

MGT611 Business & Labor Law

Composed By Faheem Saqib

A Mega file of Final term Papers

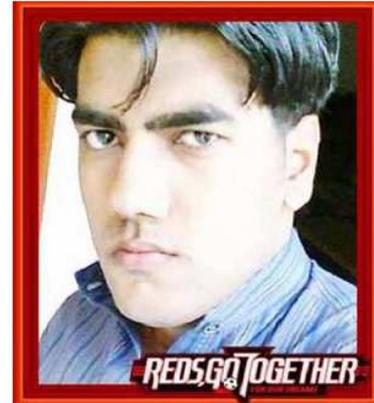
And Solved Current Quizzes

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**FINAL TERM EXAMINATION
Spring 2010
MGT611 Business & Labor Law (Session - 2)**

Ref No: 1381206

Time: 90 min

Marks: 55

Student Info	
StudentID:	BC090403558
Center:	OPKST
ExamDate:	08 Aug 2010

Question No: 1 (Marks: 1) - Please choose one

Which one of the following is the process of focusing on the stimuli that are important, large and intense?

- ▶ Retrieve information
- ▶ Positive reinforcement
- ▶ **Overt perception**
- ▶ Perceptual selection

Question No: 2 (Marks: 1) - Please choose one

All are the characteristics of the group EXCEPT:

- ▶ Share common goals
- ▶ **One sided interaction**
- ▶ Belonging to the group
- ▶ Define themselves as members

Question No: 3 (Marks: 1) - Please choose one

People of a religious sect, neighborhood, same caste and same profession are members of:

- ▶ **In group**
- ▶ Out group
- ▶ Emergent group
- ▶ Secondary group

Question No: 4 (Marks: 1) - Please choose one

A good contributor to positive attitudes is:

- ▶ Pessimism
- ▶ **Optimism**
- ▶ Being a millionaire
- ▶ Low job satisfaction

Question No: 5 (Marks: 1) - Please choose one

According to the need theory of motivation, unsatisfied needs motivate us until they:

- ▶ **Become satisfied**
- ▶ Become frustrated
- ▶ Lead to working hard
- ▶ Lead to self-esteem

Question No: 6 (Marks: 1) - Please choose one

A major purpose of feedback is to tell a person:

- ▶ How well he or she communicates the true self
- ▶ **How well he or she has performed**
- ▶ The difference between right and wrong
- ▶ When it is time to enhance self-esteem

Question No: 7 (Marks: 1) - Please choose one

A person who develops a strong work ethic will automatically:

- ▶ **Be strongly motivated**
- ▶ Be qualified for a supervisory position
- ▶ Behave in a highly ethical manner
- ▶ Develop a learning-goal orientation

Question No: 8 (Marks: 1) - Please choose one

People most likely to be creative when they are motivated primarily by the:

- ▶ Potential financial reward for being creative
- ▶ Satisfaction and challenge of the work itself

- ▶ **Fear of job loss for not being creative**
- ▶ Opportunity to obtain creative idea

Question No: 9 (Marks: 1) - Please choose one

Intrinsic motivation contributes to creativity because it:

- ▶ **Satisfies the need for recognition and other awards**
- ▶ Helps the problem-solver conform to the right way of thinking
- ▶ Provides the facts needed for creativity
- ▶ Enables the problem-solver to streamline the task

Question No: 10 (Marks: 1) - Please choose one

All of the following are examples of self defeating behaviors EXCEPT:

- ▶ Fear of intimacy
- ▶ Fear of rejection
- ▶ Losing temper
- ▶ **Proactive**

Question No: 11 (Marks: 1) - Please choose one

A person can get benefit from criticism to overcome self defeating attitude by:

- ▶ **See yourself at a distance**
- ▶ Ask for clarification and specifics
- ▶ Decide on a response
- ▶ All of the given options

Question No: 12 (Marks: 1) - Please choose one

Unwanted behaviors between males and females at workplaces defined as:

- ▶ **Gender-based harassment**
- ▶ Gender discrimination
- ▶ Gender bias
- ▶ Harassment

Question No: 13 (Marks: 1) - Please choose one

Conflict at work place and family can reduce through all of the following EXCEPT:

- ▶ Flexible work schedules
- ▶ Dependent-care programs
- ▶ Compassionate attitudes toward individual needs
- ▶ **Conservative attitude**

Question No: 14 (Marks: 1) - Please choose one

When working to achieve a win-win solution to a conflict, it is most effective to use:

- ▶ Competition
- ▶ Confrontation and problem solving
- ▶ **Compromise**
- ▶ Forcing

Question No: 15 (Marks: 1) - Please choose one

The most recommended way of resolving conflict is _____ and problem-solving.

- ▶ Confrontation
- ▶ Competition
- ▶ Forcing
- ▶ **Compromise**

Question No: 16 (Marks: 1) - Please choose one

All of the following are barriers to effective communication EXCEPT:

- ▶ **Feedback**
- ▶ One-way communication
- ▶ Different interpretation of words
- ▶ Mixed signal from sender

Question No: 17 (Marks: 1) - Please choose one

All of the following are suggestions for improving your listening skills EXCEPT:

- ▶ sympathize with the speaker
- ▶ **empathize with the speaker**
- ▶ Maintain eye contact with the speaker
- ▶ Paraphrase the speaker

Question No: 18 (Marks: 1) - Please choose one

The flow of information with people on the same level in an organizational hierarchy called:

- ▶ Vertical communication
- ▶ **Horizontal communication**
- ▶ Grapevine communication
- ▶ Network communication

Question No: 19 (Marks: 1) - Please choose one

Ahmad communicates clearly and convincingly disarms conflicts to builds strong personal bonds.

