

#2015 Management

Model Exit Exam

<https://www.youtube.com/playlist?list=PL>

[5SvRn1ByFvsyoSrNcvEqSdFG6Ka-aY8g](https://www.youtube.com/playlist?list=PL5SvRn1ByFvsyoSrNcvEqSdFG6Ka-aY8g)

1. Which one of the following is an ordinal scale data

- A. Nationality
- B. Students Grade
- C. Political Affiliation
- D. Zip Code

B

2. The director of sale for an auto manufacturer wants to estimate the average birr damage to new autos when driven into a brick wall at 20 miles per hour. The director is authorized to use three autos. Assuming that the birr value of damage is normally distributed and the sample results for crushing the three autos are birr 1350, birr 1450 and birr 1500; what is the point estimate of the average birr damage for the population of all cars of this type manufactured by the company?

- A.1433.33
- B. 1300.12
- C. 1475
- D. 1414.66

A

3. Which one of the following is a capacity utilization option in the short-range planning?

- A. Scheduling Jobs
- B. Subcontract
- C. Acquire Facilities
- D. Build Inventory

A

4. According to porter, the generic strategy that emphasizes producing standardized products at a very low per-unit cost for consumers who are price-sensitive is, _____

- A. Cost Leadership
- B. Differentiation
- C. Stuck in the Middle
- D. Focused Differentiation

A

5. All of the following are important strategies that a manager can use to create a more effective decision-making environment except?

A

- A. Rely solely upon himself or herself
- B. Recognize the importance of quality information
- C. Be ready to try things
- D. Encourage others to make decision

6. From the following, who is the best example of a servant leader?

A. Mengistu Hailemariam

B. Kim Jong un

C. Nelson Mandela

D. Mohamed Gadafi

C

7. A channel conflict that occur among firms at the same level of the channel is;

- A. Vertical Channel Conflict
- B. Horizontal Channel Conflict
- C. Diagonal Channel Conflict
- D. Slanting Channel Conflict

B

8. One of the following is a prohibited act according to the legal framework of Ethiopia,

A. Desperate Treatment

A

B. Affirmative Action

C. Equal Employment Opportunity

D. Preventing Sexual Harassment

9. When a business no longer exists for any reason, it is termed as;

- A. Business Extinction
- B. Business Termination
- C. Business Recession
- D. Business Failure

B

10. Mr. Bekalu is unable to perform his job according to his job description. His immediate boss tried all the options and finally Mr. Bekalu himself submitted a resignation letter before his boss takes any further measures. The kind of separation observed in the case is;

- A. Transferring him to other department
- B. Firing of Mr. Bekalu
- C. Voluntary separation
- D. Involuntary separation

C

11. The common causes of job stress affecting employees includes all except?

A. Role Conflict

B. Pay Raise

B

C. Information Anxiety

D. Occupational Demands

12. Identify the wrong statement regarding a product

A. Products have different life cycles

D

B. Products are tangible and intangible items created to satisfy needs and wants

C. A product is anything that can be offered to a market for attention, acquisition, use, or consumption that might satisfy need

D. Products does not include services, events, persons, places, organizations, ideas, or a mixture of these

13. Which of the following is true about the selling and marketing philosophy/concept?

B

- A. The focus of selling concept is customer need while the focus of marketing concept is existing products
- B. The end of selling concept is profit through volume while the end of marketing concept is profit through satisfaction
- C. The end of selling concept is factory while the end of marketing concept is the market place
- D. The means of selling concept is integrated marketing while the means of marketing concept is selling and promotion

14. Which of the components of A business plan is dedicated to write the description of products?

- A Cover Page
- B. Funding Requirement
- C. The Product Description
- D. Marketing Plan

C

15. Which of the following is not important when promoting products for an international market?

A. Culture

B. Media

C. Personal Interest

D. Language

C

16. A rating error characterized by the tendency to generalize one positive or negative aspect of a person to the person's entire performance is,

A. Halo Effect

B. Recency Error

C. Contrast Error

D. Error Of Central Tendency

A

17. Like any other human undertakings, projects need to be performed and delivered under certain constraints. Which of the following is not one of the lists in the triple constraint?

