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Strategy implementation stage
Strategy evaluation stage
All of the given options

Question # 16 of 20 (Start time: 08:26:35 PM) Total Marks: 1

Strategist is an individual who is involved in the strategic management process, thus may be known as:

Select correct option:

Member board of director
President
Division manager
All of the given options

Question # 17 of 20 (Start time: 08:26:51 PM) Total Marks: 1

The XYZ Organization has a statement that describes the needs for which the organization was created to fill and answers the basic question of why the organization exists. XYZ is most likely to have any one of the following?

Select correct option:

Strategy
Vision statement
Mission statement
Functional tactics

Question # 18 of 20 (Start time: 08:27:04 PM) Total Marks: 1

Technological advancements can create which of the following advantage besides many other existing powerful advantages for the businesses?

Select correct option:

Economic
Competitive
Social
Environmental

Question # 19 of 20 (Start time: 08:27:12 PM) Total Marks: 1

Which of the following is not a strategy-implementation activity?

Select correct option:

Long term goals and objectives
Developing strategy supportive culture
Redirecting marketing efforts
Developing and utilizing information system

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Question # 20 of 20 (Start time: 08:27:28 PM) Total Marks: 1

Which type of trend can be exemplified by the increase in average level of education in a society?

Select correct option:

Social

Economic

Cultural

Technological

Question # 1 of 20 (Start time: 08:50:33 PM) Total Marks: 1

Which of the following can be considered one of the factors of external opportunities and threats of an organization?

Select correct option:

Production/ operations

Research & development

Competitive trends

Management information system

Question # 2 of 20 (Start time: 08:50:40 PM) Total Marks: 1

Backward integration is effective in all of the following situations EXCEPT:

Select correct option:

When an organization competes in an industry that is growing rapidly

When an organization needs to acquire a needed resource quickly

When the advantage of stable prices are not important

When present suppliers have high profit margins

Question # 3 of 20 (Start time: 08:51:54 PM) Total Marks: 1

Developing a vision and a mission statement is important because of the following reasons EXCEPT:

Select correct option:

They are useful for large firms only

They establish organizational culture

They are the basis for allocating resources

They translate objectives into work structure

Question # 4 of 20 (Start time: 08:52:09 PM) Total Marks: 1

The XYZ Organization has a statement that describes the needs for which the organization was created to fill and answers the basic question of why the organization

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exists. XYZ is most likely to have any one of the following?

Select correct option:

- Strategy
- Vision statement
- Mission statement**
- Functional tactics

Question # 5 of 20 (Start time: 08:52:17 PM) Total Marks: 1

Which one of the following is NOT a basic mission of a competitive intelligence program?

Select correct option:

- To provide a general understanding of an industry
- To provide a general understanding of a company's competitors
- To identify industry executives who could be hired by the firm**
- To identify potential moves a competitor might make that would endanger a firm

Question # 6 of 20 (Start time: 08:52:36 PM) Total Marks: 1

Which of the following can be the weakness of an organization?

Select correct option:

- Price war
- Poor location of business**
- Increased trade barriers
- Innovative substitute product

Question # 7 of 20 (Start time: 08:52:42 PM) Total Marks: 1

Strategic management is the art and science of formulating, implementing and evaluating cross-functional decisions which is usually done by all of the following EXCEPT:

Select correct option:

- Chairman of the company
- Board of directors
- Chief executive officer
- Marketing officer**

Question # 8 of 20 (Start time: 08:52:57 PM) Total Marks: 1

Which of the following is the first step in the controlling function of management?

Select correct option:

- Take corrective actions
- Restrict breaks employees take

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Evaluate expense reports

Establish performance standards

Question # 9 of 20 (Start time: 08:53:13 PM) Total Marks: 1

Which of the following is the greatest advantage of international operations?

Select correct option:

Reduced tariffs and taxes

Access to global business practices

Gaining new customers

Less-intense competition

Question # 10 of 20 (Start time: 08:53:19 PM) Total Marks: 1

Which of the following groups represents the stakeholders of a company?

Select correct option:

The owners of the company

The people who purchases the shares of the company

The people who have a special stake or claim on the company

Are the people who are in the management a company

Question # 11 of 20 (Start time: 08:54:43 PM) Total Marks: 1

For the past four years the ABC Corporation has been planning to expand its operations in order to reach out to the world market. Essentially, the ABC Corporation desires to do what?

Select correct option:

Become an online business

Become a brick-n-mortar business

Embrace globalization

Become a click-n-mortar business

Question # 12 of 20 (Start time: 08:55:06 PM) Total Marks: 1

Which of the following are the five forces that affect the level of competition in an industry?

Select correct option:

Threat of entrants; power of buyers; power of suppliers; threat of substitutes; competitive rivalry

Threat of buyers; power of entry; power of substitutes; threat of suppliers; threat of recession

Threat of recession; power of buyers; power of suppliers; threat of management failure; competitive rivalry

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Threat of entry; power of buyers; power of suppliers; threat of substitutes; government action

Question # 13 of 20 (Start time: 08:55:38 PM) Total Marks: 1

Reasons due to which some firms do “No Strategic Planning” incorporate all of the following EXCEPT:

Select correct option:

Wastage of time

Fire-fighting

Content with success

Privileged reward structures

Question # 14 of 20 (Start time: 08:55:55 PM) Total Marks: 1

The total weighted score of IFE matrix developed for XYZ corporation is 3.5. Which of the following statement is TRUE about XYZ Corporation in the light of IFE matrix total weighted score?

Select correct option:

Corporation has strong external position

Corporation has weak internal position

Corporation has strong internal position

Corporation has weak external position

Question # 15 of 20 (Start time: 08:56:56 PM) Total Marks: 1

What is the systematic gathering, recording, and analyzing of data about problems relating to the marketing of goods and services?

Select correct option:

Management

Planning

Marketing Research

Market segmentation

Question # 16 of 20 (Start time: 08:57:12 PM) Total Marks: 1

All of the following are included in the five functions of the management process EXCEPT:

Select correct option:

Planning

Organizing

Leading

Delegating

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Question # 17 of 20 (Start time: 08:57:36 PM) Total Marks: 1

Which of the following categories of ratios includes return on total assets and return on stockholders' equity as its types?

Select correct option:

Profitability

Leverage

Growth

Liquidity

Question # 18 of 20 (Start time: 08:58:37 PM) Total Marks: 1

Which of the following is NOT a characteristic of well-constructed goals?

Select correct option:

Address important issues

Easy to remember

Precise and measurable

Challenging but realistic

Question # 19 of 20 (Start time: 08:58:44 PM) Total Marks: 1

Which of the following is the highest possible weighted score for the organization in IFE matrix?

Select correct option:

1.0

1.5

2.5

4.0

Question # 20 of 20 (Start time: 08:59:04 PM) Total Marks: 1

All of these are pitfalls an organization should avoid in strategic planning EXCEPT:

Select correct option:

Using plans as a standard for measuring performance.

Using strategic planning to gain control over decisions and resources

Failing to involve key employees in all phases of planning

Being so formal in planning that flexibility and creativity are stifled

Question # 1 of 20 (Start time: 09:20:32 PM) Total Marks: 1

Which of the following is the greatest advantage of international operations?