Ahmad is very good in:

- ▶ Musical intelligence
- ▶ Choosing easy projects to avoid conflict
- ▶ Delegating
- ▶ **Relationship management**

Question No: 20 (Marks: 1) - Please choose one

A manager who shows consistency between his or her words and actions develops a reputation for:

- ▶ Self-confidence
- ▶ Walk the talk
- ▶ **Emotional intelligence**
- ▶ High energy

Question No: 21 (Marks: 1) - Please choose one

A typical act of a servant leader should be to:

- ▶ Work for a salary no higher than that of group members
- ▶ Expect group members to act like his or her personal servant
- ▶ **Ask group members what they want to achieve**
- ▶ Volunteer to do custodial work for the department

Question No: 22 (Marks: 1) - Please choose one

The number of hours of vacation the members of a cultural group think is reflected in:

- ▶ **Work orientation versus leisure orientation**
- ▶ High context versus low-context culture
- ▶ Formality versus informality
- ▶ Urgent time orientation versus casual time orientation

Question No: 23 (Marks: 1) - Please choose one

Religious diversity is most likely to affect workplace behavior because religious practices sometimes influence:

- ▶ Which hours and days people are willing to work
- ▶ Which gender a person is willing to work with
- ▶ Whether or not a person will accept a salary increase
- ▶ **Whether employees demand a place of worship on company premises**

Question No: 24 (Marks: 1) - Please choose one

Assume that you want to start a good working relationship with a person from a high-context culture, which of the following would be an effective strategy?

- ▶ Use nonverbal communication channels and body language extensively to communicate
- ▶ **Provide written communication so that your proposal is formally presented**
- ▶ Don't be concerned about building a relationship
- ▶ Be very conscious of time, rush to get started

Question No: 25 (Marks: 1) - Please choose one

A person with a strong work ethics:

- ▶ **Has a firm belief in the dignity and value of work**
- ▶ Will generally be willing to work for low wages
- ▶ Is more ethical on the job than at home
- ▶ Prefers being ethical to working hard

Question No: 26 (Marks: 1) - Please choose one

A performance standard is a statement of what:

- ▶ You hope to accomplish on the job
- ▶ **Constitutes acceptable performance**
- ▶ You must do to get a raise
- ▶ The worker must do to retain a job

Question No: 27 (Marks: 1) - Please choose one

A surgical nurse brings her complaint directly to the top administrator of the hospital. She is, therefore, violating the tactic called:

- ▶ Learn from your boss's mistakes
- ▶ Stay in touch

- ▶ Recognize that your boss has problems too
- ▶ **Avoid bypassing your manager**

Question No: 28 (Marks: 1) - Please choose one

Which of the following is suggested way of being a team player?

- ▶ Maintain honest and open relationships
- ▶ Follow the golden rule
- ▶ Make other people feel important
- ▶ **The entire above are suggested ways**

Question No: 29 (Marks: 1) - Please choose one

An employee who wants to be a good team player should:

- ▶ Avoid giving information and opinions to others
- ▶ Avoid asking for favors from other team members
- ▶ Keep jokes to himself or herself
- ▶ **Provide emotional support to group members**

Question No: 30 (Marks: 1) - Please choose one

All of the following are behaviors and skills of effective leaders EXCEPT:

- ▶ Practicing strong ethics
- ▶ **Setting medium expectations for employees**
- ▶ Developing partnerships with people
- ▶ Asking the right questions

Question No: 31 (Marks: 1) - Please choose one

The experience of feeling competent to cope with the basic challenges in life and being worthy of happiness is known as:

- ▶ **Self-esteem**
- ▶ Arrogance
- ▶ Wishful thinking
- ▶ Self efficacy

Question No: 32 (Marks: 1) - Please choose one

Self-respect is another component of self-esteem. This refers to how you think and feel about yourself. A person with high self-esteem would also have high self-respect and could be expected to exhibit which of the following behaviors?

- ▶ **Become highly self absorbed with personal matters**
- ▶ Focus on the needs of others
- ▶ Stay in relationships where they are mentally or physically abused
- ▶ Beg others for things that could be obtained from their own efforts

Question No: 33 (Marks: 1) - Please choose one

We know that the communication cycle completes only when the _____ step has been taken.

- ▶ **Action**
- ▶ Decoding
- ▶ Ideation
- ▶ Encoding

Question No: 34 (Marks: 1) - Please choose one

While setting a goal, a person with high self-efficacy is likely to:

- ▶ Avoid goal setting
- ▶ Set very low goals
- ▶ **Think that more goals are realistic**
- ▶ Think that fewer goals are realistic

Question No: 35 (Marks: 1) - Please choose one

Robina has the ability to find relevant information, to find connections between the old and the new to see the “big picture.” Robina has:

- ▶ Problems
- ▶ A strong personality
- ▶ **Insight**
- ▶ A lack of concern for details

Question No: 36 (Marks: 1) - Please choose one

A person is communicating about himself or herself in public, he/she is showing:

- ▶ Self-concept
- ▶ Perceived self
- ▶ Private self
- ▶ **Projected self**

Question No: 37 (Marks: 1) - Please choose one

Which type of personality is commonly associated with stress?

- ▶ Type A
- ▶ **Type B**
- ▶ Inner directed
- ▶ Traditional

Question No: 38 (Marks: 1) - Please choose one

Ali was working in a technical department; his manager transferred him to purchase department on better package for enhancing profitability of the organization due to his hard work. It shows what kind of situation?