- A. Cost
- B. Time
- C. Capability
- D. Scope

C

18. Identify the one which is not a characteristic of work groups,

A. Share Common Goals

B. Stable Structure

C. Satisfy Individual Interest

D. Two Or More People

C

19. Which one of the following is financial manager's role?

- A. Designing goods and services
- B. Improve throughput at factories
- C. Decide on how to finance the firm
- D. Improve workers' productivity

C

20. Select the research approach that focused on understanding a research phenomenon

A. Applied

B. Basic

C. Quantitative

D. Qualitative

D

21. To implement a successful ethics program at any level, executive leadership is desirable on the part of the president of the organization. Which of the following cannot be one of the strategies to foster an ethical organization?

- A. Adopt the goal of implementing an ethics program
- B. Adopt a code of ethics
- C. Make the ethics program visible
- D. Make the ethics program invisible

D

22. Samrawit is a marketing manager in one of the car manufacturing company. She wanted to categorize buyers into segments based on their knowledge, attitudes, uses, or responses to the car model her company offer. The basis of segmentation Samrawit use is;

- A. Behavioral
- B. Geographic
- C. Psychographic
- D. Income

A

23. Project ideas could come from individuals and institutions in the society that include all of the following except

- A. Customers
- B. Public and private organizations
- C. Aid and development agencies
- D. None of the above

D

24. Which of the following is the viability aspect of the project plan in terms of time?

A. What are the optimum levels of the required resources?

B

B. What work can be done simultaneously?

C. What funding is required and by whom?

D. How much will the project cost?

25. Which of the following is the correct sequence (from bottom to top) of the corporate social responsibility obligation according to Carroll's pyramid;

- A. Economic, Legal, Ethical, Philanthropic
- B. Economic, Ethical, Legal, Philanthropic
- C. Economic, Philanthropic, Legal, Ethical
- D. Ethical, Legal, Economic, Philanthropic

A

26. Factors affecting compensation policy of an organization include the following except,

A. Competitive Pressures

B. Personal Benefits

B

C. Government Policies

D. Availability Of Financial Resources

27. From the foreign market entry strategies, _____ involves the least change in the company's product lines, organization, investments, or mission.

A. Franchise

B. Import

C. Joint Venture

D. Export

D

28. Identify the wrong statement about organizational change,

- A. Change can result from both outside and inside stimuli
- B. An enterprise can be changed in several ways
- C. Change is largely structural in nature
- D. Stability is always better than change in organizations

D

29. Any complete group of entities that share some common set of characteristics is;

A. Census

B. Sample

C. Population Element

D. Population

D

30. Which one of the following are not the essentials of a good questionnaire?

A. Being relatively short and simple

D

B. Use of both close and open ended questions

C. Dichotomous questions

D. Use of technical terms and vague expressions

31. In January 2003, the American worker spent an average of 77 hours logged on to the internet while at work. Assume the population mean is 77 hours, the times are normally distributed, and that the standard deviation is 20 hours. What is the probability that in January 2003 a randomly selected worker spent fewer than 50 hours logged on to the internet?

- A. 0.026
- B. 0.0885
- C. 0.400
- D. 0.260

B

32. Identify the one which is not a dimension of diversity in organizations,

A. Able-bodied

B. Gender

C. Race and ethnicity

D. None

D

33. Which one of the following best describes the main purpose of background of the study?

B

- A. It justifies the need to conduct the study
- B. It provides summarized information about the phenomenon under investigation
- C. It indicates the major limitation of the current study
- D. It clearly indicates the objective of the study

34. The system of accounts that records a nation's international financial transactions is called;

A. Balance of payment

B. Embargo

C. Trade deficits

D. Tariff

A

35. Which research approach doesn't require developing a hypothesis?

A. Quantitative

B. Qualitative

C. Mixed

D. Deductive

B

36. The source of finance usually secured from financial institutions and commercial banks with interest is termed as;

- A. Loan financing
- B. Lease financing
- C. Equity financing
- D. None of the above