Select correct option:

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Reduced tariffs and taxes
Access to global business practices
Gaining new customers
Less-intense competition

Question # 2 of 20 (Start time: 09:20:42 PM) Total Marks: 1
Non-financial benefits of strategic management includes all of the following EXCEPT:
Select correct option:

Better awareness of external threats
Enhanced awareness of threats
Reduced resistance to change
Increase in sales

Question # 3 of 20 (Start time: 09:20:48 PM) Total Marks: 1
Which one variable falls under the category of the Social, Cultural, Demographic, and Environmental Variable?
Select correct option:

Propensity of people to spend
Buying habits
Level of disposable income
Income differences by region

Question # 4 of 20 (Start time: 09:21:06 PM) Total Marks: 1
All of these are pitfalls an organization should avoid in strategic planning EXCEPT:
Select correct option:

Using plans as a standard for measuring performance.
Using strategic planning to gain control over decisions and resources
Failing to involve key employees in all phases of planning
Being so formal in planning that flexibility and creativity are stifled

Question # 5 of 20 (Start time: 09:21:13 PM) Total Marks: 1
What are historical narratives describing the unique accomplishments of a group and its leaders, usually in heroic terms?
Select correct option:

Rites
Sagas
Stories
Myths

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Question # 6 of 20 (Start time: 09:22:26 PM) Total Marks: 1

Which of the following directs at developing new products before competitors do at improving product quality or at improving manufacturing processes to reduce costs?
Select correct option:

- Marketing
- Opportunity analysis
- Research and development**
- Management

Question # 7 of 20 (Start time: 09:22:47 PM) Total Marks: 1

What is the systematic gathering, recording, and analyzing of data about problems relating to the marketing of goods and services?
Select correct option:

- Management
- Planning
- Marketing Research**
- Market segmentation

Question # 8 of 20 (Start time: 09:22:57 PM) Total Marks: 1

All of the following are the types of Profitability ratios EXCEPT:
Select correct option:

- Net profit margin
- Inventory turnover**
- Return on total assets
- Earnings per share

Question # 9 of 20 (Start time: 09:23:08 PM) Total Marks: 1

Lack of access to key distribution channel indicates which of the following?
Select correct option:

- Strength
- Weakness**
- Opportunity
- Threat

Question # 10 of 20 (Start time: 09:23:15 PM) Total Marks: 1

All of the following are included in the five functions of the management process EXCEPT:
Select correct option:

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Planning
Organizing
Leading
Delegating

Question # 11 of 20 (Start time: 09:23:29 PM) Total Marks: 1
All of the following are the outputs of a system EXCEPT:
Select correct option:

Tables
Charts
Data
Graphs

Question # 12 of 20 (Start time: 09:23:47 PM) Total Marks: 1
Which of the following refers to the belief related to objectives setting that "the future is laden with great uncertainty and that if we try and do not succeed, then we hope our second (or third) attempt will succeed"?
Select correct option:

Managing by hope
Managing by extrapolation
Managing by crisis
Managing by subjectives

Question # 13 of 20 (Start time: 09:23:54 PM) Total Marks: 1
Din Mohammad, a farmer sells his crops at the local market rather than to a distribution center. This action of Din Mohammad comes under which of the following?
Select correct option:

Backward integration
Product development
Forward integration
Horizontal integration

Question # 14 of 20 (Start time: 09:24:39 PM) Total Marks: 1
Which of the following best describes this statement; "a Systematic and ethical process for gathering and analyzing information about the competition's activities and general business trends to further a business' own goals"?
Select correct option:

External assessment
Industry analysis

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Competitive intelligence program

Business ethics

Question # 15 of 20 (Start time: 09:25:01 PM) Total Marks: 1

Which of the following are the five forces that affect the level of competition in an industry?

Select correct option:

Threat of entrants; power of buyers; power of suppliers; threat of substitutes; competitive rivalry

Threat of buyers; power of entry; power of substitutes; threat of suppliers; threat of recession

Threat of recession; power of buyers; power of suppliers; threat of management failure; competitive rivalry

Threat of entry; power of buyers; power of suppliers; threat of substitutes; government action

Question # 16 of 20 (Start time: 09:25:07 PM) Total Marks: 1

Which of the following refers to a functional support role of an information system?

Select correct option:

What if...?" questions

What is the capacity of plant?

What do we do?

What if tax rate increases by 10%?

\

Question # 17 of 20 (Start time: 09:25:21 PM) Total Marks: 1

Which of the following is the decision support role of management information system?

Select correct option:

Processing marketing records into marketing plans

Allowing users to ask "What if" questions

Recording and storing such human resource records

Processing operations records into production schedules

Question # 18 of 20 (Start time: 09:25:36 PM) Total Marks: 1

During which stage of strategic management, firm's specific internal strengths and weaknesses are determined?

Select correct option:

Formulation

Implementation

Evaluation

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Feedback

Question # 19 of 20 (Start time: 09:25:51 PM) Total Marks: 1

The purpose of an external audit is to prepare a list of which of the following?
Select correct option:

- Opportunities and weaknesses
- Threats and strengths
- Opportunities and threats**
- Strengths and weaknesses

Question # 20 of 20 (Start time: 09:26:15 PM) Total Marks: 1

Selling includes all of the following marketing activities EXCEPT:
Select correct option:

- Advertising
- Pricing**
- Sales promotion
- Customer relations

Question # 1 of 20 (Start time: 09:39:45 PM) Total Marks: 1

Which of the following is NOT included in the strategic management model?
Select correct option:

- Measure and evaluate performance.
- Perform internal research to identify customers.**
- Establish long-term objectives.
- Develop mission and vision statements.

Question # 2 of 20 (Start time: 09:40:02 PM) Total Marks: 1

Which of the following are the factors that concern the nature and direction of the economy in which a firm operates?
Select correct option:

- Technological
- Ecological
- Social
- Economic**

Question # 3 of 20 (Start time: 09:40:09 PM) Total Marks: 1

All of the following are the basic functions of marketing EXCEPT:
Select correct option:

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Selling products/services
Product and service planning
Marketing research
Arranging for finance

Question # 4 of 20 (Start time: 09:40:17 PM) Total Marks: 1

Which one variable falls under the category of the Social, Cultural, Demographic, and Environmental Variable?

Select correct option:

Propensity of people to spend
Buying habits
Level of disposable income
Income differences by region

Question # 5 of 20 (Start time: 09:40:24 PM) Total Marks: 1

Which of the following are the five forces that affect the level of competition in an industry?

Select correct option:

Threat of entrants; power of buyers; power of suppliers; threat of substitutes; competitive rivalry

Threat of buyers; power of entry; power of substitutes; threat of suppliers; threat of recession

Threat of recession; power of buyers; power of suppliers; threat of management failure; competitive rivalry

Threat of entry; power of buyers; power of suppliers; threat of substitutes; government action

Question # 6 of 20 (Start time: 09:40:31 PM) Total Marks: 1

Which of the following refers to a functional support role of an information system?

Select correct option:

What if...?" questions
What is the capacity of plant?
What do we do?
What if tax rate increases by 10%?

Question # 7 of 20 (Start time: 09:40:37 PM) Total Marks: 1

The general conditions for competition that influence business firms, which provide similar products and services is known:

Select correct option:

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Remote environment
International environment
External environment
Industry environment

Question # 8 of 20 (Start time: 09:42:03 PM) Total Marks: 1

Which of the following is the process of influencing people to accomplish specific objectives?

Select correct option:

Staffing
Motivating
Controlling
Organizing

Question # 9 of 20 (Start time: 09:42:24 PM) Total Marks: 1

Which management function includes breaking tasks into jobs, combining jobs to form departments and delegating authority?

Select correct option:

Motivating
Staffing
Organizing
Planning

Question # 10 of 20 (Start time: 09:42:54 PM) Total Marks: 1

For the past four years the ABC Corporation has been planning to expand its operations in order to reach out to the world market. Essentially, the ABC Corporation desires to do what?