- ▶ Lose-lose
- ▶ **Win-win**
- ▶ Lose-win
- ▶ Win-lose

Question No: 39 (Marks: 1) - Please choose one

Ali, supervisor of assembly line, receives an order from the production manager. This is an example of:

- ▶ Informal communication
- ▶ **Downward communication**
- ▶ Lateral communication
- ▶ Circular communication

Question No: 40 (Marks: 1) - Please choose one

Bouncing back from setbacks and embarrassment is often referred as:

- ▶ **Resilience**
- ▶ Jumping
- ▶ Helping
- ▶ Driving

Question No: 41 (Marks: 5)

Discuss in detail any two barriers to communication.

The two types of Barriers to communication are as following.

1. Different Interpretation of Words:

Some times the receiver make interpretation in speaking so if the receiver makes another interpretation of a key word than intended, the message may not get by the receiver.

2. Creditability of the Sender and Mixed Signals:

The more the sender of the message the greater the probability that the message will get through clearly. A disconnect can also occur from mixed signals. Sending different messages about the same topic to different audience. A mixed signal also refers to sending one message to a person about desired behavior, yet behaving in another way yourself.

Question No: 42 (Marks: 5)

How your self perception emerges out of your relations with others like your family and friends?

Discuss with two examples. (2.5+2.5)

Perception is the way of explaining things. We should realize the importance of acceptance of varied perceptions in improving cross cultural relations. It does not mean that we try to change the perceptions of others rather we should develop the skill of accepting their perceptions.

Self perception

One of those tools is self perception. It is probably the most important psychological factor. Self perception is the picture you hold about your self. Feel that you are good, strong and best but this self perception should be realistic as this is very important that how this picture does comes to your head? How it emerges out of your relations with other people, your family members, your friends etc. When you perform well they appreciate you and gives you feed back that you perform excellently. It gives you a picture of yourself which you attain by interacting with others.

Self perception is very important because it is an important tool in your hand to act according to the expectations of the others. Self perception in a way gives your confidence e.g. a boy was working in technical department the management found out he is an excellent and honest worker in the technical department they send him to the purchase department for the financial benefits of the organization. His honest brought him from one department to another department so it shows that there is a good match between quality of a person and need of the situation. On account of that there was a win-win situation “the person earned more money and the organization benefited more from him and his honesty”. The picture of yours as an honest person and being acknowledged as an honest person is the self perception of that individual. Organizations value those individuals. Self perception is an important tool of an individual to do few things.

Question # 1 of 20 (Start time: 12:53:50 AM)

Total Marks: 1

Which approach focus on our tendency to copy the beliefs and behaviors of others?

Select correct option:

Social approaches

- Cognitive approach
- Behavioral approach
- Cognitive and behavioral approach

ISHI KHAN

Time Left	85
	sec(s)

Quiz Start Time: 12:53 AM

Question # 2 of 20 (Start time: 12:54:23 AM)

Total Marks: 1

Nasir frequently engages in negative self-talk which can be a problem because it:

Select correct option:

- Generate emotional illness
- Lowers group morale
- Lowers self-confidence**
- Confuses group members

ISHI KHAN

Time Left	87
	sec(s)

Quiz Start Time: 12:53 AM

Question # 3 of 20 (Start time: 12:55:13 AM)

Total Marks: 1

Which one of the following is the totality of an individual's personality?

Select correct option:

- Self awareness
- Self confidence**
- Self esteem
- Self love

ISHI KHAN

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 4 of 20 (Start time: 12:55:56 AM)

Total Marks: 1

The meanings which I want to communicate to the viewers are known as:

Select correct option:

- Intended meanings
- Pure meanings
- Perceived meanings
- Dictionary meanings

ISHI KHAN

Time Left 76
sec(s)

Quiz Start Time: 12:53 AM

Question # 5 of 20 (Start time: 12:56:35 AM)

Total Marks: 1

Which of the following is NOT a part of the communication process?

Select correct option:

- Encoding
- Decoding
- Feedback
- Accepting

ISHI KHAN

Time Left 88
sec(s)

Quiz Start Time: 12:53 AM

Question # 6 of 20 (Start time: 12:57:03 AM)

Total Marks: 1

Which one of the following is NOT an example of self defeating behavior?

Select correct option:

- Disorganization
- Excessive guilt
- Losing temper
- Proactive**

ISHI KHAN

Time Left 88
sec(s)

Quiz Start Time: 12:53 AM

Question # 7 of 20 (Start time: 12:58:13 AM)

Total Marks: 1

Minimum persons required for a group are:

Select correct option:

- Four
- Three
- Two**
- Five

ISHI KHAN

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 8 of 20 (Start time: 12:58:33 AM)

Total Marks: 1

Work and family conflict occurs when the individual has to perform:

Select correct option:

- Multiple roles**
- Few roles
- Tricky roles
- Unexpected roles

ISHI KHAN

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 9 of 20 (Start time: 12:59:02 AM)

Total Marks: 1

Strategies for improving ones self-confidence generally work well unless the person has deep-root feeling of:

Select correct option:

- Superiority
- Inferiority
- Fear
- Authority

ISHI KHAN

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 10 of 20 (Start time: 01:00:05 AM)

Total Marks: 1

The flow of communication from high level to lower level is called:

Select correct option:

- Diagonal
- Horizontal communication
- Upward communication
- Downward communication

ISHI KHAN

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 11 of 20 (Start time: 01:00:24 AM)

Total Marks: 1

A social group towards which an individual feels opposition or a desire to compete is called:

Select correct option:

- In group
- Out group**
- Reference group
- Secondary group

ISHI KHAN

Time Left	87 sec(s)
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Quiz Start Time: 12:53 AM

Question # 12 of 20 (Start time: 01:01:15 AM)

Total Marks: 1

An individual feels loyalty and respect in which social group?

