

Faculty of Business & Finance  
Course No: BUS 1301  
Course Title: Principals of  
Management 1  
Date: 09 Nov 2013  
No. of Questions: 3



Midterm Exam  
1<sup>st</sup> Semester 2013/2014  
Total Grade: 20

Lecturer Name: Mr. Yousif Alagha  
Dep./Specialist:  
Using Dictionary (NO)  
Using calculator: (NO)  
Time: 60 Minutes

Student name: \_\_\_\_\_ Student No.: \_\_\_\_\_ Class: \_\_\_\_\_

Dear students,

First of all you should to read carefully through all the exam questions, and then you have to attempt the questions that you think you can answer completely.

This exam contains three questions, each question contains several branches, and therefore you are required to attempt only the required questions.

Any student answer more than the required, this will not be marked.

Moreover, student whom answers different branches form different questions, this will not support him, where the marking criteria depends on answer all the branches of the question.

Good luck & best wishes

**YOUSIF**

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**For instructor use only:**

Question 1	Question 2	Question 3	Question 4	Question 5	TOTAL GRADE

**Notes:**

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Signature, \_\_\_\_\_

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**IT IS COMPULSORY TO ANSWER ALL QUESTIONS**

**QUESTION ONE: (Two branch)**

**7 Marks**

**A. Determine if each of the following statement is true (T) or false (F):**

1. Middle managers are responsible for making organization-wide decisions and establishing the plans and goals that affect the entire organization.
2. Effectiveness refers to getting the most output from the least amount of input.
3. Determining who reports to whom is part of the controlling function of management.
4. Figurehead, leader, and liaison are all interpersonal managerial roles according to Mintzberg.
5. Disturbance handler is one of Mintzberg's interpersonal roles.
6. Technical skills become less important as a manager move into higher levels of management.
7. In the symbolic view of management, managers are seen as directly responsible for an organization's success or failure.
8. Organizations help employees adapt to the culture through socialization.
9. Wage incentive is one of the General Concepts of Scientific Management.
10. One of the Hawthorne Experimental findings suggest that; productivity unexpectedly decreased under imposed adverse working conditions.

**Please spot the answered question in the table, just the spotted questions will be marked:**

1		2		3		4		5		6		7		8		9		10	
T	F	T	F	T	F	T	F	T	F	T	F	T	F	T	F	T	F	T	F

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**B. Chose the suitable answer among the alternatives listed following each statement:**

1. Effectiveness is associated with \_\_\_\_\_.
  - A. reducing inventory
  - B. decreasing production time
  - C. doing the right things
  - D. doing things right
  
2. According to Mintzberg's managerial roles, the \_\_\_\_\_ roles are ones that involve people and other duties that are ceremonial and symbolic in nature.
  - A. informational
  - B. interpersonal
  - C. technical
  - D. decisional
  
3. Technical skills include \_\_\_\_\_.
  - A. experience gained by experiments that are used in performing managerial tasks
  - B. job specific knowledge needed to proficiently perform work tasks
  - C. the ability to work well with individuals and groups
  - D. skills managers use to think and to conceptualize about abstract and complex situations
  
4. The omnipotent view of management states that \_\_\_\_\_.
  - A. managers' roles are peripheral and staff manage their own areas of the business
  - B. managers are directly responsible for an organization's success or failure
  - C. managers should allow employees to take part in decision-making
  - D. managers have little or no responsibility for an organization's success or failure
  
5. \_\_\_\_\_ has been described as the shared values, principles, traditions, and ways of doing things that influence the way organization member's act.
  - A. Corporate hierarchy
  - B. Business configuration
  - C. Organization culture
  - D. Industrial psychology

**Please spot the answered question in the table, just the spotted questions will be marked**

1				2				3				4				5			
A	B	C	D	A	B	C	D	A	B	C	D	A	B	C	D	A	B	C	D

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**QUESTION TWO: (One branch) 5 Marks**

**Define FIVE terminologies from the listed below:**

1. Stakeholder: \_\_\_\_\_  
\_\_\_\_\_ .

2. Effectiveness: \_\_\_\_\_  
\_\_\_\_\_ .

3. Manager conceptual skill: \_\_\_\_\_  
\_\_\_\_\_ .

4. TQM: \_\_\_\_\_  
\_\_\_\_\_ .

5. MIS: \_\_\_\_\_  
\_\_\_\_\_ .

6. Bureaucracy: \_\_\_\_\_  
\_\_\_\_\_ .

7. Organizational performance: \_\_\_\_\_  
\_\_\_\_\_ .



