

## MBA ENTRANCED EXAM

### Question 1

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Management is \_\_\_\_\_ oriented activity

- a) People
- b) Cost
- c) Technology
- d) Price
- e) No answer is correct

### Question 2

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Management consists of all functions, **EXCEPT ONE**:

- a) creating corporate policy
- b) organizing
- c) recruiting
- d) directing
- e) No answer is correct

### Question 3

Which term is **NOT** included in the Four Ps of Marketing

- a) Price
- b) Place
- c) Plan
- d) Product
- e) No answer is correct

### Question 4

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Which term is **NOT** included in the extended 7 P's of Marketing?

- a) People
- b) Processes
- c) Physical Evidence
- d) Payment
- e) No answer is correct

### Question 5

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Organization is a social unit of people that is structured and managed to meet a need or to pursue \_\_\_\_\_

- a) Collective goals.
- b) The needs of general manager
- c) Increasing of the income
- d) Reducing the cost of production
- e) No answer is correct

### Question 6

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Forecasting is the process of estimation in \_\_\_\_\_ situations.

- a) Known
- b) Unknown
- c) Possible
- d) Certain
- e) No answer is correct

### Question 7

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The successful business manager does \_\_\_\_\_ first

- a) Purchasing
- b) Organizing
- c) Forecasting
- d) Pricing
- e) No answer is correct

### Question 8

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Businessman or manager has to go through the key areas which can affect a business. It includes those which are out of the firm's control and those under the firm's control such as costs, prices, \_\_\_\_\_ and product development.

- a) Fiscal policy
- b) Unemployment
- c) Labor market
- d) Profit
- e) No answer is correct

### Question 9

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All organizations have certain common features: *people* who work \_\_\_\_\_ and *co-operate* in order to reach *a specific set of goals*.

- a) Separately
- b) Together
- c) Under supervising
- d) In various departments
- e) No answer is correct

### Question 10

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Manager is \_\_\_\_\_ in decision making

- a) not free
- b) vulnerable
- c) free
- d) Impulsive
- e) No answer is correct

### Question 11

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The modern management requires the interrelationship between business and \_\_\_\_\_

- a) People
- b) Government
- c) Society
- d) Competitors
- e) No answer is correct

### Question 12

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Which of these Managers would be **least** likely to be considered in an operations management role within an organization?

- a) Production Manager
- b) Reservations Manager
- c) Financial Risk Manager
- d) Quality Manager
- e) No answer is correct

### Question 13

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Which of these would an operations manager **not** be responsible for?

- a) Safety and maintenance
- b) Sales and marketing
- c) Selecting suppliers
- d) Recruiting employees
- e) No answer is correct

### Question 14

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The main objective of a commercial company is

- a) To increase revenue
- b) To minimize costs
- c) To maximize profit
- d) Performance increasing
- e) No answer is correct

### Question 15

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There are 5 basic organizational forms, simple, functional, divisional, conglomerate and \_\_\_\_\_?

- a) hybrid
- b) complex
- c) corporate
- d) hierarchical
- e) No answer is correct

### Question 16

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Organizing budget hotels within a chain by geographical location is an example of which type of organizational form?

- a) Conglomerate
- b) Hybrid
- c) Simple
- d) Divisional
- e) No answer is correct

### Question 17

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The development of a \_\_\_\_\_ philosophy has helped management to realize that the actual goal of the organization lies outside the organization itself, namely in the market.

- a) Strategic
- b) Managerial
- c) Marketing
- d) Business
- e) No answer is correct

### Question 18

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Which activity is **NOT** included in three important functions of a board of directors of a diversified company:

- a) The board provides advice and counsel.
- b) The board serves as a source of discipline.
- c) The board acts in crisis situations.
- d) The board provides the rate of profit
- e) No answer is correct

### Question 19

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The task of top management in the organization is to give content to the relationships between the organization and the \_\_\_\_\_ and the wider societal environment

- a) custom officials
- b) tax department
- c) market
- d) competitors
- e) No answer is correct

### Question 20

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If you know HOW to do [something], you always will have a job. But, if you know \_\_\_\_\_ to do you will be manager

- a) Why
- b) When
- c) Where
- d) What
- e) No answer is correct

### Question 21

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Finance manager had wage 1000 GEL. After one month his salary has been increased on 50%. But, sometimes later his salary has been reduced on 50%. Now his salary is:

- a) 1000 GEL
- b) 750 Gel
- c) 1250 GEL
- d) 950 GEL
- e) No answer is correct

### Question 22

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The costs of a company for producing of the goods were 10,000 GEL.  
After one month the costs have been reduced on 50%. But, sometimes later the costs have been increased again on 50%. Now the costs are