Select correct option:

- In-group**
- Out-group
- Reference group
- Secondary group

ISHI KHAN

Time Left	86 sec(s)
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Quiz Start Time: 12:53 AM

Question # 13 of 20 (Start time: 01:01:37 AM)

Total Marks: 1

A negative and _____ attitude damage all hope of career success.

Select correct option:

Self-defeating

Self projection

Self worth

Self centered

ISHI KHAN

Time Left 88
sec(s)

Quiz Start Time: 12:53 AM

Question # 14 of 20 (Start time: 01:02:14 AM)

Total Marks: 1

To become a better listener, you should first learn to:

Select correct option:

Stop talking

Remove distractions

Ask questions

Empathize



ISHI KHAN

Time Left 88
sec(s)

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ISHI KHAN

Time Left 87
sec(s)

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ISHI KHAN

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sec(s)

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ISHI KHAN

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ISHI KHAN

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ISHI KHAN

Time Left 88
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Question # 14 of 20 (Start time: 01:02:14 AM)

Total Marks: 1

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Select correct option:

- Stop talking**
- Remove distractions
- Ask questions
- Empathize

- Show quoted text -

Time Left 86 sec(s)

Question # 15 of 20 (Start time: 01:03:19 AM)

Total Marks: 1

_____ is the ability to develop good ideas that can be put into action.

Select correct option:

- Aptitude
- Creativity**
- Proficiency
- Skill

ISHI KHAN

Time Left 87 sec(s)

Quiz Start Time: 12:53 AM

Question # 16 of 20 (Start time: 01:04:06 AM)

Total Marks: 1

A major contributor of self-confidence is:

Select correct option:

- Receiving positive feedback from others**
- Receiving negative feedback from others

- Setting low goals for oneself
- Losing out in competition to people more talented than oneself

ISHI KHAN

Time Left	87 sec(s)
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Quiz Start Time: 12:53 AM

Question # 17 of 20 (Start time: 01:05:02 AM)

Total Marks: 1

Negotiation may takes place:

Select correct option:

- Between two people
- Between groups
- Within a group
- All of the given options**

1) Aisha is in search of a good job, for this purpose she is calling to the prospective employer unsolicited phone calls which is recognized as _____.

A. Telesearch

- B. E-mail campaign
- C. Database service
- D. None of the given options

2) When delivering bad news to a customer, which of the following should you do?

- A. Apologize to the customer at least three times
- B. Speak in a serious and straightforward manner as rapidly as possible

C. Focus on talking about solving the problem

- D. Establish immediately where the fault for the problem lies

3) Which of the following is one of the tips on establishing a bond with your customer?

- A. Provide service that is at least average or above
- B. Give them the pickle

C. Show care and concern

- D. Avoid ever allowing another customer to see how you treat the special customer you have bonded with

4) Applying for a job is usually _____.

A. Stressful

- B. Fun
- C. A straightforward, step-by-step standardized procedure
- D. Easy

5) Which of the following is not a good tip for preparing for an interview?

- A. Do your homework
- B. Practice

C. Arrive on time

D. None of the above

6) Which one among the following is not a barrier to cross cultural relations?

A. Ethnocentrism

B. Intergroup Rather than Interpersonal Relationships

C. Stereotypes in Intergroup Relations

D. Applying Knowledge of Cultural Differences

7) Which of the following is not a characteristic of a good resume?

A. Easy-to-read

B. Well-organized

C. Hand-written

D. Accurate

8) To succeed in your career, you should not _____.

A. Continue to learn new things

B. Accept challenges

C. Become a workaholic

D. Change jobs when necessary

9) Ahmad use essential strategy for cultivating his peers, to function as a

A. Team player

B. Moderator

C. Managers

D. Interpreter

10) The most important reason employees resist change is _____.

A. Change brings stress and discomfort

B. The change is often not presented as a choice

C. The change will require them modify or completely abandon their daily routines

1. Select one which is not concern of managers in an organization.

Physical resources

Financial resources

Human resources

Social resources

2. Which one of the following is not an aspect of persons self:

Private self

Projected self

Perceived self

Achieved self

3. The person is not interested in the affairs of an organization and is just doing his job, this situation show the state of _____.

Apathy

Empathy

Stress

None of the given options

4. _____ is an example of social group the individuals have same characteristics in it.

Peer group

Family

School

Office

5. A personality is characterized as slow moving, less hardworking, less time conscious, patient and care free with work is known as _____ personality.

Type A

Type B

A and B

None of the given options

6. _____ is something good that out of the pressure or stress the person is able to perform better.

- Positive stress
- U stress
- Negative stress

A and B of the given options

7. The disconnects between personality and the expectations of organization results in _____.

- Stress**
- Dissonance
- Emotional disturbance
- Cognition

8. You develop _____ through your experiences, circumstances and action.

Perception

- Image
- Confidence
- Respect

9. A group/team is “two or more people interacting to achieve an objective”. This definition has three major components point out those:

Objective, Interaction, Projective

- Subjective, objective, interaction
- Projective, Interaction, subjective
- None of the given options

10. Which one of the following is not the social role in a group?

- Group observer
- Encourager
- Follower

Blocker

1. _____ approach focuses on the way people think about an entity or object related change.

- A. **Cognitive**
- B. Social
- C. Behavioral
- D. All of the given options

2. _____ presented the need theory of motivation.

- A. Weber
- B. **Maslow**
- C. Karl Marx
- D. Durkhiem

3. _____ creativity involves improving an existing system.

