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MANGMT 3000 Principles of Management

*** Previously Submitted Lesson Review ***
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Lesson Number: 1

Remember to print a copy of this preview and mark your answers before submitting the actual progress evaluation.

10 questions, 2 points each, 20 points total
Multiple-choice: Choose the one *best* answer.

1. _____ is the introduction of new goods and services.

- A. Success
- B. Strategic quality planning
- C. Innovation
- D. Competitive advantage
- E. Entrepreneurship

2. Which is a key management function?

- A. controlling
- B. planning
- C. researching
- D. both A and B
- E. A, B, and C

3. When Johnny Jack of Jack Enterprises realized his plan to increase sales levels among associates was not producing the results he desired, he took quick action to make necessary adjustments. Johnny was exercising the management function of

- A. planning.
- B. organizing.

- C. leading.
- D. controlling.
- E. communicating.

4.

_____ managers are typically concerned with the interaction between the organization and its external environment.

- A. Charismatic
- B. Top-level
- C. Middle-level
- D. Frontline
- E. Operational

5.

One of Karl Crowe's primary activities in his career as a supervisor at a leading company is creating opportunities for new growth in the business and developing non-management employees. Karl is most likely a(n)

- A. frontline manager.
- B. tactical manager.
- C. middle-level manager.
- D. top-level manager.
- E. administrative controller.

6.

Leading, which is a key management function, focuses on a manager's efforts to

- A. motivate employees.
- B. communicate with employees.
- C. help employees to perform well.

D. guide employees.

E. all of the above

7.

Managers can carefully monitor the performance of certain employees in order to detect potential lack of motivation and/or skill and take actions to help these employees. This is an example of the management function of

A. planning.

B. controlling.

C. leading.

D. organizing.

E. budgeting.

8.

Which type of manager is responsible for translating the general goals and plans developed for an organization into more specific activities?

A. operational manager

B. functional manager

C. activities manager

D. strategic manager

E. tactical manager

9.

Which skills do managers need?

A. interpersonal and communication, conceptual and decision making, and professional

B. technical, interpersonal and communication, and conceptual and decision making

C. professional, technical, and interpersonal and communication

D. conceptual and decision making, professional, and technical