

When the price of beef skyrockets, consumers switch to pork and chicken. This demonstrates \_\_\_\_\_.

- a. the bargaining power of suppliers
- b. the threat of substitutes
- c. the bargaining power of buyers
- d. the threat of new entrants

[Clear my choice](#)

### Question 7

Time left 0:38:34

Not yet answered

Marked out of 1.00

🚩 Flag question

Basel expects that each person he hires for his online business to be involved in studying trends involving new technology, competitors, and customers. These employees are involved in \_\_\_\_\_.

- a. industry analysis
- b. internal analysis
- c. customer analysis
- d. external analysis

[Clear my choice](#)

### Question 8

Not yet answered

Marked out of 1.00

sell one new car per day every day of the r  
August the team sold 33 cars. What should  
do?

Time left 0:49:20

- a. Wait. See if the performance is duplicated next month before taking any action.
- b. Revise the goal. If the team sold more than the goal, obviously the goal is too low
- c. Celebrate. Any achievement beyond the goal is deserving of a celebration.
- d. Nothing. The deviation is insignificant.

Clear my choice

Padico , Inc., has struggled to meet projected revenues for each of the past ten quarters. The firm hired Mark Adams to design a control system and offer suggestions to improve the firm's performance. Which of the following is a key activity that the proposed control system should perform?

- a. corporate governance
- b. organizational structuring
- c. organizational planning
- d. performance measurement

Clear my choice

Which of the following is the last step in MBO?

Sameer interacts directly with the employees in the work area to identify problem areas. He works with various departments to obtain a holistic idea of the business. This type of direct supervision is an example of \_\_\_\_\_ control.

- a. feedback
- b. preventive
- c. management by walking around
- d. proactive

[Clear my choice](#)

## Matching Questions

Mahdi looked at the list of orders for the coming week and made out the production schedule. He has done this so many times he could do it in his sleep. This situation represents \_\_\_\_\_.

a structured problem

"All employees must be at their work stations and ready to work by the time the buzzer sounds." This is an example of \_\_\_\_\_.

a rule

Unipal laid off one-fifth of its workforce. This is an example of \_\_\_\_\_.

Retrenchment

\_\_\_\_\_ is the final step in the management process, which provides a critical link back to \_\_\_\_\_.

- a. Leading; organizing
- b. Organizing; planning
- c. Controlling; planning
- d. Planning; controlling

Clear my choice

When the price of beef skyrockets, consumers switch to pork and chicken. This demonstrates \_\_\_\_\_.

- a. the bargaining power of buyers
- b. the threat of new entrants
- c. the bargaining power of suppliers
- d. the threat of substitutes

Clear my choice

Abeer is watching her new employee as he executes the



Which of the following is true of the impact of formal planning on organizational performance?

- a. Organizations that formally plan invariably outperform those that don't plan.
- b. Formal planning is associated with positive financial results.
- c. The amount of planning done is more important to high performance than the quality of planning and implementation.
- d. Companies can start seeing the impact of formal planning on performance about a year after starting the planning process.

[Clear my choice](#)

MS Rubber is one of four suppliers of molded rubber products and has a 45% market share. The market for its products is shrinking. MS Rubber is part of a larger corporation that includes a total of seven different companies. In the BCG matrix, MS Rubber would be considered \_\_\_\_\_.

- a. a cash cow
- b. a dog
- c. a star
- d. a question mark

[Clear my choice](#)

When an organization continues serving the same clients by offering the same product or service, maintaining market share, and sustaining the organization's current business operations, it is following a \_\_\_\_\_ strategy.

- a. turnaround
- b. renewal
- c. stability
- d. retrenchment

[Clear my choice](#)

Maya is discussing with her subordinate Julie the types of projects Julie would like to work on in the coming year. They are setting goals and determining what success would look like. Maya and Julie are engaged in \_\_\_\_\_.

- a. management by observation
- b. management by objective
- c. performance planning
- d. strategic planning

[Clear my choice](#)



An organization hires additional personnel as soon as they get a major contract. The organization is using \_\_\_\_\_ control.

- a. concurrent
- b. feedback
- c. feedforward
- d. management

[Clear my choice](#)

Mr. Anton wants to formulate a plan that lays out general guidelines for his employees and leaves room for interpretation. Which of the following types of plans would best suit his requirement?

- a. specific
- b. standing
- c. informal
- d. directional

[Clear my choice](#)

An organization hires additional personnel as soon as they get a major contract. The organization is using \_\_\_\_\_ control.