- A. Unusual
- B. Innovative
- C. **Adaptive**
- D. Unique

4. Group members enter their suggestions into a computer at once; to build each other's ideas through _____.

- A. Brain writing
- B. Brainstorming
- C. Creativity

D. Electronic brainstorming

5. A tendency to act in a way that one's behavior works against his/her own interests called _____ attitude.

- A. **Self-defeating**
- B. Abnormal

- C. Emotional
- D. Self-praising

6. Those people, who have uncontrollable and recurring thoughts or behavior relating to an unreasonable fear, feel _____ disorder.

- A. Attention deficit
- B. Obsessive- compulsive**
- C. Seasonal Affective
- D. Neuro-biology

7. The more reliable and consistent nonverbal signals are:

- A. Hand Gestures
- B. Posture
- C. Facial Expression and Eye Contact**
- D. None of the given options

8. _____ is the act of understanding message.

- A. Encoding
- B. Communication media
- C. Channel
- D. Decoding**

9. Nonverbal communications are _____.

- A. Neither spoken nor written
- B. Only written
- C. Only spoken
- D. Telecommuting

10. In the organizational hierarchy, the flow of information with people on the similar levels called _____ communication.

- A. Vertical
- B. Horizontal**
- C. Grapevine
- D. Network

1) _____ plays the role of change agents responsible for effectively bringing about changes or transformations in the existing system and its members.

- A. Leaders
- B. Managers
- C. Supervisors
- D. Mentors

2) Nelson Mandela is an example of _____ theory of leadership.

- A. Big man
- B. Contingency
- C. Trait
- D. None of the given options

3) Globalization and cross-cultural diversity opens up opportunities for _____.

- A. Development
- B. Managers
- C. Workers
- D. Business

4) Which one among the following is not a barrier to cross cultural relations?

- A. Ethnocentrism
- B. Intergroup Rather than Interpersonal Relationships
- C. Stereotypes in Intergroup Relations
- D. Applying Knowledge of Cultural Differences

5) Civil (Citizenship) behavior in the workplace has become a noticeable characteristic because _____.

- A. The only workers known for consistently behaving civilly are sales people
- B. Behaving in crude, rude, and obnoxious ways has become a national problem
- C. It demonstrates how intelligent you are

D. All of the above

The difference between intended and _____ meanings is called misunderstanding.

Select correct option:

Pure

Dictionary

Superficial

Perceived

According to which technique, you mentally convert negative aspects into positive ones by looking for positive elements in a situation?

Select correct option:

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Optimistic approach

Grievance Procedure

Negotia

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Resist against goals set by management

Find very little joy in working

Work toward attaining goals without being distracted

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Chronic Stress

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Self-knowledge

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Type B personality

Other directed personality

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Select correct option:

Love
Esteem
Awareness
Perception

For effective decision making, emotional intelligence:

Select correct option:

Concentrate on increasing your creative output
Takes the feelings out of decision making
Allows you to eject your anger freely
Helps you regulate your emotions to make a good decision

Which one of the following influences the behavior of individuals?

Select correct option:

Personality
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Consciousness

Which one of the following is NOT the characteristic of a secondary group?

Select correct option:

Lifelong relationships
Large in size
Particular interest
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Attitudes and behaviors
Approach
Actions
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Select correct option:

See things from the other person's viewpoint
Be resentful of others
Instigate to build and maintains relationships
Understand the expectations of others

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Perception

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Question # 4 of 15 (Start time: 08:41:47 PM) Total Marks: 1

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Divergence

Dissonance

Connect

Conflict

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Personal

Social
Personal and social
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Sub-group
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Select correct option:

Negative thinking
Disorganization
Poor Planning
Losing temper

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All of the given options

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Perfectionist

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Intelligent

Flexible person

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Select correct option:

Lateral thinker

Intellectual

Emotionally intelligent person

Scholar

Highlighted answers are correct as i have given references before also in my solved papers so i a have not repeated ref again, and which are not marked am not sure about them If some one can solve please try to help us

thanks

- Show quoted text -

On Sat, May 22, 2010 at 11:36 PM, Shazia <shazia277@gmail.com> wrote:

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Select correct option:

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Reward and punishment PG - 16

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A vertical thinker looks for one best solution to a problem. In contrast, a(n) _____ seeks to find many possible solutions to a problem.

Select correct option:

Lateral thinker this i find new so its ref is on PG.25

Intellectual

Emotionally intelligent person

Scholar

Question No: 1 (Marks: 1) - Please choose one

Which of the following statement is misperception about conflict?

► Conflict levels are segregated into multiple situations

- ▶ Delaying the conflicts may leads to destructive behavior
- ▶ Conflicts are only created to gain benefits
- ▶ **Conflict not always leads to an anger**

Question No: 2 (Marks: 1) - Please choose one

Which of the following does not restrict innovations?

- ▶ **Proficiency lack**
- ▶ Efficient outcomes
- ▶ Limited resources
- ▶ Ongoing systems

Question No: 3 (Marks: 1) - Please choose one

Application of ADR is promoted in which of the following type of culture?

- ▶ Collectivist
- ▶ **Communist**
- ▶ Monopolistic
- ▶ Individualistic

Question No: 4 (Marks: 1) - Please choose one

Customer remained dissatisfied with the shopkeeper's demonstration about the product, it leads to which of the following?

- ▶ Dispute
- ▶ **Collision**
- ▶ Distortion
- ▶ Confusion

Question No: 5 (Marks: 1) - Please choose one

Which of the following is NOT an important tip for a driver to survive in a Fender-Bender?