- a) 10,000 GEL
- b) 7,500 Gel
- c) 12,500 GEL
- d) 9,500 GEL
- e) No answer is correct

### Question 23

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Probability of impossible event is

- a) 0,001
- b) -1
- c) 0,5
- d) 1
- e) No answer is correct

### Question 24

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Probability of any event is

- a) Less than 0
- b) More than 1
- c) Between 0 and 1
- d) Between 0 and 100%
- e) No answer is correct

### Question 25

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Probability of certain event is

- a) 0
- b) 1
- c) 10
- d) 100
- e) No answer is correct

### Question 26

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In probability and statistics, population **mean** and \_\_\_\_\_ value are used synonymously to refer to one measure of the central tendency either of a probability distribution or of the random variable characterized by that distribution.

- a. Maximum
- b. Expected
- c. Minimum
- d. Central
- e. No answer is correct

### Question 27

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The standard deviation is a statistic that measures the \_\_\_\_\_ of a dataset relative to its mean.

- a) Maximum value
- b) Minimum value
- c) Dispersion
- d) Percentage
- e) No answer is correct

### Question 28

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The two main techniques to forecasting are \_\_\_\_\_ and \_\_\_\_\_

- a) Qualitative and Quantitative
- b) Historical and Quantitative
- c) Judgemental and Historical
- d) Qualitative and Judgemental
- e) No answer is correct

### Question 29

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Strategy is **NOT**

- a) a management tool for achieving strategic targets
- b) an Ongoing Process
- c) the job of CEO (Chief Executive Officer)
- d) a motto of a company
- e) No answer is correct

### Question 30

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Strategic manager's job is NOT

- a) to read the winds of change
- b) To check cash flow of the company
- c) to recognize significant changes early,
- d) to capitalize on events as they going
- e) No answer is correct

### Question 31

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Revenue management is a technique often used by hotels and airlines to manage demand. It is also known as \_\_\_\_\_?

- a) Level capacity
- b) Demand management
- c) Chase demand
- d) Yield management
- e) No answer is correct

### Question 32

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The \_\_\_\_\_ process commences at corporate level. Here the organization sets out its overall mission, purpose, and values.

- a) researching
- b) strategic planning
- c) controlling
- d) managing
- e) No answer is correct

### Question 33

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A statement about what an organization wants to become, which sets out an organization's future, is referred to as:

- a) mission.
- b) values.
- c) organisational goals.
- d) vision.
- e) No answer is correct



### Question 34

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A statement that sets out what the organization wishes to achieve in the long term is referred to as:

- a) mission.
- b) vision.
- c) values.
- d) strategic context.
- e) No answer is correct

### Question 35

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Organizational values are important because they:

- a) help shape mission statements.
- b) help increase sales.
- c) help guide behaviour and the recruitment and selection decisions.
- d) help define market research.
- e) No answer is correct

### Question 36

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Large organizations create \_\_\_\_\_, which assume the role of a separate company and create their own strategies and plans in order to achieve their corporate goals and contribution to the overall organization.

- a) marketing objectives
- b) strategic business units
- c) marketing activities
- d) business development units
- e) No answer is correct

### Question 37

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The Strategic Marketing Planning process consists of a series of logical steps and these steps can be aggregated into four phases. Which of the following is **not** included in the phases of the strategic marketing planning?

- a) Defining marketing strategy.
- b) Setting the right mission and corporate goals.
- c) Reviewing the current situation.
- d) Formulating strategy.
- e) No answer is correct

### Question 38

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SWOT is an acronym for:

- a) strategy, working, opinion, tactics.
- b) strengths, weaknesses, opportunities, threats.
- c) strategy, work, openness, toughness.
- d) strategy, weakness, opinions, tactics.
- e) No answer is correct

### Question 39

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In SWOT analysis, situations where organizations are able to convert weaknesses into strengths and threats into opportunities, are called:

- a) strategic windows.
- b) strategic leverage.
- c) conversion strategies.
- d) Vulnerability.
- e) No answer is correct

### Question 40

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This is something that at some time in the future may destabilize and/or reduce the potential performance of the organization.

- a) Threat.
- b) Strength.
- c) Weakness.
- d) Opportunities.
- e) No answer is correct

### Question 41

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\_\_\_\_\_ is the process that helps managers understand the nature of the industry, the way firms behave competitively within the industry, and how competition is generally undertaken.