Select correct option:

Become an online business
Become a brick-n-mortar business
Embrace globalization
Become a click-n-mortar business

Question # 11 of 20 (Start time: 09:43:00 PM) Total Marks: 1

Which of the following is the benefit of strategic management?

Select correct option:

Fewer complexes
More complex
Less static

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More profitable

Question # 12 of 20 (Start time: 09:43:06 PM) Total Marks: 1

Assessment of competitive rivalry does NOT include an understanding of which of the following?

Select correct option:

- Mergers and acquisition in industry
- Market growth rates
- Exit barriers and operational efficiency of competitor
- The management structure of an organization**

Question # 13 of 20 (Start time: 09:44:28 PM) Total Marks: 1

Integration strategies allow a firm to gain control over all of the following EXCEPT:

Select correct option:

- Distributors
- Investors**
- Suppliers
- Competitors

Question # 14 of 20 (Start time: 09:44:46 PM) Total Marks: 1

Opportunity analysis is one of the basic functions of which one of the following?

Select correct option:

- Computer information systems
- Marketing**
- Production/operations
- Research and development

Question # 15 of 20 (Start time: 09:45:01 PM) Total Marks: 1

Which of the following groups represents the stakeholders of a company?

Select correct option:

- The owners of the company
- The people who purchases the shares of the company
- The people who have a special stake or claim on the company**
- Are the people who are in the management a company

Question # 16 of 20 (Start time: 09:45:10 PM) Total Marks: 1

According to Freund, Which one of the following should NOT be the characteristics of key external factors?

Select correct option:

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Measurable

Relatively few in number

Applicable to all competing firms

Important to achieve long-term objectives

Question # 17 of 20 (Start time: 09:45:36 PM) Total Marks: 1

Buyers can exercise high bargaining power over their suppliers under which one of the following conditions?

Select correct option:

When there are many good substitutes of raw material

There are few buyers in the market

They have few suppliers to choose from

There is a high concentration of suppliers

Question # 18 of 20 (Start time: 09:45:44 PM) Total Marks: 1

The purpose of an external audit is to prepare a list of which of the following?

Select correct option:

Opportunities and weaknesses

Threats and strengths

Opportunities and threats

Strengths and weaknesses

Question # 19 of 20 (Start time: 09:45:56 PM) Total Marks: 1

The XYZ Organization has a statement that describes the needs for which the organization was created to fill and answers the basic question of why the organization exists. XYZ is most likely to have any one of the following?

Select correct option:

Strategy

Vision statement

Mission statement

Functional tactics

Question # 20 of 20 (Start time: 09:46:02 PM) Total Marks: 1

Which category of ratios measures “how effectively a firm can maintain its economic position in the growth of the economy and industry”?

Select correct option:

Liquidity

Leverage

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Activity

Growth

Question # 16 of 20 (Start time: 11:34:05 PM) Total Marks: 1

Which of the following is a standardized, detailed set of techniques and behaviors that manage anxieties, but seldom produce intended, technical consequences of practical results?

Select correct option:

Folktales

Rites

Rituals

Values

Question # 20 of 20 (Start time: 11:35:04 PM) Total Marks: 1

As managers move up the organization, they perform which of the management function more?

Select correct option:

Leading

Controlling

Organizing

Planning

Question # 1 of 20 (Start time: 11:42:03 PM) Total Marks: 1

Which of the following refers to the belief related to objectives setting that "there is no general plan for which way to go and what to do"?

Select correct option:

Managing by crisis

Managing by extrapolation

Managing by hope

Managing by subjectives

Question # 2 of 20 (Start time: 11:42:44 PM) Total Marks: 1

In Competitive Profile Matrix, the rating 4 indicates what?

Select correct option:

Major weakness

Major strength

Minor strength

Minor weakness

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Question # 3 of 20 (Start time: 11:43:00 PM) Total Marks: 1

Which of the following refers to determining the best capital structure for the company?
Select correct option:

- Restructuring decisions
- Financing decisions**
- Strategic decision
- Investment decision

Question # 4 of 20 (Start time: 11:43:07 PM) Total Marks: 1

Which one of the following is NOT a basic mission of a competitive intelligence program?

Select correct option:

- To provide a general understanding of an industry
- To provide a general understanding of a company's competitors
- To identify industry executives who could be hired by the firm**
- To identify potential moves a competitor might make that would endanger a firm

Question # 5 of 20 (Start time: 11:43:13 PM) Total Marks: 1

Which of these basic questions a vision statement answers?
Select correct option:

- What is our business?
- Who are our employees?
- What do we want to become?**
- Who are our competitors?

Question # 6 of 20 (Start time: 11:43:20 PM) Total Marks: 1

Which of the following period strategic management was considered to be cure for all problems?

Select correct option:

- Mid 1950s to mid 1960s
- Mid 1960s to mid 1970s**
- Mid 1970s to mid 1980s
- Mid 1980s to mid 1990s

Question # 7 of 20 (Start time: 11:43:26 PM) Total Marks: 1

Rehman industries is analyzing the technological forces for the firm which may provide it opportunities and threats for which of the following stage/s of strategic management process?

Select correct option:

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Strategy formulation

- Strategy implementation
- Strategy evaluation
- All of the given options

Question # 8 of 20 (Start time: 11:43:39 PM) Total Marks: 1

Which of the following statements is NOT correct about a mission statement?
Select correct option:

It contains the definition of the company's business

It is called the picture of a company's future.

It is a statement containing the company's major goals

It is known as statement of the corporate philosophy

Question # 9 of 20 (Start time: 11:43:46 PM) Total Marks: 1

The general conditions for competition that influence business firms, which provide similar products and services is known:

Select correct option:

Remote environment

International environment

External environment

Industry environment

Question # 10 of 20 (Start time: 11:43:54 PM) Total Marks: 1

Assigning rating 3 to an internal factor in IFE matrix indicates what?
Select correct option:

Major weakness

Minor weakness

Minor strength

Major strength

Question # 11 of 20 (Start time: 11:45:03 PM) Total Marks: 1

The process of monitoring performance, comparing it with goals, and correcting any significant deviations is known as:

Select correct option:

Planning

Organizing

Leading

Controlling

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Question # 12 of 20 (Start time: 11:46:21 PM) Total Marks: 1

Which of the following categories of ratios includes return on total assets and return on stockholders' equity as its types?

Select correct option:

Profitability

Leverage

Growth

Liquidity

Question # 13 of 20 (Start time: 11:46:28 PM) Total Marks: 1

Buyers can exercise high bargaining power over their suppliers under which one of the following conditions?

Select correct option:

When there are many good substitutes of raw material

There are few buyers in the market

They have few suppliers to choose from

There is a high concentration of suppliers

Question # 14 of 20 (Start time: 11:46:36 PM) Total Marks: 1

Financial benefits of strategic management includes all of the following EXCEPT:

Select correct option:

Progression in profitability

Improvement in employee productivity

Expansion in the sales of business

Enhancement in productivity

Question # 15 of 20 (Start time: 11:46:42 PM) Total Marks: 1

Which of the following is not a pitfall an organization should avoid in strategic planning?

