

# Principles of Management Exam 1 with correct Answers

... Has become the new imperative, despite the need for companies to control costs in today's economy.

- A. Technology
- B. Outsourcing
- C. Innovation
- D. Communication
- E. Delegation - Answer- C. Innovation

One of the important ideas in the texts definition of management is:

- A. The management functions of planning, organizing, leading, and controlling.
- B. Attainment of societal goals.
- C. Effectiveness is more important than efficiency.
- D. Management is unique to for-profit organizations.
- E. Efficiency is more important than effectiveness. - Answer- A. The management functions of planning, organizing, leading, and controlling.

Which of the following is not a function of management?

- A. Plan
- B. Control
- C. Organize
- D. Lead
- E. Performance - Answer- E. Performance

Which of these is the use of influence to motivate employees to achieve organizational goals?

- A. Leading
- B. Controlling
- C. Organizing
- D. Planning
- E. Staffing - Answer- A. Leading

Tool Techies, Inc. uses phone surveys of customers to gather information about service and quality. This is an example of the management function of:

- A. Planning
- B. Technical skills
- C. Organizing
- D. Controlling
- E. Conceptual skills - Answer- D. Controlling

# Midterm Test Answers For Principles Of Management

**Ian Pickup**



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