A

37. Which of the following is not a requirement for an effective selection process?

- A. Series of screening steps
- B. A lower pool of prospective applicants
- C. Post interview screening
- D. Clear job description and specification

B

38. Which one of the following is not the characteristic of goods?

- A. Product typically produced at a fixed facility
- B. Limited customer involvement in production
- C. Similar products produced
- D. Inconsistent product definition

D

39. Which one of the following is not the characteristic of parametric test?

A

- A. The measurement scales should be at least nominal
- B. The data cases selected for the sample should be independent
- C. The populations from which the data cases are drawn should have equal variances
- D. The data cases should be drawn from normally distributed populations

40. Which of the following are common reasons for failure of most change initiatives?

- A. Participation of employees
- B. External imposition
- C. Proper training
- D. Clear objectives

B

41. The performance of business activities designed to plan, price, promote, and direct the flow of a company's goods and services to consumers or users in more than one nation for a profit is best termed as _____

- A. International operation
- B. International promotion mix
- C. International marketing
- D. International marketing mix

C

42. In Ethiopia, if enterprise's investment in plant and machinery does not exceed birr 100,000 and operates with 5 people including the owner, it is denoted as;

- A. Medium enterprise
- B. Small enterprise
- C. Micro-small enterprise
- D. Micro enterprise

D

43. The trait theory states that leaders have certain innate traits that enable them to lead.

Identify the wrong trait,

A. Assertiveness

B. Illiterate

C. Persistence

D. Dependability

B

44. The information requirements of organization depends on many factor like;

A. The culture of organization

B. Size of organization

C. Structure of organization

D. All of the above

D

45. Which of the following is the key to building lasting customer relationship?

- A. Targeting those with switching costs
- B. Delivering values at the door gate
- C. Building superior customer value
- D. Emphasis on production concept

C

46. Identify the wrong claim about organizational development, B

- A. Improves organizational effectiveness
- B. Deemphasizes collaboration and participation
- C. Improves employee well-being
- D. It is collection of change methods

47. Employee - employer relations are mainly concerned with,

- A. Rights of labor
- B. Conditions of employment
- C. Organizational systems
- D. All of the above

D

48. A person who starts a business, acts as a manager, and with view to expand the business to maximum is;

- A. Political entrepreneur
- B. Social entrepreneur
- C. Opportunistic entrepreneur
- D. Craft entrepreneur

C

49. The control process requires managers to establish standards for performance, measure performance against those standards, and

- A. Know their organization's mission
- B. Take necessary action to correct deviation
- C. Control unexpected situation
- D. Establish technical standards

B

50. Which of the following aims to improve quality, cost and speed?

A. Re-engineering

B. Inventing

C. Decoupling

D. Venturing

A

51. Which of the following is not an effective conflict management technique?

A. Changing structure

B

B. Creating scarcity of resources

C. Appealing to super ordinate goals

D. Confronting and negotiating

52. Appraise the types of plan usually made once and retain their value over a period of years with undergoing periodic revisions and updates.

- A. Single use plan
- B. Tactical plan
- C. Strategic plan
- D. Continuing plan

C

53. Identify the wrong claim about strategies,

A. Strategy should not present inconsistency to goals and policies

B

B. Strategies create new value but not competitive advantage

C. Strategies need to examine set of trends

D. Strategies should not require too much resources

54. Which of the following is not critical for service location?

- A. Quality of management
- B. Quality of the competition
- C. Raw material
- D. Competition in the area

C

55. Strategic thinking encompasses all of the following except,

- A. Answering 'where are we now'?
- B. Formulating strategies
- C. Evaluating performance
- D. Restraining futuristic orientations

D

56. A pricing strategy based on buyers' perceptions of value rather than on the seller's cost is;

- A. Cost-based pricing
- B. Good-value pricing
- C. Customer value-based pricing
- D. Value-added pricing