Select correct option:

Failing to involve key employees in all phases of planning

Involving all managers rather than delegating planning to a planner

Top managers not actively supporting the strategic planning process

Doing strategic planning only to satisfy accreditation or regulatory requirements

Question # 16 of 20 (Start time: 11:46:57 PM) Total Marks: 1

All of the following are the basic functions of marketing EXCEPT:

Select correct option:

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Selling products/services
Product and service planning
Marketing research
Arranging for finance

Question # 17 of 20 (Start time: 11:47:03 PM) Total Marks: 1
HTML stands for which of the following?
Select correct option:

Hybrid text markup language
Hypertext Markup Language
Hyper text manufacture language
Highly technical markup language

Question # 18 of 20 (Start time: 11:47:10 PM) Total Marks: 1
Which type of trend can be exemplified by the increase in average level of education in a society?
Select correct option:

Social
Economic
Cultural
Technological

Question # 19 of 20 (Start time: 11:47:23 PM) Total Marks: 1
Departmentalization can be done on the basis of many factors EXCEPT:
Select correct option:

Functions
Number of employees
Strategic business units
Divisions

Question # 20 of 20 (Start time: 11:47:54 PM) Total Marks: 1
When an industry relies heavily on government contracts, which of the following is important for the firm to foresee as a part of its external audit?
Select correct option:

Economic forces
Political forces
Technological forces
Competitive forces

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Question # 1 of 20 (Start time: 01:15:05 AM) Total Marks: 1

Which of the following term represents the enduring statement of purpose that distinguish one business from other similar firms?

Select correct option:

- Vision
- Strategy
- Mission**
- Tactics

Question # 2 of 20 (Start time: 01:15:23 AM) Total Marks: 1

Selling includes all of the following marketing activities EXCEPT:

Select correct option:

- Advertising
- Pricing**
- Sales promotion
- Customer relations

Question # 3 of 20 (Start time: 01:15:29 AM) Total Marks: 1

Which of the following is the best example for achieving long-term objectives?

Select correct option:

- Strengths
- Strategies**
- Policies
- Opportunities

Question # 4 of 20 (Start time: 01:15:36 AM) Total Marks: 1

Which of the following step in the strategic development process involves mobilizing employees and managers to put strategies into action?

Select correct option:

- Formulating strategy
- Strategy evaluation
- Implementing strategy**
- Strategy planning

Question # 5 of 20 (Start time: 01:15:52 AM) Total Marks: 1

Backward integration is effective in all of the following situations EXCEPT:

Select correct option:

When an organization competes in an industry that is growing rapidly

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When an organization needs to acquire a needed resource quickly

When the advantage of stable prices are not important

When present suppliers have high profit margins

Question # 6 of 20 (Start time: 01:16:01 AM) Total Marks: 1

What is the first step in the comprehensive strategic-management model?

Select correct option:

Performing external audits

Developing vision and mission statements

Performing internal audits

Measuring and evaluating performance

Question # 7 of 20 (Start time: 01:16:08 AM) Total Marks: 1

Strategist is an individual who is involved in the strategic management process, thus may be known as:

Select correct option:

Member board of director

President

Division manager

All of the given options

Question # 8 of 20 (Start time: 01:16:16 AM) Total Marks: 1

All of the following are functional support roles of Management Information System EXCEPT:

Select correct option:

Recording and storing accounting records

Recording and storing inventory data

Recording and storing business intelligence data

The enhanced ability to explore "what if"

Question # 9 of 20 (Start time: 01:16:28 AM) Total Marks: 1

Principles of conduct that guide decision-making are known as:

Select correct option:

Human rights

Business ethics

The constitution

Social responsibility

Question # 10 of 20 (Start time: 01:16:35 AM) Total Marks: 1

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According to Freund, Which one of the following should NOT be the characteristics of key external factors?

Select correct option:

Measurable

Relatively few in number

Applicable to all competing firms

Important to achieve long-term objectives

Question # 11 of 20 (Start time: 01:16:41 AM) Total Marks: 1

Identify the stages of strategic management process in a precise sequence.

Select correct option:

Strategy evaluation, strategy formulation & strategy implementation

Strategy evaluation, strategy implementation & strategy formulation

Strategy formulation, strategy implementation & strategy evaluation

Strategy implementation, strategy evaluation & strategy formulation

Question # 12 of 20 (Start time: 01:16:47 AM) Total Marks: 1

Which category of ratios measures “how effectively a firm can maintain its economic position in the growth of the economy and industry”?

Select correct option:

Liquidity

Leverage

Activity

Growth

Question # 13 of 20 (Start time: 01:16:54 AM) Total Marks: 1

Establishing and implementing ways of making things work is known as:

Select correct option:

Planning

Organizing

Leading

Controlling

Question # 14 of 20 (Start time: 01:17:23 AM) Total Marks: 1

Which one of the following area can be the weakness of a firm?

Select correct option:

Changing lifestyle

High oil prices

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Ineffective Marketing

Increasing pollution

Question # 15 of 20 (Start time: 01:17:29 AM) Total Marks: 1
All of the following are the types of Profitability ratios EXCEPT:
Select correct option:

Net profit margin

Inventory turnover

Return on total assets

Earnings per share

Question # 16 of 20 (Start time: 01:17:36 AM) Total Marks: 1
Which of the following can be best described as short-term in nature?
Select correct option:

Mission statements

Annual objectives

Strategies

Vision statement

Question # 17 of 20 (Start time: 01:17:44 AM) Total Marks: 1
The analysis of industry's major competitors' strengths may give an insight of which one of these?
Select correct option:

Key threats for the firm

Key opportunities for the firm

Both opportunities and strengths for the firm

None of the given options

Question # 18 of 20 (Start time: 01:17:50 AM) Total Marks: 1
Different types of consumers are created due to new trends, which in turn require which type of products?
Select correct option:

Different products

Different services

Different strategies

All of the given options

Question # 19 of 20 (Start time: 01:17:57 AM) Total Marks: 1
Which one of the following is NOT a key external force?

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Select correct option:

- Social responsibility
- Ozone reduction
- Company management**
- Energy conservation

Question # 20 of 20 (Start time: 01:18:17 AM) Total Marks: 1

Following are the examples of the sectors that are more technologically oriented EXCEPT:

Select correct option:

- Textile
- Pharmaceutical
- Telecommunications
- Beverages**

Question # 1 of 20 (Start time: 03:35:52 PM) Total Marks: 1

Which of the following refers to a functional support role of an information system?

Select correct option:

- What if...?" questions
- What is the capacity of plant?**
- What do we do?
- What if tax rate increases by 10%?

Question # 2 of 20 (Start time: 03:36:13 PM) Total Marks: 1

Which of the following statements is NOT correct about a mission statement?

Select correct option:

- It contains the definition of the company's business
- It is called the picture of a company's future.**
- It is a statement containing the company's major goals
- It is known as statement of the corporate philosophy

Question # 3 of 20 (Start time: 03:36:21 PM) Total Marks: 1

Which of the following can reveal the demographic characteristics of an organization's customers?