- a) Market needs analysis
- b) Portfolio analysis
- c) Strategic market analysis
- d) Organizational analysis
- e) No answer is correct

### Question 42

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Economic resources \_\_\_\_\_

- a) Are always fixed
- b) Can never decrease
- c) Always increase over time
- d) Are limited in general
- e) No answer is correct

### Question 43

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Human wants are:

- a) Always fixed
- b) Limited
- c) Unlimited
- d) Likely to decrease over time
- e) No answer is correct

### Question 44

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Which one of the following is **NOT** one of the basic economic questions?

- a) What to produce
- b) Who to produce for
- c) How to produce
- d) How to minimize economic growth
- e) No answer is correct

### Question 45

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The basic economic problems will **NOT** be solved by:

- a) Market forces
- b) Government intervention
- c) A mixture of government intervention and the free market
- d) The creation of unlimited resources
- e) No answer is correct

### Question 46

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The free market involves:

- a) The free provision of products
- b) The subsidising of products by the government
- c) Market forces of supply and demand not controlled by government
- d) All trade via barter
- e) No answer is correct

### Question 47

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A mixed economy:

- a) Allocates resources via supply but not demand
- b) Allocates resources via demand but not supply
- c) Allocates resources via supply and demand
- d) Allocates resources via market forces and government intervention
- e) No answer is correct

### Question 48

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Which of the following is **NOT** likely to be true in a command economy?

- a) Businesses may pursue social objectives
- b) The profits of a business belong to the government
- c) Resources are allocated by government directives
- d) Market forces determine what is produced and who receives the products
- e) No answer is correct

### Question 49

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The public sector includes:

- a) Investors owning companies
- b) Government ownership of assets
- c) Market forces of supply and demand
- d) Private enterprise
- e) No answer is correct

### Question 50

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Which of the following is a normative statement in economics?

- a) More spending by the government reduces poverty
- b) Higher taxes lead to less desire to work
- c) The Georgian economy is growing fast relative to other countries of the Region
- d) The government should concentrate on reducing unemployment
- e) No answer is correct

### Question 51

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Deflation is the general decline in prices for goods and services occurring when the inflation rate \_\_\_\_\_

- a) Falls below 3% up to 0%
- b) Is fixed during 1 year around 3%
- c) Is fixed during 1 month around 3%
- d) falls below 0%.
- e) No answer is correct

### Question 52

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An increase in price, all other things unchanged, leads to:

- a) Shift demand outwards
- b) Shift demand inwards
- c) A contraction of demand
- d) An extension of demand
- e) No answer is correct

### Question 53

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Businessman or manager has to go through the key areas which can affect business. These are: fiscal and monetary policy, population levels and the \_\_\_\_\_; and those under the firm's control.

- a) Cost of production
- b) Price
- c) Labor market;
- d) Profit.
- e) No answer is correct

### Question 54

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Inflation:

- a) Reduces the cost of living
- b) Reduces the standard of living
- c) Reduces the price of products
- d) Reduces the purchasing power
- e) No answer is correct

### Question 55

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An increase in costs will:

- a) Shift aggregate demand
- b) Shift aggregate supply
- c) Reduce the natural rate of unemployment
- d) Increase the productivity of employees
- e) No answer is correct

### Question 56

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The effects of inflation on the price competitiveness of a country's products may be offset by:

- a) An appreciation of the currency
- b) A revaluation of the currency
- c) A depreciation of the currency
- d) Lower inflation abroad
- e) No answer is correct

### Question 57

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In a recession and economic crisis:

- a) Unemployment is likely to raise
- b) Prices are likely to raise
- c) Demand is likely to raise
- d) Imports are likely not to change
- e) No answer is correct

### Question 58

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In the short run unemployment may fall below the natural rate of unemployment if:

- a) Nominal wages have risen less than inflation
- b) Nominal wages have risen at the same rate as inflation
- c) Nominal wages have risen more than inflation
- d) Nominal wages have risen less than unemployment
- e) No answer is correct

### Question 59

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Economic growth can be measured by:

- a) The CPI - The consumer price index
- b) CBI - Confidential Business Information
- c) GDP - Gross domestic product
- d) MPC - 'Marginal Propensity To Consume
- e) No answer is correct

### Question 60

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In a boom:

- a) Unemployment is likely to fall
- b) Prices are likely to fall
- c) Demand is likely to fall
- d) Imports are likely to fall
- e) No answer is correct

### Question 61

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In a recession, GDP:

- a) Grows negatively
- b) Grows slowly
- c) Grows by 0%
- d) Grows rapidly
- e) No answer is correct

### Question 62

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The economic cycle is measured by

- a) CPT -Common Proficiency Test
  - b) RPI – Retail price index measure of inflation in the United Kingdom
  - c) GDP- Gross domestic product
  - d) Kondratiev wave
  - e) No answer is correct
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### Question 63

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A government is most likely to use a reflationary policy.