- ▶ Exchange information
- ▶ Keep calm
- ▶ Call the police
- ▶ **Start a row**

Question No: 6 (Marks: 1) - Please choose one

All of the following are dimensions of issue perspective of conflict EXCEPT:

- ▶ Joint Vs Individual
- ▶ Process Vs Outcome
- ▶ **Tangible Vs Intangible**
- ▶ Narrow Vs Broad focus

Question No: 7 (Marks: 1) - Please choose one

A conflict which is purely internal and does not involve any other person, is:

- ▶ Interpersonal conflict
- ▶ **Intrapersonal conflict**
- ▶ Interpretive conflict
- ▶ Not a conflict

Question No: 8 (Marks: 1) - Please choose one

Which of the following is an internal urge to give good performance and which forces for creativity & innovation?

- ▶ Reinforcement
- ▶ Determination
- ▶ Confidence
- ▶ **Motivation**

Question No: 9 (Marks: 1) - Please choose one

While identifying interpersonal conflicts, it is necessary to indicate:

- ▶ The interests of all involved parties
- ▶ The disputants of a particular conflict
- ▶ The divergent goals of all disputants
- ▶ **All of the given options**

Question No: 10 (Marks: 1) - Please choose one

Many conflicting situations may have more than one:

- ▶ Activity conflict
- ▶ **Interpersonal conflict**
- ▶ Intrapersonal conflict
- ▶ Agency conflict

Question No: 11 (Marks: 1) - Please choose one

Why it is important to focus on resources in order to diagnose a conflict?

- ▶ Helpful in finding other sources of conflict
- ▶ Identify underlying reasons of conflict
- ▶ Identify best available option
- ▶ **All of the given options**

Question No: 12 (Marks: 1) - Please choose one

The conflict which arises over personal beliefs and deeply held morals & ethics is termed as:

- ▶ Differences in orientation
- ▶ Conflict over facts
- ▶ **Conflicts over deeply held values**
- ▶ Threats to self-concept and world view

Question No: 13 (Marks: 1) - Please choose one

Which of the following truly explains the situation in which the disputants are not focusing the real facts and figures of conflict?

- ▶ Dislodged conflict
- ▶ Misplaced conflict
- ▶ **misaligned conflict**
- ▶ Misattributed conflict

Question No: 14 (Marks: 1) - Please choose one

Conflict can be taken as a challenge and could be transformed into a/an:

- ▶ Threat
- ▶ System
- ▶ **Opportunity**
- ▶ Weakness

Question No: 15 (Marks: 1) - Please choose one

You are a negotiator of party 'A' and negotiator of party 'B' is exchanging the ideas about his party's principles, values and preferences. You are analyzing the:

- ▶ Constituents & stake holder's interests
- ▶ Other disputant's interests
- ▶ **Disputant's interests**
- ▶ Own interests

Question No: 16 (Marks: 1) - Please choose one

All of the following are advantages of understanding the other disputant's interests, EXCEPT:

- ▶ Disputant is restricted with his own ideas
- ▶ Craft proposals that are acceptable to others
- ▶ **Avoidance of positional bargaining**
- ▶ Limit later sabotage that may arouse

Question No: 17 (Marks: 1) - Please choose one

According to Abraham Maslow, the most basic needs are:

- ▶ Safety needs
- ▶ Security needs
- ▶ **Physiological needs**
- ▶ Psychological needs

Question No: 18 (Marks: 1) - Please choose one

The stances of disputants in an interpersonal conflict are known as:

- ▶ Position
- ▶ Interests
- ▶ **Bargaining**
- ▶ Negotiation

Question No: 19 (Marks: 1) - Please choose one

According to the Deutsch's theory which of the following is that cooperation begets?

- ▶ Exacerbation
- ▶ **Competition**
- ▶ Cooperation
- ▶ Escalation

Question No: 20 (Marks: 1) - Please choose one

Who said, "If thou are a master, be some time blind; if a servant, sometimes deaf"?

- ▶ Robert Gaits
- ▶ Robert Frost
- ▶ **Thomas Fuller**
- ▶ Thomas Millar

Question No: 21 (Marks: 1) - Please choose one

Which of the following negotiation style causes loss of both opportunities and benefits?

- ▶ **Accommodating style**
- ▶ Compromising style
- ▶ Dominating style
- ▶ Avoiding style

Question No: 22 (Marks: 1) - Please choose one

Which of the following is relevant to the misperception about conflict management?

- ▶ **Increases the possibility to impair a positive resolution**
- ▶ Reduces the alternative ways to handle conflict
- ▶ It always leads to become more vicious
- ▶ All of the given options

Question No: 23 (Marks: 1) - Please choose one

Which of the following is a clear picture of Individualistic culture?

- ▶ It provides more opportunities to promote an individual
- ▶ Its preferences and structures tend to be invisible to inhabitants
- ▶ It provides more opportunities to handle a conflict in a better way
- ▶ **All of the given options**

Question No: 24 (Marks: 1) - Please choose one

A social conflict as compared to the corporate conflicts can be considered as:

- ▶ Low risky
- ▶ **More risky**
- ▶ Risk free
- ▶ None of the given options

Question No: 25 (Marks: 1) - Please choose one

Conflict is largely considered as:

- ▶ Global phenomenon
- ▶ **Perceived phenomenon**
- ▶ Destructive phenomenon
- ▶ Constructive phenomenon

Question No: 26 (Marks: 1) - Please choose one

Theory of Social Ecology includes which of the following important institutions for operation of all human beings?

- ▶ Mass media
- ▶ Court systems
- ▶ School Organizations
- ▶ **All of the given institutions**

Question No: 27 (Marks: 1) - Please choose one

Which of the following outcomes of a conflict are being observed in the specific context of Pakistan?