Select correct option:

- Customer profiling**
- Test marketing
- Market development

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The vision statement

Question # 4 of 20 (Start time: 03:36:38 PM) Total Marks: 1

Establishing and implementing ways of making things work is known as:
Select correct option:

- Planning
- Organizing**
- Leading
- Controlling

Question # 5 of 20 (Start time: 03:36:54 PM) Total Marks: 1

Identify the stages of strategic management process in a precise sequence.
Select correct option:

- Strategy evaluation, strategy formulation & strategy implementation
- Strategy evaluation, strategy implementation & strategy formulation
- Strategy formulation, strategy implementation & strategy evaluation**
- Strategy implementation, strategy evaluation & strategy formulation

Question # 6 of 20 (Start time: 03:37:01 PM) Total Marks: 1

“A desired future state that the organization attempts to realize”. Identify the term relevant to the given statement.
Select correct option:

- Goal**
- Strategy
- Policy
- Procedure

Question # 7 of 20 (Start time: 03:37:33 PM) Total Marks: 1

Long-term objectives are needed at which level(s) of the organization?
Select correct option:

- Corporate level
- Divisional level
- Functional level
- All of the given options**

Question # 8 of 20 (Start time: 03:38:27 PM) Total Marks: 1

The analysis of industry's major competitors' strengths may give an insight of which one of these?
Select correct option:

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Key threats for the firm

- Key opportunities for the firm
- Both opportunities and strengths for the firm
- None of the given options

Question # 9 of 20 (Start time: 03:38:55 PM) Total Marks: 1

Internal analysis involves gathering and analyzing the information about all areas of a firm EXPECT:

Select correct option:

- Research nad development
- Management information system
- Marketing
- Competitors**

Question # 10 of 20 (Start time: 03:40:23 PM) Total Marks: 1

Which of the follwoing are the guidelines of decision making?

Select correct option:

- Laws
- Rules
- Policies**
- Goals

Question # 11 of 20 (Start time: 03:40:39 PM) Total Marks: 1

Which of the following groups represents the stakeholders of a company?

Select correct option:

- The owners of the company
- The people who purchases the shares of the company
- The people who have a special stake or claim on the company**
- Are the people who are in the management a company

Question # 12 of 20 (Start time: 03:40:49 PM) Total Marks: 1

Which one of the following dimensions is NOT a recommended component of a mission statement?

Select correct option:

- Self-concept
- Markets
- Strategies**
- Customers

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Question # 13 of 20 (Start time: 03:41:04 PM) Total Marks: 1

Which of the following are developed in strategy implementation phase of strategic management?

Select correct option:

Vision and mission

Annual objectives

Strengths and weaknesses

Opportunities and threats

Question # 14 of 20 (Start time: 03:41:19 PM) Total Marks: 1

Political variables have a significant effect on which one of the following?

Select correct option:

Formulation and implementation of strategy

Formulation and Evaluation of a strategy

Implementation and evaluation of a strategy

Formulation, implementation and evaluation of a strategy

Question # 15 of 20 (Start time: 03:41:32 PM) Total Marks: 1

Integration strategies are sometimes collectively referred to as which of these strategies?

Select correct option:

Horizontal integration

Forward integration

Hierarchical integration

Vertical integration

Question # 16 of 20 (Start time: 03:41:48 PM) Total Marks: 1

Which of the following best describes this statement; “a Systematic and ethical process for gathering and analyzing information about the competition’s activities and general business trends to further a business’ own goals”?

Select correct option:

External assessment

Industry analysis

Competitive intelligence program

Business ethics

Question # 17 of 20 (Start time: 03:41:57 PM) Total Marks: 1

Which of the following arise when a company can take advantage of conditions in its environment to formulate and implement strategies that enable it to become more

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profitable?

Select correct option:

Strengths

Opportunities

Weaknesses

Threats

Question # 18 of 20 (Start time: 03:42:53 PM) Total Marks: 1

The mission statement answers which of the following question?

Select correct option:

What is our business?

How can we improve ourselves?

What do we want to become?

Who are our stakeholders?

Question # 19 of 20 (Start time: 03:43:02 PM) Total Marks: 1

Which of the following refers to the belief related to objectives setting that "there is no general plan for which way to go and what to do"?

Select correct option:

Managing by crisis

Managing by extrapolation

Managing by hope

Managing by subjectives

Question # 20 of 20 (Start time: 03:43:17 PM) Total Marks: 1

Which of these basic questions a vision statement answers?

Select correct option:

What is our business?

Who are our employees?

What do we want to become?

Who are our competitors?

Question # 1 of 20 (Start time: 03:52:14 PM) Total Marks: 1

Strategic management integrates all of the following areas EXCEPT:

Select correct option:

Management

Marketing

Research and development

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Human resource management

Question # 2 of 20 (Start time: 03:52:32 PM) Total Marks: 1

Developing a vision and a mission statement is important because of the following reasons EXCEPT:

Select correct option:

They are useful for large firms only

They establish organizational culture

They are the basis for allocating resources

They translate objectives into work structure

Question # 3 of 20 (Start time: 03:52:39 PM) Total Marks: 1

Backward integration is effective in all of the following situations EXCEPT:

Select correct option:

When an organization competes in an industry that is growing rapidly

When an organization needs to acquire a needed resource quickly

When the advantage of stable prices are not important

When present suppliers have high profit margins

Question # 4 of 20 (Start time: 03:52:45 PM) Total Marks: 1

Technological advancements can create which of the following advantage besides many other existing powerful advantages for the businesses?

Select correct option:

Economic

Competitive

Social

Environmental

Question # 5 of 20 (Start time: 03:52:51 PM) Total Marks: 1

Which of the following can be best described as short-term in nature?

Select correct option:

Mission statements

Annual objectives

Strategies

Vision statement

Question # 6 of 20 (Start time: 03:53:22 PM) Total Marks: 1

Which of the following directs at developing new products before competitors do at improving product quality or at improving manufacturing processes to reduce costs?

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Select correct option:

Marketing
Opportunity analysis
Research and development
Management

Question # 7 of 20 (Start time: 03:53:42 PM) Total Marks: 1

Corporate social policy should be designed and articulated during which phase of strategic management?

Select correct option:

Implementation
Formulation
Evaluation
Management

Question # 8 of 20 (Start time: 03:53:57 PM) Total Marks: 1

Following are the examples of the sectors that are more technologically oriented EXCEPT:

Select correct option:

Textile
Pharmaceutical
Telecommunications
Beverages

Question # 9 of 20 (Start time: 03:54:05 PM) Total Marks: 1

Which of the following is the benefit of strategic management?

Select correct option:

Fewer complexes
More complex
Less static
More profitable

Question # 10 of 20 (Start time: 03:54:12 PM) Total Marks: 1

Rehman industries is analyzing the technological forces for the firm which may provide it opportunities and threats for which of the following stage/s of strategic management process?

Select correct option:

Strategy formulation

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Strategy implementation
Strategy evaluation
All of the given options

Question # 11 of 20 (Start time: 03:54:25 PM) Total Marks: 1

“A desired future state that the organization attempts to realize”. Identify the term relevant to the given statement.

Select correct option:

Goal

Strategy
Policy
Procedure

Question # 12 of 20 (Start time: 03:54:31 PM) Total Marks: 1

Which of the following refers to the belief related to objectives setting that "the future is laden with great uncertainty and that if we try and do not succeed, then we hope our second (or third) attempt will succeed"?

Select correct option:

Managing by hope

Managing by extrapolation
Managing by crisis
Managing by subjectives

Question # 13 of 20 (Start time: 03:55:02 PM) Total Marks: 1

Which of the following is not a pitfall an organization should avoid in strategic planning?

Select correct option:

Failing to involve key employees in all phases of planning

Involving all managers rather than delegating planning to a planner

Top managers not actively supporting the strategic planning process

Doing strategic planning only to satisfy accreditation or regulatory requirements

Question # 14 of 20 (Start time: 03:55:18 PM) Total Marks: 1

Reasons due to which some firms do “No Strategic Planning” incorporate all of the following EXCEPT:

Select correct option:

Wastage of time

Fire-fighting

Content with success

Privileged reward structures

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Question # 15 of 20 (Start time: 03:55:32 PM) Total Marks: 1

Which of the following ties all business functions together and provides the basis for all managerial decisions?