C

57. Which one of the following is critical in model building and problem-solving process?

- A. Evaluate the alternatives
- B. Determine the set of alternatives
- C. Choose an alternative
- D. Identify and define the problem

D

58. When a beer bottling filling machine breaks a bottle, the machine must be shutdown, while the broken glass is removed. The production manager at Dasher Brewery has been using a Poisson distribution with $\lambda = 3$ shutdowns per day on average to determine the probability of 0, 1, 2, 3, n shutdowns per day in a random sample of 120 operation days. Using $\alpha = 0.05$, and $P(0) = 0.0498$; what is the expected frequency of $x = 0$ shutdowns?

A. 5.976

B. 3.867

C. 40

D. 3.435

A

59. Identify the one which is an extrinsic factor,

A. Recognition

B. Achievement

C. Work itself

D. Company policy

D

60. Which one is false about a test statistic?

- A. It is used to decide whether to accept or reject the null hypothesis
- B. It is computed from the population
- C. It is a value computed using sample information
- D. None of the above

B

61. Identify the wrong statement about policy, goal, and objectives,

D

- A. Policies are the means by which annual objectives will be achieved
- B. Policies are guides to decision making and address recurring situations
- C. A goal is broader than an objective
- D. Annual objectives do not help in allocating resources

62. A role profile in job analysis involves the following except,

- A. Competencies
- B. Accountabilities
- C. Outcomes
- D. Resources

D

63. According to Fiedler's contingency theory, the amount of mutual trust, loyalty, dependability, and support between a leader and his or her employees is;

- A. Leader/member relations
- B. Mental models
- C. Task structure
- D. Positioning power

A

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64. Which of the following is not among the reasons for the project control?

A. To take care of past projects

B. To track progress

C. To detect variance from plan

D. To take corrective action

A

65. Managing products in international markets build on the basic principles of managing products in domestic markets and these include the consideration of all of the following except:

- A. Developing and launching new products
- B. Branding strategies for international markets
- C. Stressing domestic products
- D. Deciding which and how many products to offer

C

66. Which one is true about leadership as an art and a process?

- A. Works to maximize individual interests than group goals
- B. Shapes the goals of a group, but not an organization
- C. Defines organizational culture
- D. Drives or pushes from behind

67. Which one of the following is not an element of house of quality?

- A. Identify customer wants
- B. Technical evaluation
- C. Develop importance ratings
- D. Technological change

D

68. One of the following is incorrect about management development,

A. Improves labor-management relations

B. Addresses performance deficiencies

C. Aims at filling current skill gaps

A

D. Prepares managers for assuming higher positions

69. Which one of the following best describes the reality of a manager's job?

A

- A. A management job is less science than art
- B. Managers have no regular duties to perform
- C. Managers are reflective and self-planners
- D. Managers are self-starting, self-directing and autonomous

70. When total supply is equal to total demand in a transportation problem, the problem is said to be

- A. Degenerate
- B. Unbalanced
- C. Balanced
- D. None of the above

C

71. To minimization dissatisfaction of stakeholders in estimating cost and resources, project manager is required to follow appropriate steps. Which of the following are steps in estimating cost and time?

- A. Define project requirements
- B. Decompose requirement into a work-breakdown structure
- C. Make estimate
- D. All of the above

D

72. Which one of the following helps in evaluating the effect of changes on the parameter values of a liner programming problem on the optimal solution?