- a) In a recession
- b) In a boom
- c) When there is fast GDP growth
- d) When prices are increasing fast
- e) No answer is correct

### Question 64

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In microeconomics “**supply and demand**” is \_\_\_\_\_ model of price determination in a market.

- a) A Statistician
- b) An Economic
- c) A Mathematical
- d) A Financial
- e) No answer is correct

### Question 65

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The “**invisible hand**” is a term used by \_\_\_\_\_ to describe the unintended social benefits of an individual's self-interested actions.

- a) Adam Smith
- b) John Keynes
- c) Milton Friedman
- d) David Ricardo
- e) No answer is correct



### Question 66

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The socially optimal rate of growth is:

- a) Zero
- b) Negative
- c) Where the marginal social benefit = the marginal social cost
- d) Total social costs are minimized
- e) No answer is correct

### Question 67

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Inflation is the rate at which the general level of prices for goods and services is rising and, consequently, the \_\_\_\_\_ is falling.

- a) purchasing power of currency
- b) wage of employees
- c) revenue of business companies
- d) cost of production
- e) No answer is correct

### Question 68

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The output gap is:

- a) The difference between this year's and last year's output
- b) The difference between this year's and next year's output
- c) The difference between actual and potential output
- d) The difference between actual and expected outputs
- e) No answer is correct

### Question 69

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Operations Management is a \_\_\_\_\_ process.

- a) translation
- b) transformation
- c) transaction
- d) transition
- e) No answer is correct

**Question 70**

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The size of the product range or number of services offered is called \_\_\_\_\_?

- a) variability
- b) validity
- c) variety
- d) variation
- e) No answer is correct

**Question 71**

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The extent to which a product or service may be customized is called \_\_\_\_\_?

- a) variability
- b) validity
- c) variety
- d) variation
- e) No answer is correct

**Question 72**

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In which of the four stages in a project would you determine the work activities required?

- a) Scoping
- b) Planning
- c) Implementation
- d) Evaluation
- e) No answer is correct

**Question 73**

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In which of the four stages in a project would you carry out the agreed tasks?

- a) Scoping
- b) Planning
- c) Implementation
- d) Evaluation
- e) No answer is correct

### Question 74

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Activities can be drawn in a hierarchical structure called a: \_\_\_\_\_?

- a) Work allocation structure (WAS)
- b) Work breakdown structure (WBS)
- c) Work control structure (WCS)
- d) Work detail structure (WDS)
- e) No answer is correct

### Question 75

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Deflation happens naturally when the money supply of an economy is

- a) Increased
- b) Varied
- c) Fixed.
- d) Not fixed
- e) No answer is correct

### Question 76

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Analysing the potential risks in a project is called \_\_\_\_\_?

- a) Risk aversion
- b) Risk evaluation
- c) Risk avoidance
- d) Risk assessment
- e) No answer is correct

### Question 77

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A system to ensure that an organization can return to work after a crisis is called \_\_\_\_\_?

- a) Crisis continuation planning
- b) Business delivery planning
- c) Business continuity planning
- d) Crisis avoidance planning
- e) No answer is correct

**Question 78**

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What do the initials NPD stand for?

- a) Novel Product Design
- b) New Process Design
- c) New Product Development
- d) Novel Process Development
- e) No answer is correct

**Question 79**

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What do the initials NSD stand for?

- a) Novel Service Design
- b) New Service Development
- c) New Series Design
- d) New Series Development
- e) No answer is correct

**Question 80**

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The development of a novel idea is called \_\_\_\_\_?

- a) Innovation
- b) Modification
- c) Invention
- d) Improvement
- e) No answer is correct

**Question 81**

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A change which is created through a series of small improvements is called \_\_\_\_\_ innovation?

- a) Step change
- b) Disruptive
- c) Radical
- d) Incremental
- e) No answer is correct

**Question 82**

A facelift for an existing brand or product is known as which type of innovation?

- a) Modification
- b) Restaging
- c) New product
- d) Invention
- e) No answer is correct

**Question 83**

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The four stages of a new product or new service development process are: formulate ideas, decide on whether to proceed, evaluate the outcome and \_\_\_\_\_?