Select correct option:

- Marketing
- Information**
- Technology
- Workforce

Question # 16 of 20 (Start time: 03:55:49 PM) Total Marks: 1

Which of the following categories of ratios includes return on total assets and return on stockholders' equity as its types?

Select correct option:

- Profitability**
- Leverage
- Growth
- Liquidity

Question # 17 of 20 (Start time: 03:55:55 PM) Total Marks: 1

Non-financial benefits of strategic management includes all of the following EXCEPT:

Select correct option:

- Better awareness of external threats
- Enhanced awareness of threats
- Reduced resistance to change
- Increase in sales**

Question # 18 of 20 (Start time: 03:56:02 PM) Total Marks: 1

Financial benefits of strategic management includes all of the following EXCEPT:

Select correct option:

- Progression in profitability
- Improvement in employee productivity**
- Expansion in the sales of business
- Enhancement in productivity

Question # 19 of 20 (Start time: 03:56:09 PM) Total Marks: 1

“A Good mission statement identifies the utility of a firm's products to its customers”; which of the following represents this statement?

Select correct option:

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Organization's philosophy

Customer orientation

Social policy

Declaration of attitude

Question # 20 of 20 (Start time: 03:56:26 PM) Total Marks: 1

Which of the following is NOT a characteristic of well-constructed goals?

Select correct option:

Address important issues

Easy to remember

Precise and measurable

Challenging but realistic

Question # 1 of 20 (Start time: 04:05:01 PM) Total Marks: 1

The purpose of an external audit is to prepare a list of which of the following?

Select correct option:

Opportunities and weaknesses

Threats and strengths

Opportunities and threats

Strengths and weaknesses

Question # 2 of 20 (Start time: 04:05:17 PM) Total Marks: 1

Integration strategies are sometimes collectively referred to as which of these strategies?

Select correct option:

Horizontal integration

Forward integration

Hierarchical integration

Vertical integration

Question # 3 of 20 (Start time: 04:06:01 PM) Total Marks: 1

Which of the following is NOT a component of external environment analysis?

Select correct option:

Customer satisfaction feedback

Global impacts

Legal issues within the industry

Competitive position of rival companies

Question # 4 of 20 (Start time: 04:06:09 PM) Total Marks: 1

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As managers move up the organization, they perform which of the management function more?

Select correct option:

- Leading
- Controlling
- Organizing
- Planning**

Question # 5 of 20 (Start time: 04:06:28 PM) Total Marks: 1

Which one of the following is NOT a basic mission of a competitive intelligence program?

Select correct option:

- To provide a general understanding of an industry
- To provide a general understanding of a company's competitors
- To identify industry executives who could be hired by the firm**
- To identify potential moves a competitor might make that would endanger a firm

Question # 6 of 20 (Start time: 04:06:34 PM) Total Marks: 1

HTML stands for which of the following?

Select correct option:

- Hybrid text markup language
- Hypertext Markup Language**
- Hyper text manufacture language
- Highly technical markup language

Question # 7 of 20 (Start time: 04:06:59 PM) Total Marks: 1

Which of the following statements is NOT correct about a mission statement?

Select correct option:

- It contains the definition of the company's business
- It is called the picture of a company's future.**
- It is a statement containing the company's major goals
- It is known as statement of the corporate philosophy

Question # 8 of 20 (Start time: 04:07:05 PM) Total Marks: 1

The process of monitoring performance, comparing it with goals, and correcting any significant deviations is known as:

Select correct option:

- Planning

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Organizing
Leading
Controlling

Question # 9 of 20 (Start time: 04:07:21 PM) Total Marks: 1

Following are the examples of the sectors that are more technologically oriented EXCEPT:

Select correct option:

Textile
Pharmaceutical
Telecommunications
Beverages

Question # 10 of 20 (Start time: 04:07:27 PM) Total Marks: 1

External forces directly affects all of the following EXCEPT:

Select correct option:

Market segmentation strategies
Types of products/services offered
Management structure of organization
Choice of businesses to acquire or sell

Question # 11 of 20 (Start time: 04:07:53 PM) Total Marks: 1

All of these are pitfalls an organization should avoid in strategic planning EXCEPT:

Select correct option:

Using plans as a standard for measuring performance.
Using strategic planning to gain control over decisions and resources
Failing to involve key employees in all phases of planning
Being so formal in planning that flexibility and creativity are stifled

Question # 12 of 20 (Start time: 04:08:01 PM) Total Marks: 1

Which one of the following dimensions is NOT a recommended component of a mission statement?

Select correct option:

Self-concept
Markets
Strategies
Customers

Question # 13 of 20 (Start time: 04:08:08 PM) Total Marks: 1

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A system of several rites connected with a single occasion or event is known as:
Select correct option:

- Myth
- Ceremonial**
- Saga
- Legend

Question # 14 of 20 (Start time: 04:08:15 PM) Total Marks: 1
The total weighted score of IFE matrix developed for XYZ corporation is 3.5. Which of the following statement is TRUE about XYZ Corporation in the light of IFE matrix total weighted score?
Select correct option:

- Corporation has strong external position
- Corporation has weak internal position
- Corporation has strong internal position**
- Corporation has weak external position

Question # 15 of 20 (Start time: 04:08:33 PM) Total Marks: 1
Which of the following is not a pitfall an organization should avoid in strategic planning?
Select correct option:

- Failing to involve key employees in all phases of planning
- Involving all managers rather than delegating planning to a planner**
- Top managers not actively supporting the strategic planning process
- Doing strategic planning only to satisfy accreditation or regulatory requirements

Question # 16 of 20 (Start time: 04:08:40 PM) Total Marks: 1
In the process of developing a mission statement, which of the following is CORRECT?
Select correct option:

- To involve as few managers as possible
- To involve as many managers as possible**
- To involve upper-level management only
- To involve the board of directors only

Question # 17 of 20 (Start time: 04:08:47 PM) Total Marks: 1
For the past four years the ABC Corporation has been planning to expand its operations in order to reach out to the world market. Essentially, the ABC Corporation desires to do what?
Select correct option:

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Become an online business
Become a brick-n-mortar business
Embrace globalization
Become a click-n-mortar business

Question # 18 of 20 (Start time: 04:08:53 PM) Total Marks: 1
Political variables have a significant effect on which one of the following?
Select correct option:

Formulation and implementation of strategy
Formulation and Evaluation of a strategy
Implementation and evaluation of a strategy
Formulation, implementation and evaluation of a strategy

Question # 19 of 20 (Start time: 04:09:04 PM) Total Marks: 1
Assigning a rate=2 in IFE matrix indicates what?
Select correct option:

A major weakness
A minor weakness
A minor strength
A major strength

Question # 20 of 20 (Start time: 04:09:24 PM) Total Marks: 1
Which marketing function includes test marketing?
Select correct option:

Selling products/services
Customer analysis
Product/service planning
Distributing

Question # 1 of 20 (Start time: 05:02:46 PM) Total Marks: 1
Which of the following can be considered one of the factors of external opportunities and threats of an organization?
Select correct option:

Production/ operations
Research & development
Competitive trends
Management information system

Question # 2 of 20 (Start time: 05:03:36 PM) Total Marks: 1

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Which of the following arise when a company can take advantage of conditions in its environment to formulate and implement strategies that enable it to become more profitable?

Select correct option:

- Strengths
- Opportunities**
- Weaknesses
- Threats

Question # 3 of 20 (Start time: 05:04:16 PM) Total Marks: 1

Rehman industries is analyzing the technological forces for the firm which may provide it opportunities and threats for which of the following stage/s of strategic management process?