- ▶ Opportunity for change
- ▶ Win-win situation
- ▶ **Competition**
- ▶ Positive

Question No: 28 (Marks: 1) - Please choose one

Which of the following is the purpose of adoption of ADR by “Efficiency Wing”?

- ▶ Divert cases to litigation
- ▶ Save time & money
- ▶ Elapse conflict for long time
- ▶ **Create win-win situation**

Question No: 29 (Marks: 1) - Please choose one

After receiving social stimuli, people assign meaning to what they have experienced, which is known as:

- ▶ Interpretation
- ▶ Perception
- ▶ **Reception**
- ▶ Stimulus

Question No: 30 (Marks: 1) - Please choose one

Which of the following type of justice refers to the fairness of the process?

- ▶ Distributive
- ▶ **Competitive**
- ▶ Procedural

► Substantive

MGT611 solved Quiz

Time Left 85
sec(s)

Quiz Start Time: 12:53 AM

Question # 2 of 20 (Start time: 12:54:23 AM)

Total Marks: 1

Nasir frequently engages in negative self-talk which can be a problem because it:

Select correct option:

- Generate emotional illness
- Lowers group morale
- Lowers self-confidence**
- Confuses group members

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 3 of 20 (Start time: 12:55:13 AM)

Total Marks: 1

Which one of the following is the totality of an individual's personality?

Select correct option:

- Self awareness
- Self confidence**

Self esteem

Self love

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 4 of 20 (Start time: 12:55:56 AM)

Total Marks: 1

The meanings which I want to communicate to the viewers are known as:

Select correct option:

Intended meanings

Pure meanings

Perceived meanings

Dictionary meanings

Time Left 76
sec(s)

Quiz Start Time: 12:53 AM

Question # 5 of 20 (Start time: 12:56:35 AM)

Total Marks: 1

Which of the following is NOT a part of the communication process?

Select correct option:

Encoding

Decoding

Feedback

Accepting

Time Left 88
sec(s)

Quiz Start Time: 12:53 AM

Question # 6 of 20 (Start time: 12:57:03 AM)

Total Marks: 1

Which one of the following is NOT an example of self defeating behavior?

Select correct option:

- Disorganization
- Excessive guilt
- Losing temper
- Proactive**

Time Left 88
sec(s)

Quiz Start Time: 12:53 AM

Question # 7 of 20 (Start time: 12:58:13 AM)

Total Marks: 1

Minimum persons required for a group are:

Select correct option:

- Four
- Three
- Two**
- Five

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 8 of 20 (Start time: 12:58:33 AM)

Total Marks: 1

Work and family conflict occurs when the individual has to perform:

Select correct option:

- Multiple roles**
- Few roles
- Tricky roles
- Unexpected roles

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 9 of 20 (Start time: 12:59:02 AM)

Total Marks: 1

Strategies for improving ones self-confidence generally work well unless the person has deep-root feeling of:

Select correct option:

- Superiority
- Inferiority
- Fear
- Authority

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 10 of 20 (Start time: 01:00:05 AM)

Total Marks: 1

The flow of communication from high level to lower level is called:

Select correct option:

- Diagonal
- Horizontal communication
- Upward communication
- Downward communication

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 11 of 20 (Start time: 01:00:24 AM)

Total Marks: 1

A social group towards which an individual feels opposition or a desire to compete is called:

Select correct option:

- In group
- Out group
- Reference group
- Secondary group

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 12 of 20 (Start time: 01:01:15 AM)

Total Marks: 1

An individual feels loyalty and respect in which social group?

Select correct option:

- In-group
- Out-group
- Reference group
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Time Left 86
sec(s)

Quiz Start Time: 12:53 AM

Question # 13 of 20 (Start time: 01:01:37 AM)

Total Marks: 1

A negative and _____ attitude damage all hope of career success.

Select correct option:

- Self-defeating
- Self projection
- Self worth
- Self centered

Time Left 88
sec(s)

Quiz Start Time: 12:53 AM

Question # 14 of 20 (Start time: 01:02:14 AM)

Total Marks: 1

To become a better listener, you should first learn to:

Select correct option:

- Stop talking
- Remove distractions

Ask questions

Empathize



Time Left 88
sec(s)

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sec(s)

Question # 15 of 20 (Start time: 01:03:19 AM)

Total Marks: 1

_____ is the ability to develop good ideas that can be put into action.

Select correct option:

- Aptitude
- Creativity
- Proficiency
- Skill

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 16 of 20 (Start time: 01:04:06 AM)

Total Marks: 1

A major contributor of self-confidence is:

Select correct option:

- Receiving positive feedback from others

- Receiving negative feedback from others
- Setting low goals for oneself
- Losing out in competition to people more talented than oneself

Time Left 87
sec(s)

Quiz Start Time: 12:53 AM

Question # 17 of 20 (Start time: 01:05:02 AM)

Total Marks: 1

Negotiation may takes place:

Select correct option:

- Between two people
- Between groups
- Within a group
- All of the given options

Question # 1 of 15 (Start time: 10:09:38 PM)

Total Marks: 1

Which kind of values influences decision making at every step?

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- Social
- Personal and social
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Total Marks: 1

Work and family conflict occurs when the individual has to perform:

Select correct option:

- Multiple roles
- Few roles

- Tricky roles
- Unexpected roles

3 of 15 (Start time: 10:11:23 PM)

Total Marks: 1

Which one of the following is NOT the characteristic of a group?