- A. Simplex
- B. Simulation
- C. Duality
- D. Sensitivity

D

73. Which of the following is a special linear programming model?

- A. Game theory
- B. Decision theory
- C. Assignment model
- D. Waiting line models

C

74. Which one of the following is not the requirement for work cell?

- A. A high level of training of employees
- B. Identification of families of products
- C. Low material-handling costs
- D. Being self-contained

A

75. Which of the following are not the main tools used in data mining?

- A. Decision trees
- B. Neural networks
- C. Rule induction
- D. None of the above

D

76. Companies will actively promote knowledge management (KM) when;

- A. Corporate computing infrastructure and transaction application systems are in good shape
- B. Teamwork through electronic collaboration is commonplace within the company
- C. The business benefits of KM are obvious to executives
- D. All of the above

D

77. Assume ABC company has preferred stock that pays an \$8 dividend per share and sells for \$100 per share. If ABC issued new shares of preferred, then it would incur an underwriting (or flotation) cost of 2.5%, or \$2.50 per share, so it would net \$97.50 per share. What would be the company's cost of preferred stock?

- A. 8.20%
- B. 6.40%
- C. 31.25%
- D. 8.00%

A

78. What is the future value of a 7%, 5-year ordinary annuity that pays \$300 each year?

A. \$1,260

B. \$ 1050

C. \$ 1020

D. \$1,725.22

D

79. Cultural differences cause four kinds of problems in international business negotiations, at the levels of:

A. Values

B. Language

C. Nonverbal behaviors

D. All of the above

D

80. Which of the following international entry strategy require firms to give high concern for local responsiveness and low concern for cost reduction?

- A. Transnational
- B. Multi-domestic
- C. Global
- D. Multi national

B



81. Demand of a product in an international market is said to be elastic when

D

- A. Demand increase while the price has no change
- B. There is no change in demand though the price is substantially changed
- C. A large changes in price produce little change in demand
- D. A small change in price produces a large change in demand

82. When a car buyer chooses to order a global positioning system (GPS) and Bluetooth wireless communication, the possible product pricing strategy for the products mentioned is;

- A. Captive product pricing
- B. Optional product pricing
- C. By product pricing
- D. Product line pricing

B

83. Bargaining power of suppliers decrease when,

- A. Suppliers' products create high switching costs
- B. Buyers are large and suppliers are few in number
- C. Suppliers hold uniquely critical material for the buyer
- D. Buyers' switching costs are high

A

84. Which one of the following is false in aggregate planning in service?

C

- A. Demand management taking a more active role
- B. Most services pursue combinations of the capacity and demand options
- C. Similar aggregate planning to different type of service provided
- D. Major variable in capacity management for services is labor

85. Which determinant of service quality involves approachability and ease of contact?

- A. Competence
- B. Courtesy
- C. Responsiveness
- D. Access

D

86. Which of the following has the least influence on political orientation of organizations?

A. Organizational change

B. Abundance of resources

C. Ambiguous goals

D. Technology and environment

B

87. Which level of diversity leads employees to perceive one another through stereotypes and assumptions?

- A. Personality and values
- B. Surface-level diversity
- C. Intermediate
- D. Deep-level diversity

B

88. Identify the incorrect statement about employee separation,

- A. Decreased innovation
- B. Allows fresh mind to get in
- C. Replacement of poor performers
- D. Greater diversity

A

89. Which one is different from others?

- A. Audio visual aids intended to be used
- B. Time, place and cost of the presentation
- C. Written evidence
- D. Who are the stakeholders and their area of interest

90. Organizations could have a wider span of control when;

B

- A. The organization has a well-established set of standard operating procedures
- B. A great deal of interaction is required between supervisor and workers
- C. The manager has a lot of work to do in addition to supervising workers
- D. New problems arise frequently in the organization

91. If higher level needs are not met, a person may move down the hierarchy. Alderfer explains this as;

- A. Satisfaction - progression principle
- B. Frustration - regression principle
- C. Frustration - compromisation principle
- D. Satisfaction - discrimination principle

B

92. Analyze the correct expression about the phases of a business cycle

B

- A. When there is a continuous decrease of output, income, employment, prices and profits, there is a fall in the standard of living and recession phase sets in
- B. The prosperity phase occurred when there is an expansion of output, income, employment, and a rise in the standard of living
- C. The prosperity phase occurred when there is a decrease in output, income, employment, and the standard of living
- D. When demand starts falling, the overproduction and future investment plans are given up, depression phase occurred