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- d. feedforward

[Clear my choice](#)

Sara is searching the Internet for sources for an unusual grain used in the production of an artisan bread. Sara is at the \_\_\_\_\_ step in the decision making process.

develop-alternatives



Randa wants to introduce a new model to the product line. Three models are being developed. Randa can choose only one. She has decided to focus on target market size, production costs, and net profits. These are Randa's \_\_\_\_\_.

decision criteria



Question 22

Not yet answered

Marked out of 1.00

Flag question

The top managers of the corporation are not discussing how they will compete in their chosen market. They are discussing how they will attract and satisfy customers. These managers are discussing \_\_\_\_\_.

Time left 0:15:30

- a. strategy
- b. the business model
- c. core competencies
- d. their competitive advantage

Clear my choice

Question 23

Not yet answered

Marked out of 1.00

Flag question

When an organization continues serving the same clients by offering the same product or service, maintaining market share, and sustaining the organization's current business operations, it is following a \_\_\_\_\_ strategy.

- a. stability
- b. renewal
- c. turnaround
- d. retrenchment

Clear my choice

Question 24

Not yet answered

Marked out of 1.00

At the end of every month, the accounting department submits a balance sheet, statement of profit and loss, and cash flow statement to the senior management team. These are all \_\_\_\_\_.



## Question 25

Not yet answered

Marked out of 1.00

Flag question

"No, Jack, you must start the timer after you lower the French fry basket into the fryer, not before." This supervisor is using \_\_\_\_\_.

- a. disciplinary action
- b. delayed corrective action
- c. immediate corrective action
- d. basic corrective action

[Clear my choice](#)

## Question 26

Not yet answered

Marked out of 1.00

Flag question

Madek's Hardware bought Elite's hardware on the other side of town. This is an example of \_\_\_\_\_.

- a. backward integration
- b. lateral integration
- c. forward integration
- d. horizontal integration

[Clear my choice](#)[Finish attempt ...](#)

- c. low cost leadership strategy
- d. differentiation strategy

Clear my choice

## Question 18

Not yet answered

Marked out of 10

Flag question

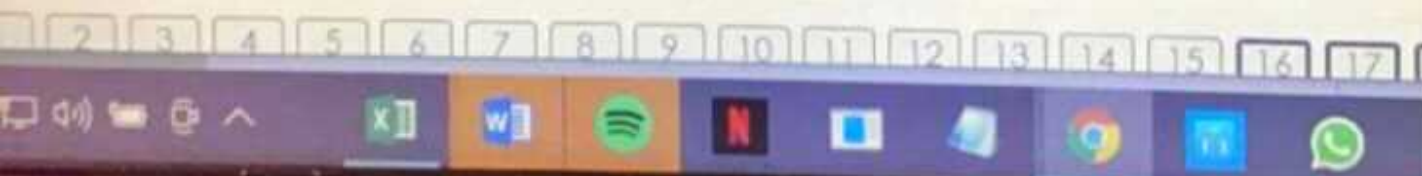
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- b. the bargaining power of buyers
- c. the threat of new entrants
- d. the bargaining power of suppliers

Clear my choice

Next page

Quiz navigation



Sameer interacts directly with the employees in the work area to identify problem areas. He works with various departments to obtain a holistic idea of the business. This type of direct supervision is an example of \_\_\_\_\_ control.

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- b. preventive
- c. management by walking around
- d. proactive

[Clear my choice](#)

**Question 7**

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- b. a star
- c. a dog
- d. a cash cow

[Clear my choice](#)**Question 8**

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[Clear my choice](#)



## Question 6

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Marked out of 1.00

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"No, Jack, you must start the timer after you lower the French fry basket into the fryer, not before."  
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- d. delayed corrective action

[Clear my choice](#)

[Next page](#)

Padico, Inc. has struggled to meet projected revenues for each of the past ten quarters. The firm hired Mark Adams to design a control system and offer suggestions to improve the firm's performance. Which of the following is a key activity that the proposed control system should perform?

- a. performance measurement
- b. organizational structuring
- c. organizational planning
- d. corporate governance

[Clear my choice](#)

Not yet answered  
Marked out of 1.00

Flag question

Time left 0:45:45

Freeda majored in marketing and really enjoyed studying market research as a subject. Through research on the Internet and in the university library, she discovers that this industry appears to have significant positive external trends. She interprets this as a(n) \_\_\_\_\_.

- a. strength
- b. weakness
- c. opportunity
- d. threat

[Clear my choice](#)

### Question 5

Not yet answered

Marked out of 1.00

Flag question

The goal for the sales team at the auto dealership was to sell one new car per day every day of the month. In August the team sold 33 cars. What should management do?