Select correct option:

- Strategy formulation**
- Strategy implementation
- Strategy evaluation
- All of the given options

Question # 4 of 20 (Start time: 05:04:32 PM) Total Marks: 1

The XYZ Organization has a statement that describes the needs for which the organization was created to fill and answers the basic question of why the organization exists. XYZ is most likely to have any one of the following?

Select correct option:

- Strategy
- Vision statement
- Mission statement**
- Functional tactics

Question # 5 of 20 (Start time: 05:04:39 PM) Total Marks: 1

In the process of developing a mission statement, which of the following is CORRECT?
Select correct option:

- To involve as few managers as possible
- To involve as many managers as possible**
- To involve upper-level management only
- To involve the board of directors only

Question # 6 of 20 (Start time: 05:04:47 PM) Total Marks: 1

The process of monitoring performance, comparing it with goals, and correcting any

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significant deviations is known as:

Select correct option:

- Planning
- Organizing
- Leading
- Controlling**

Question # 7 of 20 (Start time: 05:05:04 PM) Total Marks: 1

A planned activity aimed at discovery of new knowledge with the hope of developing new or improved products and services and translation of its findings into a plan or design of new or improved products and services is known as:

Select correct option:

- Marketing
- Research and development**
- Production
- Management information system

Question # 8 of 20 (Start time: 05:06:29 PM) Total Marks: 1

Investment decisions are also known as:

Select correct option:

- Business finance
- Capital structure
- Capital budgeting**
- Dividend policy

Question # 9 of 20 (Start time: 05:06:47 PM) Total Marks: 1

Which one variable falls under the category of the Social, Cultural, Demographic, and Environmental Variable?

Select correct option:

- Propensity of people to spend
- Buying habits**
- Level of disposable income
- Income differences by region

Question # 10 of 20 (Start time: 05:06:53 PM) Total Marks: 1

Which one of the followings best describes this statement; “The conditions that a company must satisfy in order to be able to enter an industry”?

Select correct option:

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Economies of scale
Barriers to entry
Differentiation
Competitive environment

Question # 11 of 20 (Start time: 05:08:16 PM) Total Marks: 1
Which of the following term represents the enduring statement of purpose that distinguish one business from other similar firms?
Select correct option:

Vision
Strategy
Mission
Tactics

Question # 12 of 20 (Start time: 05:08:32 PM) Total Marks: 1
In which of the following phase of strategic management, annual objectives are especially important?
Select correct option:

Formulation
Evaluation
Implementation
Management

Question # 13 of 20 (Start time: 05:08:39 PM) Total Marks: 1
Which of the following refers to determining the best capital structure for the company?
Select correct option:

Restructuring decisions
Financing decisions
Strategic decision
Investment decision

Question # 14 of 20 (Start time: 05:08:46 PM) Total Marks: 1
Following are the examples of the sectors that are more technologically oriented EXCEPT:
Select correct option:

Textile
Pharmaceutical
Telecommunications
Beverages

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Question # 15 of 20 (Start time: 05:08:52 PM) Total Marks: 1

Ethnic balance is affected due to which of the following?

Select correct option:

Change in ethnic values

Awareness of ethnic norms

Migration of the people towards different areas

Introduction of new laws relating to ethnicity

Question # 16 of 20 (Start time: 05:08:59 PM) Total Marks: 1

Which of the following statement applies to Vision Statement?

Select correct option:

Describes the purpose of existence of an organization

Identify the customers of the organization

The key measure or measures of the organization's success

Depict the values of an organization

Question # 17 of 20 (Start time: 05:09:17 PM) Total Marks: 1

All of the following fall under the category of "Process" function of production management EXCEPT:

Select correct option:

Choice of technology

Quality assurance

Process flow analysis

Transportation analysis

Question # 18 of 20 (Start time: 05:10:41 PM) Total Marks: 1

Which of the following categories of ratios includes return on total assets and return on stockholders' equity as its types?

Select correct option:

Profitability

Leverage

Growth

Liquidity

Question # 19 of 20 (Start time: 05:10:51 PM) Total Marks: 1

Total weighted scores of IFE matrix below 2.5 characterizes an organizations as:

Select correct option:

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Organization is externally weak
Organization is internally weak
Organization is internally strong
Organization is externally strong

Question # 20 of 20 (Start time: 05:11:09 PM) Total Marks: 1
All of these are pitfalls an organization should avoid in strategic planning EXCEPT:
Select correct option:

Using plans as a standard for measuring performance.

Using strategic planning to gain control over decisions and resources
Failing to involve key employees in all phases of planning
Being so formal in planning that flexibility and creativity are stifled

Question # 1 of 20 (Start time: 05:24:42 PM) Total Marks: 1
Principles of conduct that guide decision-making are known as:
Select correct option:

Human rights
Business ethics
The constitution
Social responsibility

Question # 2 of 20 (Start time: 05:25:04 PM) Total Marks: 1
Choose the economic variable from the list.
Select correct option:

Attitudes toward business
Attitudes toward product quality
Population changes by race
Stock market trends

Question # 3 of 20 (Start time: 05:25:12 PM) Total Marks: 1
Which of the following period strategic management was considered to be cure for all problems?
Select correct option:

Mid 1950s to mid 1960s
Mid 1960s to mid 1970s
Mid 1970s to mid 1980s
Mid 1980s to mid 1990s

Question # 4 of 20 (Start time: 05:25:18 PM) Total Marks: 1

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Defensive strategies include all of the following EXCEPT:
Select correct option:

- Retrenchment
- Acquisition
- Divestiture
- Liquidation

Question # 5 of 20 (Start time: 05:25:35 PM) Total Marks: 1
Strategist is an individual who is involved in the strategic management process, thus may be known as:
Select correct option:

- Member board of director
- President
- Division manager
- All of the given options

Question # 6 of 20 (Start time: 05:25:42 PM) Total Marks: 1
Reasons due to which some firms do “No Strategic Planning” incorporate all of the following EXCEPT:
Select correct option:

- Wastage of time
- Fire-fighting
- Content with success
- Privileged reward structures

Question # 7 of 20 (Start time: 05:25:47 PM) Total Marks: 1
According to Freund, Which one of the following should NOT be the characteristics of key external factors?
Select correct option:

- Measurable
- Relatively few in number
- Applicable to all competing firms
- Important to achieve long-term objectives

Question # 8 of 20 (Start time: 05:25:55 PM) Total Marks: 1
Which of the following statement applies to Vision Statement?
Select correct option:

- Describes the purpose of existence of an organization

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Identify the customers of the organization
The key measure or measures of the organization's success
Depict the values of an organization

Question # 9 of 20 (Start time: 05:26:01 PM) Total Marks: 1
Which of the following statement is referred to 'Price fluctuation'?
Select correct option:

Decrease in prices
Increase in prices
Fluctuation in the prices of a particular commodity
Fluctuation in general price level

Question # 10 of 20 (Start time: 05:26:16 PM) Total Marks: 1
All of the following are the key questions that can reveal internal strengths and weaknesses in the management department EXCEPT:
Select correct option:

Is the organization's structure appropriate?
Are reward and control mechanisms effective?
Are the organization's products positioned well?
Does the firm use strategic management concepts?