- a) Screen the ideas
- b) Business analysis
- c) Test the design
- d) Launch the product
- e) No answer is correct

**Question 84**

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Which of these would require a formal approach to innovation?

- a) A product restaging
- b) A product where a licence or patent is possible
- c) Competitors are actively innovating
- d) A product which is largely based on existing products
- e) No answer is correct

**Question 85**

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Which of these would help to encourage dynamic innovation within an organization?

- a) A bureaucratic culture
- b) An organizational culture
- c) Involvement of external consultants
- d) Deregulated markets
- e) No answer is correct

### Question 86

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Kaizen means \_\_\_\_\_?

- a) Radical innovation
- b) Step change innovation
- c) Open innovation
- d) Continuous improvement
- e) No answer is correct

### Question 87

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Continuous improvement is primarily concerned with which of these criteria?

- a) Cost
- b) Quality
- c) Flexibility
- d) Dependability
- e) No answer is correct

### Question 88

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Please fill in the following sentence:

Successful managers have various skills, among them one of the most important is:

\_\_\_\_\_ power.

- a) Achievement
- b) Planning
- c) Purchasing
- d) Designing
- e) No answer is correct

### Question 89

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Before improvements can be made to a process, there need to be clear procedures and agreed working practices established. These are normally in a written form, called

\_\_\_\_\_?

- a) Continuous Improvement Procedures
- b) Process Control Procedures
- c) Standard Operating Procedures
- d) Quality Improvement Procedures
- e) No answer is correct

### Question 90

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The improvement tool whereby a list of the most common faults in the process is analysed and then arranged in order of highest occurrence first is called \_\_\_\_\_

- a) Brainstorming
- b) Pareto analysis
- c) Balanced Scorecard
- d) Quality circle
- e) No answer is correct

### Question 91

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The improvement technique where a number of ideas are put forward before deciding on a final idea is called \_\_\_\_\_?

- a) Brainstorming
- b) Pareto analysis
- c) Balanced Scorecard
- d) Quality circle
- e) No answer is correct

### Question 92

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Comparing a firm's performance measurement against major competitors is known as \_\_\_\_\_?

- a) Brainstorming
- b) Benchmarking
- c) Balanced Scorecard
- d) Quality circle
- e) No answer is correct

### Question 93

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Indicate **NOT** correct definition of a mission statement

- a) A mission statement establishes the organization's future course and outline
- b) A mission statement is profit seeking
- c) A mission statement is Declaration of reasons – why does act this business
- d) A mission statement defines business goals, philosophy, values.
- e) No answer is correct

### Question 94

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A technique for getting ideas for innovation and improvement from other sources outside of an organization, is called \_\_\_\_\_

- a) Balanced Scorecard
- b) Brainstorming
- c) Benchmarking
- d) Open Innovation
- e) No answer is correct

### Question 95

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Mission is precise characteristics of long-term goals \_\_\_\_\_

- a) Difference from others
- b) Similar to others
- c) Better than others
- d) Stronger than others
- e) No answer is correct

### Question 96

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In a materials processing operation, the effective capacity of a machine is defined as \_\_\_\_\_?

- a) the minimum output per given time.
- b) the aggregate annual output.
- c) the theoretical maximum output in a given time.
- d) the most likely output in a given time.
- e) No answer is correct

### Question 97

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Machine utilization can be calculated by dividing \_\_\_\_\_.

- a) Effective capacity by Design capacity
- b) Achieved capacity by Design capacity
- c) Achieved capacity by Effective capacity
- d) Design capacity by Achieved capacity
- e) No answer is correct



### Question 98

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Machine efficiency is calculated by dividing \_\_\_\_\_.

- a) Effective capacity by Design capacity
- b) Achieved capacity by Design capacity
- c) Achieved capacity by Effective capacity
- d) Design capacity by Achieved capacity
- e) No answer is correct

### Question 99

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What additional factor does Overall Equipment Effectiveness take into account which makes it more meaningful than efficiency or utilization?

- a) Flexibility
- b) Speed
- c) Cost
- d) Quality
- e) No answer is correct

### Question 100

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Please fill in the following sentence:

According to Milton Friedman “We economists know **how to create a deficit**. If you want to create a deficit, for example, tomatoes, you just need to -----  
.Instantly you will have a shortage of tomatoes”.

- a) to produce huge quantity of tomatoes
- b) to take a law that retailers can't sell tomatoes for more than two cents per pound
- c) To produce inferior tomatoes
- d) to increase the export of tomatoes
- e) No answer is correct

## **Literature for the entrance exam of MBA**

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