- a. Nothing. The deviation is insignificant.
- b. Celebrate. Any achievement beyond the goal is deserving of a celebration.
- c. Wait. See if the performance is duplicated next month before taking any action.
- d. Revise the goal. If the team sold more than the goal, obviously the goal is too low

[Clear my choice](#)

When used to connect with customers or to connect employees with co-workers in other locations, social media \_\_\_\_\_.

- a. provide a means for customers to order products online
- b. provide information for competitors that give them a competitive advantage
- c. can create a competitive advantage
- d. create distractions that can keep employees from being productive

[Clear my choice](#)

Question **24**

Not yet  
answered

Marked out of  
1.00

Flag  
question

At the end of every month, the accounting department submits a balance sheet, statement of profit and loss, and cash flow statement to the senior management team.

These are all \_\_\_\_\_.

- a. written reports
- b. oral reports
- c. statistical reports
- d. personal observations

[Clear my choice](#)

Next page

Voga Closet targets teenage girls with a range of affordable ready-to-wear clothing. The company is opening two new outlets, as sales have been excellent. Which of the following represents a strength for the company?

- a. Disposable income is rising and consumers will have more money to spend on clothes.
- b. A long-time competitor recently went out of business and Voga Closet can cut down on its advertising budget.
- c. Voga Closet has excess production capacity.
- d. The company's in-house designers have a knack for identifying and popularizing fashion trends.

[Clear my choice](#)

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- a. management by walking around
- b. preventive
- c. feedback
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[Clear my choice](#)

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- a. threat
- b. weakness
- c. strength
- d. opportunity

[Clear my choice](#)



Mr. Anton wants to formulate a plan that lays out general guidelines for his employees and leaves room for interpretation. Which of the following types of plans would best suit his requirement?

- a. specific
- b. informal
- c. standing
- d. directional

[Clear my choice](#)

Bayader Ceramics sells items it buys from ceramic factories. If it were to purchase one of these factories, it would be engaging in \_\_\_\_\_.

- a. concentrated integration
- b. horizontal integration
- c. forward vertical integration
- d. backward vertical integration

[Clear my choice](#)

Abeer is watching her new employee as he executes the steps in making French fries. Her purpose is to make sure he follows the instructions exactly as given. Abeer is using \_\_\_\_\_.

- a. personal observation
- b. statistical reports
- c. nonverbal feedback
- d. mentoring

[Clear my choice](#)

The top managers of the corporation are meeting to discuss how they will compete in their chosen markets and how they will attract and satisfy customers. These managers are discussing \_\_\_\_\_.

- a. strategy
- b. core competencies
- c. their competitive advantage
- d. the business model

[Clear my choice](#)

**Question 8**

Not yet answered

Marked out of 1.00

 Flag question


Which of the following is the last step in MBO?

- a. The organization's overall objectives and strategies are formulated.
- b. Successful achievement of objectives is reinforced by performance-based rewards.
- c. Action plans are implemented.
- d. Progress toward objectives is periodically reviewed, and feedback is provided.

[Clear my choice](#)**Question 9**

Not yet answered

Marked out of 1.00

 Flag question

Which of the following is one of the main advantages of using statistical reports as the source of information?

- a. Statistical reports can be used to obtain firsthand knowledge.
- b. Statistical reports provide unbiased information.
- c. Statistical reports are effective for showing relationships.
- d. Unfiltered information can be obtained using statistical reports.

[Clear my choice](#)

Bayader Ceramics sells items it buys from ceramic factories. If it were to purchase one of these factories, it would be engaging in \_\_\_\_\_.

- a. forward vertical integration
- b. horizontal integration
- c. backward vertical integration
- d. concentrated integration

[Clear my choice](#)

Every fast food hamburger restaurant chain wants you to believe their product is the best because it is stored or prepared uniquely. Each of these is pursuing a \_\_\_\_\_.

- a. differentiation strategy
- b. focus strategy
- c. low cost leadership strategy
- d. quality strategy

[Clear my choice](#)

## Question 10

Not yet answered

Marked out of 1.00

Flag question

Basel expects that each person he hires for his online business to be involved in studying trends involving new technology, competitors, and customers. These employees are involved in \_\_\_\_\_.

- a. industry analysis
- b. internal analysis
- c. customer analysis
- d. external analysis

[Clear my choice](#)

## Question 11

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- a. personal observation
- b. nonverbal feedback
- c. mentoring
- d. statistical reports

[Clear my choice](#)

## Question 12

\_\_\_\_\_ is the final step in the management process.

