1/ The initial development or creation of the proposition/model/business/formation/etc:

1. Courtship
2. go-go
3. infancy
4. adolescence

2/ After launch - start of active trading:

1. go-go
2. infancy
3. prime
4. adolescence

3/ The business or organisation at its fittest, healthiest and most competitive, popular and profitable:

1. go-go
2. infancy
3. prime
4. adolescence

4/ Still effective, popular, can still be very profitable, but beginning to lose leading edge - vulnerability creeping in maybe:

1. Prime
2. Stability
3. Adolescence
4. Aristocracy

5/ Strong by virtue of market presence and consolidated accumulated successes, but slow and unexciting, definitely losing market share to competitors and new technologies, trends, etc:

1. Prime
2. Stability
3. Adolescence
4. Aristocracy

6/ Inward-focused administration, cumbersome, seeking exit or divestment, many operating and marketing challenges

1. aristocracy
2. recrimination
3. bureaucracy
4. death

7/ Which role is the easiest to develop?

1. P
2. A
3. E
4. I

8/ Without P function an organization loses

1. Profit
2. Sales
3. Innovation
4. Integration

9/ Without A function an organization loses

1. Profit
2. Sales
3. Innovation
4. Integration

10/ Without I function an organization loses

1. Profit
2. Sales
3. Innovation
4. Integration

11/ Without E function an organization loses

1. Profit
2. Sales
3. Innovation
4. Integration

12/ Chose the slow functions

1. P
2. A
3. E
4. I

13/ What are the causes of deadwood?

1. Laziness
2. old age
3. inability
4. changes

14/ Means capability to Punish and/or Reward.

1. Influence
2. authority
3. power

15/ What are the causes of conflict?

1. Diversity of styles
2. Diversity of interest
3. Problems
4. Behaviour

16/ The trust is (choose right)

1. Learn
2. Communicate
3. Serve
4. Cooperate

17/ The respect is

1. Learn

2. Communicate

3. Serve

4. Cooperate

18/ Choose short-run functions

1. Marketing
2. Sales
3. R&D
4. Process Engineering
5. Production/ Operations
6. Finance
7. Accounting
8. IT
9. Legal
10. HRD
11. HR Admin.

19/ Choose long-run functions

1. Marketing

2. Sales

3. R&D

4. Process Engineering

5. Production/ Operations

6. Finance

7. Accounting

8. IT

9. Legal

10. HRD

11. HR Admin.

20/ The activity of attaining short term or immediate results

1. Producing
2. Administrating
3. Entrepreneuringis
4. Integrating

21/ The activity of minimizing waste in ongoing activities.

1. Producing
2. Administrating
3. Entrepreneuringis
4. Integrating

22/ The activity of seeking out and recognizing new opportunities or new orientations to the environment

1. Producing
2. Administrating
3. Entrepreneuringis
4. Integrating

23/ The activity of coordinating shared attention and identification.

1. Producing
2. Administrating
3. Entrepreneuringis
4. Integrating

24/ “obtaining results which somebody needs” is

Efficiency

Effectiveness

Sales

Profit

25/ “conducting activities with minimal waste” is

Efficiency

Effectiveness

Sales

Control

26/ People are inherently lazy, dislike work, and would prefer to get as much as they possibly can from a work relationship while giving as little as possible is believed in

Classical  managerial strategy

Human Relations managerial strategy

High Involvement

27/ This managerial strategy tries to control all it’s employees and feels if they don’t, the employees won’t work or perform their duties.

Classical  managerial strategy

Human Relations managerial strategy

High Involvement managerial strategy

28/ Managerial strategy attempts to appeal to employees social needs, since they believe that employees dislike work

Classical  managerial strategy

Human Relations managerial strategy

High Involvement managerial strategy

29/ This strategy tries to create a relationship with their employees by being stern but fair, and allows peer relationships in the workplace, in hopes of a happier and more loyal workforce

Classical  managerial strategy

Human Relations managerial strategy

High Involvement managerial strategy

30/ It believes that employees can actually enjoy work and be motivated if jobs are properly structured

Classical  managerial strategy

Human Relations managerial strategy

High Involvement managerial strategy

31/ It mentions that people are motivated by “…needs for interesting work, challenge, autonomy, personal growth, and professional development, and that employees can exercise self-control if the organization provides these conditions while treating employees fairly and equitably”

Classical  managerial strategy

Human Relations managerial strategy

High Involvement managerial strategy

32/ According to Miles and Snow typology of strategies Prospector

Protects current markets, maintains stable growth, serves current customers

Is innovative and growth oriented, searches for new markets and new growth opportunities, encourages risk taking

No clear strategy, reacts to changes in the environment, drifts with events Maintains current markets and current customer satisfaction with moderate emphasis on innovation

33/ According to Miles and Snow typology of strategies Defender

Protects current markets, maintains stable growth, serves current customers

Is innovative and growth oriented, searches for new markets and new growth opportunities, encourages risk taking

No clear strategy, reacts to changes in the environment, drifts with events Maintains current markets and current customer satisfaction with moderate emphasis on innovation

34/ According to Miles and Snow typology of strategies Analyzer

Protects current markets, maintains stable growth, serves current customers

Is innovative and growth oriented, searches for new markets and new growth opportunities, encourages risk taking

No clear strategy, reacts to changes in the environment, drifts with events

Maintains current markets and current customer satisfaction with moderate emphasis on innovation

35/ According to Miles and Snow typology of strategies Reactor

Protects current markets, maintains stable growth, serves current customers

Is innovative and growth oriented, searches for new markets and new growth opportunities, encourages risk taking

No clear strategy, reacts to changes in the environment, drifts with events

Maintains current markets and current customer satisfaction with moderate emphasis on innovation