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1. The marketing philosophy that consumers will favor products those are available and highly affordable in market is

- A. Societal concept
- B. Marketing concept
- C. Product concept
- D. Production concept

D

2. The marketing mix which marketing managers need to investigate awareness from customer's side is

A. Promotion

B. Place

C. Price

D. Product

A

3. Which one of the following is not the nature of programmed decision?

A. Solutions are predictable

B. Standard procedures

C. Routine activities

D. Unstructured procedures

D

4. Which one of the following is not the option that operation manager use to make productivity ratio large?

B

- A. Make the output larger for the same input
- B. Increase input and output with the proportion
- C. Increase the output while decreasing the input
- D. Make the inputs smaller for the same output

5. The business strategy affecting the whole units of business operations and developed by top or general managers of the organization is,

- A. Corporate level strategy
- B. Operational level strategy
- C. Global level strategy
- D. Business level strategy

A

6. Which location is suitable for service giving organization?

A. Resource

B. Near terminal

C. Low labor cost

D. Near to market

D

7. Among the different promotional mix elements, which one can be appropriate if the goal of the organization is to influence buyers to buy the product?

- A. Public relation
- B. Personal selling
- C. Advisement
- D. Sales promotion

D

8. Which one of the following is not among objectives of management information system?

A. Support decision making

B. Facilitating decision making process

C

C. Recruit people for system

D. Provide requisite information at any management level

9. The comprehensive managerial system that integrates key managerial activities in a systematic manner and consciously directed toward the effective and efficient achievement of organizational and individual objectives

- A. Centralized system
- B. Focus group discussion
- C. Management by objectives
- D. Establishment of objectives

C

10. Determine on of the number, type and future requirement of personal refers to

A. Human resource planning

B. Action plans

C. Manpower inventory

D. Procurement function

A

11. Managers are expected to play varieties of roles for the wellbeing of their organization and communities and activity based resource allocation is among these roles. If so, in which management role you categorize it?

A. Informational role

B. Decisional role

C. Monitor role

D. Interpersonal role

B

12. Which adjusting capacity strategies are appropriate when demand exceeds expectations for the final products?

- A. Subcontracting strategy
- B. Chase demand strategy
- C. Subcontracting strategy
- D. Level production strategy

B

13. Identify the correctly sequenced market segmentation from general to specific.

B

- A. Mass Marketing.. Micro Market.. Niche Marketing.. Segment Marketing
- B. Mass Marketing.. Segment Marketing.. Niche Marketing.. Micro Marketing
- C. Mass Marketing.. Niche Marketing.. Segment Marketing.. Micro Marketing
- D. Mass Marketing.. Segment Marketing.. Niche Marketing.. Micro Marketing

14. Which one of the following variable is considered as leaving variable in solving LPP when simplex approach employed?

- A. The variable with a value in quantity column
- B. The with minimum positive RR value
- C. The variable with maximum positive value in C-Z row
- D. The variable with s value in C-Z row

15. Among the beneficiaries of entrepreneurial wealth, which one contribute for physical and mental labor?

- A. Employees
- B. Government
- C. Supplies
- D. Society

A

16. The most recommended strategy for business firms internally weak and facing full threat firm external environment will be

- A. Concentric strategy
- B. Vertical integration strategy
- C. Retrenchment strategy
- D. Growth strategy

C

17. A formal document that presents the research objectives, design of achieving these objectives, and the expected outcomes/deliverables of the study is called

- A. Research report
- B. Research hypothesis
- C. Research proposal
- D. Research design

C

18. The component of marketing concept which describes desires of specific satisfiers of needs is

A. Product

B. Need

C. Demand

D. Want

D

19. The source of power which authorizes managers from occupying certain managerial position in the organizational hierarchy and direct resources toward the achievements of common goal is

A. Legitimate

B. Reward

C. Expert

D. Coercive

A

20. Among the following data, which one cannot be considered as statistics?

C

- A. The percentage of undergraduates attending AAU
- B. The number of death due to HIV AIDS
- C. Student's attitude toward cost sharing
- D. The number of car accidents occurred

21. Which one of the following is not the reason for small business success?

A. Managerial incompetency

B. Adequate credit assistance

C. Conducive environment

D. Markets and marketing support

A

22. Among product development cycle, the stage by which product will offer for the market is

- A. Market testing
- B. Concept development
- C. Idea development
- D. Commercialization

D

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23. According to UNIDO'S project cycle, in which stage/phase is detail consultation and engineering work required?

