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PREPARED BY
MARIA, ANNIE & KHADIJA
(with the assistance of team
members)

EDU 602 QUIZ 3&4

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Edu 602 final Quiz 3 And 4

Strategic plans are only made by top managers.

- 2. **Decision making** the process of selecting one alternative from among a number of alternatives available
- 3. Trial and error decisions is a play-safe method before committing to anything.
- 4. The long term outcome must be considered in making quick decisions
- 5. **Expert** power is closely related to a climate of trust.
- 6. **Reward** works for excellent performance through opportunities.
- 7. Coercive power may lead to temporary compliance by subordinates
- **8.** Fredrick Herzberg researched to determine the **effect of attitude on motivation**
- 9. **Job enlargement** refers to the basic changes in content and responsibilities of jobs as to satisfy higher motivational needs.
- 10. **Job enrichment** includes not only an increased variety of tasks, but also provides an employee with more responsibility and authority

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- 11. Productivity is low during the **forming** stage of team development.
- 12. **Monetary rewards** include increase in pay, profit sharing, bonuses, staff discounts, company shares, etc.
- 13. Jeffrey inspires leaders to seek **power** through evidence-based management
- 14. Bruner's first stage is **enactive**.
- 15. Experimental decisions involves certainty and assurance of the initial results before a final decision is made
- **16.** The plans that directly support the implementation of strategic plans are called **tactical** plans.
- 17. **Cognitive biases** the individual's thinking patterns based on his/ her observations and conclusions that may sometimes lead to false assumptions, wrong judgments, and faulty reasoning.
- **18. Planning** process of setting goals and courses of action, developing rules and procedures, and forecasting future outcomes.
- 19. **Goal**: A specific result to be achieved; the end result of a plan.
- 20. There are **three** levels of plans.
- 21. In the **processing phase**, we determine alternatives & evaluate for best option.
- 22. Group decisions are also known as **consensus**.
- 23. When a bank robber points a gun at a bank employee, his base of power is coercive.
- **24.** Manager chooses inappropriate goals to pursue, but make good use of resources to achieve these goals **high efficiency and high effectiveness**.
- 25. **Job enlargement** increases the variety of tasks a job includes
- 26. There are three types of organizational control.
- 1. Feed-forward 2. Concurrent 3. Feedback
- 27. Managers need to measure progress, offer feedback and direct their teams to succeed.

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- **28.** Regulatory process that directs the activities of an organization to achieve anticipated goals and standards. **Management control.**
- 29. Input Standards measure work efforts that go into a performance task.
- 30. Storming characterized by competition and strained relationships among team members.
- 31. Motivation is the drives within a person that account for the degree, direction and persistence of the effort spent at work
- 32. **Budgeting** is more of a bargaining game to acquire additional funding and less of a planning tool.
- **33.** The group formed by an organization to accomplish narrow range of purposes within a specified time are **formal groups.**
- 34. The manager's primary tool for determining whether instructions have been understood and accepted is: **feedback**.
- 35. Of the following, which is a purpose not served by communication in organizations'? Coordination of actions Sharing of information Satisfaction of social needs
- d. All of the above are purposes served by communication.
- 36. there are two ways of Comparing Results with Objectives and Standards.

Historical / relative and Benchmarking

Jeffery inspires leaders to seek power through evidence-based management.

- 37. **Informal Groups** Voluntarily or spontaneously formed by its members rather than by the organization.
- 38. The main component of the communication model includeall of the following except **premack principle.**
- 39. **Financial Budget** includes cash budget, financial statement, projections other than P&L account

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- 40. **Operational Budget** provides all the info necessary to prepare a budgeted P&L account
- 41. **Performance Reports** provide tools for monitoring and measuring success of the budget
- 42. budgeting is an important part of planning
- 43. Forming is the first stage of the team development
- 44. Storming is the second stage of the team development
- 45. Norming is the third stage of the team development
- 46. Performing is the fourth stage of the team development
- 47. Transforming is the last stage of the team development
- 48. Effectiveness can be viewed in three ways.
- 49. **Dysfunctional Conflict** acts as a barrier to the performance of the group and frustrates the objectives of the org.
- 50. budget formulation has four basic steps.

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- 51. Conflict Awareness Model 1 can be classified in four groups
- 52. False conflict Occurs when people have common interests, but antagonistic behavior.
- 53. Open conflict Occurs when people who have different interests demonstrate it with antagonistic behaviors.
- 54. Latent conflict When people have different interests, but do not respond with antagonistic behavior
- 55. **No conflict** Occurs when people have common interests and compatible behavior 56. **Human Relations View** Was popular from 1940's to 1970's.
- 57. **Interpersonal conflict** refers to a conflict between two individuals.
- 58. Efficiency refers to the relationship of inputs and outputs relevant to the use of resources.
- 59. Economy is defined as "minimizing the cost of resources used for an activity having regard to the appropriate quality"
- 60. Finance management have broad term that defines two related activities.
- 61. Daniel Katz (1965), identified three sources of conflict.
- 62. a group with a common objective and one purpose is called a team.
- 63. **Functional Conflict** supports the goals of a group its presence within the organization actually improves performance.
- 64. A conflict is **more** than a mere disagreement it is a situation in which people perceive a threat (physical, emotional, power, status, belief system, etc.) to their wellbeing.
- 65. Forcing also known as competing.
- 66. **Smoothing** also known as accommodating.
- 67. **Budget Monitoring** is the continuous process by which we ensure the Action plan is achieved, in terms of expenditure and income.
- 68. Win-Win (Collaborating) Also known as problem confronting or problem solving.
- Download More Quizzes Files From 69. Value conflict involves incompatibility in ideologies the preferences, principles and practices that people believe in.
- 70. **Power conflict** when each party wishes to maintain or maximize the amount of influence that it exerts in the relationship

- 71. **Psychological biases** Decision makers do not always behave in an objective manner in the way they gather, evaluate, and apply information in making their choices
- 72. Hierarchy and market focus on stability.
- 73. Pattern of shared values and beliefs that produce certain norms of behavior is called organizational culture.
- 74. Successful organizations simultaneously take up two types of planned change
- 75. John Kotter (1996) has outlined an eight-step model for effective change efforts.
- 76. John Kotter (1996) has outlined an eight-step model for effective change efforts. 77. **Organizational Leadership** represents the managerial style of the organisation's senior executives
- 78. **Organizational Structure** defines the levels of hierarchy, the degree of rules and regulations and where decisions are made.
- 79. Factors that cause stress are called "Stressors"
- 80. **Intergroup conflict** When misunderstanding arises among different teams within an org.
- ,81. "A situation that arises when one party perceives that another party has negatively affected, or is about to negatively affect, something that the first party cares about" is called conflict.
- 82. Budgetary factors are of two types, resources and goals.
- 83. **Restrict Expenditure** develop ability to limit how much money is spent on certain operations. Strategic plans are only made by **top managers**.