Question # 11 of 20 (Start time: 05:27:06 PM) Total Marks: 1
Which of these is the allocation and reallocation of capital and resources to projects, products, assets and divisions of an organization?
Select correct option:

Investment decision
Financing decisions
Restructuring decisions
Strategic decision

Question # 12 of 20 (Start time: 05:27:52 PM) Total Marks: 1
Which of the following groups represents the stakeholders of a company?
Select correct option:

The owners of the company
The people who purchases the shares of the company
The people who have a special stake or claim on the company
Are the people who are in the management a company

Question # 13 of 20 (Start time: 05:28:00 PM) Total Marks: 1

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Strategic management integrates all of the following areas EXCEPT:
Select correct option:

- Management
- Marketing
- Research and development
- Human resource management**

Question # 14 of 20 (Start time: 05:28:06 PM) Total Marks: 1
In Competitive Profile Matrix, the rating 4 indicates what?
Select correct option:

- Major weakness
- Major strength**
- Minor strength
- Minor weakness

Question # 15 of 20 (Start time: 05:28:13 PM) Total Marks: 1
Corporate social policy should be designed and articulated during which phase of strategic management?
Select correct option:

- Implementation
- Formulation**
- Evaluation
- Management

Question # 16 of 20 (Start time: 05:28:30 PM) Total Marks: 1
Which of the following ties all business functions together and provides the basis for all managerial decisions?
Select correct option:

- Marketing
- Information**
- Technology
- Workforce

Question # 17 of 20 (Start time: 05:29:14 PM) Total Marks: 1
Which category of ratios measures “how effectively a firm can maintain its economic position in the growth of the economy and industry”?
Select correct option:

- Liquidity

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Leverage
Activity
Growth

Question # 18 of 20 (Start time: 05:29:33 PM) Total Marks: 1
Identify the stages of strategic management process in a precise sequence.
Select correct option:

Strategy evaluation, strategy formulation & strategy implementation
Strategy evaluation, strategy implementation & strategy formulation
Strategy formulation, strategy implementation & strategy evaluation
Strategy implementation, strategy evaluation & strategy formulation

Question # 19 of 20 (Start time: 05:29:39 PM) Total Marks: 1
Which one of the following area can be the weakness of a firm?
Select correct option:

Changing lifestyle
High oil prices
Ineffective Marketing
Increasing pollution

Question # 20 of 20 (Start time: 05:29:47 PM) Total Marks: 1
Effective mission statements don't have one of the following features:
Select correct option:

Generate range of feasible strategic alternatives
Reconcile interests among diverse stakeholders
What does the firm want to become
Provide criteria for selecting strategies

Question # 1 of 20 (Start time: 05:33:46 PM) Total Marks: 1
Which of the following is the benefit of strategic management?
Select correct option:

Fewer complexes
More complex
Less static
More profitable

Question # 2 of 20 (Start time: 05:34:18 PM) Total Marks: 1
Establishing and implementing ways of making things work is known as:
Select correct option:

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Planning
Organizing
Leading
Controlling

Question # 3 of 20 (Start time: 05:34:36 PM) Total Marks: 1
Various job titles of a strategist may includes all of the following EXCEPT:
Select correct option:

Owner
Foreman
Chancellor
Chief executive officer

Question # 4 of 20 (Start time: 05:34:53 PM) Total Marks: 1
What is the first step in the comprehensive strategic-management model?
Select correct option:

Performing external audits
Developing vision and mission statements
Performing internal audits
Measuring and evaluating performance

Question # 5 of 20 (Start time: 05:35:00 PM) Total Marks: 1
Where an organization takes into account the effect of its strategic decisions on the society, the firm is taking care of which of these?
Select correct option:

Corporate governance
Business policy
Business ethics
Social policy

Question # 6 of 20 (Start time: 05:35:07 PM) Total Marks: 1
Which of the following is not a strategy-implementation activity?
Select correct option:

Long term goals and objectives
Developing strategy supportive culture
Redirecting marketing efforts
Developing and utilizing information system

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Question # 7 of 20 (Start time: 05:35:21 PM) Total Marks: 1

In the process of developing a mission statement, which of the following is CORRECT?
Select correct option:

- To involve as few managers as possible
- To involve as many managers as possible
- To involve upper-level management only
- To involve the board of directors only

Question # 8 of 20 (Start time: 05:35:29 PM) Total Marks: 1

Which of the following is not a pitfall an organization should avoid in strategic planning?
Select correct option:

- Failing to involve key employees in all phases of planning
- Involving all managers rather than delegating planning to a planner
- Top managers not actively supporting the strategic planning process
- Doing strategic planning only to satisfy accreditation or regulatory requirements

Question # 9 of 20 (Start time: 05:35:37 PM) Total Marks: 1

The general conditions for competition that influence business firms, which provide similar products and services is known:
Select correct option:

- Remote environment
- International environment
- External environment
- Industry environment

Question # 10 of 20 (Start time: 05:35:47 PM) Total Marks: 1

Which of the following refers to a functional support role of an information system?
Select correct option:

- What if...?" questions
- What is the capacity of plant?
- What do we do?
- What if tax rate increases by 10%?

Question # 11 of 20 (Start time: 05:35:53 PM) Total Marks: 1

Backward integration is effective in all of the following situations EXCEPT:
Select correct option:

- When an organization competes in an industry that is growing rapidly
- When an organization needs to acquire a needed resource quickly

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When the advantage of stable prices are not important

When present suppliers have high profit margins

Question # 12 of 20 (Start time: 05:36:08 PM) Total Marks: 1

When the Chief Executive of a chain of pharmacies decided to sell off or close some of the locations that were not profitable, he was performing which of the management function?

Select correct option:

Leading

Planning

Controlling

Organizing

Question # 13 of 20 (Start time: 05:36:40 PM) Total Marks: 1

Which of the following statement is referred to 'Price fluctuation'?

Select correct option:

Decrease in prices

Increase in prices

Fluctuation in the prices of a particular commodity

Fluctuation in general price level

Question # 14 of 20 (Start time: 05:36:46 PM) Total Marks: 1

A planned activity aimed at discovery of new knowledge with the hope of developing new or improved products and services and translation of its findings into a plan or design of new or improved products and services is known as:

Select correct option:

Marketing

Research and development

Production

Management information system

Question # 15 of 20 (Start time: 05:36:53 PM) Total Marks: 1

The social factors that affect a firm involve all of the following EXCEPT:

Select correct option:

Attitudes of people in the external environment

Lifestyles of people

Per capita income

Values and beliefs of persons outside the firm

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Question # 16 of 20 (Start time: 05:37:02 PM) Total Marks: 1

Financial benefits of strategic management includes all of the following EXCEPT:
Select correct option:

- Progression in profitability
- Improvement in employee productivity**
- Expansion in the sales of business
- Enhancement in productivity

Question # 17 of 20 (Start time: 05:37:08 PM) Total Marks: 1

Which category of ratios measures a firm's ability to meet maturing short-term obligations?

Select correct option:

- Profitability
- Leverage
- Liquidity**
- Activity

Question # 18 of 20 (Start time: 05:37:23 PM) Total Marks: 1

Internal analysis involves gathering and analyzing the information about all areas of a firm EXPECT:

Select correct option:

- Research nad development
- Management information system
- Marketing
- Competitors**

Question # 19 of 20 (Start time: 05:37:38 PM) Total Marks: 1

Which of the following is one of the Political, Governmental & legal factors?

Select correct option:

- Ethical concerns
- Traffic congestion
- Lobbying activities**
- Average level of education

Question # 20 of 20 (Start time: 05:37:44 PM) Total Marks: 1

Which of these basic questions a vision statement answers?

Select correct option:

What is our business?

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Who are our employees?

What do we want to become?

Who are our competitors?

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