- A. Feasibility study
- B. Operating phases
- C. Investment phases
- D. Appraisal report phases

C

24. _____Is the unorganized raw facts and figures.

A. Data

B. Snapshot

C. Reports

D. Information

A

25. Which one of the following source of recruitment is less costly than the others?

A. Employee referral

B. Advertisement

C. Job posting

D. Using agencies

A

26. Which type of data can be gathered by interview technique?

- A. Published data
- B. Secondary data
- C. Tertiary data
- D. Primary data

D

27. Among random sampling techniques, which method is commonly used by data collectors in production processes, business surveys, and for selecting items from files?

- A. Cluster sampling
- B. Stratified sampling
- C. Simple random sampling
- D. Systematic sampling

D

28. Based on world bank classification of project life cycle, after promising project ideas has been selected and pre- feasibility study completed; the next step will be critically reviewing different aspects of the project. From this, which one is among the different aspect of the project priority area of world bank?

- A. Commercial aspect
- B. Technical aspect
- C. Environmental aspect
- D. Financial aspect

D

29. Which group of buyers mainly purchases the product for resale?

- A. Governmental institutions
- B. Service manufacturing firms
- C. Governmental agencies
- D. Business organization

D

30. Which one of the following is not favorable condition to increase productivity of particular organization?

- A. Less motivated workforce
- B. Improved labor force
- C. Better management
- D. Technological advancement

A

31. The ability of firms to readily accommodate demand change by changing product items and volume is known as

- A. Timelines
- B. Competitiveness
- C. Flexibility
- D. Cost leadership

C

32. The process of evaluating market segments attractiveness and selecting feasible one is termed as

- A. Business market
- B. Market research
- C. Market segment
- D. Target market

D

33. In which one of the following organizational goals is, using external sources for recruitments considered as effective for organization?

- A. To reduce orientation and training cost
- B. To gain new knowledge and experience
- C. To develop loyal employees
- D. To increase existing employees moral

B

34. Which one of the following is not among assumptions of LPM?

A. Linearity

B. Certainty

C. Continuity

D. Uncertainty

D

35. Which one of the following is used in finding initial feasible solutions of transportation problems?

A. Vogel's approximation

B. Simplex approach

C. Stepping stone path

D. Modified distribution

A

36. Which one of the following is a set of moral principles that distinguish what is right from what is wrong?

A. Legal

B. Ethics

B

C. Principle

D. Rules

37. When product and service design are in every functional area of an organization. Mainly which functional area involved more?

- A. Marketing and finance
- B. Marketing and purchasing
- C. Finance and purchasing
- D. Operation and finance

D

38. Comprehensive business mission is significant for all of the following except

- A. Enduring statement of purpose
- B. Effective establishing of objectives
- C. Declares the firm's reason for being
- D. Encourage potential competitors

D

39. The strategic management approach which gives great weight for internal capacity of the organization in strategy formulation and implementation is

- A. Resource based
- B. Industrial based
- C. Competition based
- D. Organizational based

A

40. Consider a manufacturer that has a fixed cost of birr 100,000 and a variable cost of birr 30 per unit made and sold at selling price of birr 50 per unit. Then, what is the manufacturer profit if 4000 items produced and sold?

A. 200,000

B. -20,000

C. 220,000

D. -50,000

B

#2015 Business Management Model Exit Exam

<https://www.youtube.com/playlist?list=PL5SvRn1ByFvsyoSrNcvEqSdFG6Ka-aY8g>