▶ Select correct option:

- Share common goals
- One sided interaction
- Characterize themselves as members
- Belongingness to members

Question # 4 of 15 (Start time: 10:12:26 PM)

Total Marks: 1

A person is communicating about himself or herself is in public, he is showing:

▶ Select correct option:

- Self-concept
- Self-knowledge
- Private self
- Projected self

Question # 5 of 15 (Start time: 10:13:46 PM)

Total Marks: 1

Spends too much time on the Internet that effect work, sleep deprivation and neglects human contact, all are the reasons of:

▶ Select correct option:

- Internet dependence <http://vuattach.ning.com>
- Internet professional
- Internet customer
- Internet fond

Question # 6 of 15 (Start time: 10:14:57 PM)

Total Marks: 1

Contradiction between knowledge, information and attitude is called:

▶ **Select correct option:**

- Apathy
- Cognitive dissonance
- Dissatisfaction
- Self-esteem

Question # 7 of 15 (Start time: 10:16:25 PM)

Total Marks: 1

A good supplier to positive attitudes is:

▶ **Select correct option:**

- Pessimism
- Optimism
- Being a famous person
- Low salary

Question # 8 of 15 (Start time: 10:17:52 PM)

Total Marks: 1

Which of the following step use in grievance procedure?

▶ **Select correct option:**

- Initiation of the formal grievance and Arbitration
- Second-level of management
- A higher-level manager and the local union president
- All of the given options <http://vuattach.ning.com>

9 of 15 (Start time: 10:18:45 PM)

Total Marks: 1

Which one of the following is NOT a component of attitudes?

▶ **Select correct option:**

- Cognitive
- Affective
- Negative

Behavioral

Question # 10 of 15 (Start time: 10:20:10 PM)

Total Marks: 1

An individual feels loyalty and respect in which social group?

▶ **Select correct option:**

In-group

Out-group

Reference group

Secondary group

<http://vuattach.ning.com>

Question # 11 of 15 (Start time: 10:20:43 PM)

Total Marks: 1

Mostly personal problems emerge through self-defeating:

▶ **Select correct option:**

Attitudes and behaviors

Approach

Actions

Activities

Question # 12 of 15 (Start time: 10:21:34 PM)

Total Marks: 1

Organized clubs and committees are example of:

▶ **Select correct option:**

Emergent Groups

Work Groups

Social Groups

Out group

Question # 13 of 15 (Start time: 10:22:09 PM)

Total Marks: 1

Amir feels that he is good, strong and best that shows his self _____ about himself.

▶ **Select correct option:**

<http://vuattach.ning.com>

- Love
- Esteem
- Worth
- Perception

Question # 14 of 15 (Start time: 10:23:04 PM)

Total Marks: 1

Which one of the following influences the behavior of individuals?

▶ Select correct option:

- Personality
- Emotions
- Attitude
- Consciousness

Question # 15 of 15 (Start time: 10:24:28 PM)

Total Marks: 1

All are the techniques to cope with the loss of a relationship EXCEPT:

▶ Select correct option:

- Pamper yourself
- Get emotional support
- Give yourself time to heal
- Lag behind positive outcome

Online Quiz (04-05-2010)

Time Left 69 sec(s) 

Quiz Start Time: 10:34 PM

Question # 1 of 15 (Start time: 10:34:11 PM)

Total Marks: 1

The difference between intended and _____ meanings is called misunderstanding.

▶ Select correct option:

- Pure
- Dictionary
- Superficial
- Perceived



Click here to Save Answer & Move to Next Question

Time Left 74 sec(s) 

Question # 2 of 15 (Start time: 10:34:48 PM)

Total Marks: 1

Which of the following is NOT one of the steps in the communication process?

 Select correct option:

- Transmission over communication media
- Decoding message
- Encoding message
- Noise



Click here to Save Answer & Move to Next Question

Time Left 77 sec(s) 

Quiz Start Time: 10:34 PM

Question # 3 of 15 (Start time: 10:35:44 PM)

Total Marks: 1

Feelings of helpless and negative thinking are examples of _____ attitude.

 Select correct option:

- Self-defeating
- Distress
- Abnormal

Excessive guilt

 [Click here to Save Answer & Move to Next Question](#)

Time Left 21 sec(s) 

Quiz Start Time: 10:34 PM

Question # 5 of 15 (Start time: 10:37:47 PM)

Total Marks: 1

The key elements to ask questions when identifying the root cause of a problem are:

 Select correct option:

People, materials and methods

Effects, consequences and results

Equipment and services, attitudes and motivations

Qualitative, quantitative and impartial factors

 [Click here to Save Answer & Move to Next Question](#)

Time Left 15 sec(s) 

Question # 6 of 15 (Start time: 10:39:07 PM)

Total Marks: 1

The first step in problem solving is:

 Select correct option:

Noticing the problem

Defining the problem

Know a level of importance to the problem

Assigning someone to handle the problem

 [Click here to Save Answer & Move to Next Question](#)

Time Left 62 sec(s) 

Quiz Start Time: 10:34 PM

Question # 7 of 15 (Start time: 10:40:31 PM)

Total Marks: 1

Emotional intelligence generally compacted with the ability to:

▶ Select correct option:

-
-
-
-



[Click here to Save Answer & Move to Next Question](#)

Time Left 76 sec(s) 

Quiz Start Time: 10:34 PM

Question # 8 of 15 (Start time: 10:41:52 PM)

Total Marks: 1

Ferhat is able to chanalized the pressure to perform the task, that pressure is called:

▶ Select correct option:

-
-
-
-



[Click here to Save Answer & Move to Next Question](#)

Time Left 48 sec(s) 

Quiz Start Time: 10:34 PM

Question # 9 of 15 (Start time: 10:42:47 PM)

Total Marks: 1

Mostly personal problems emerge through self-defeating:

 Select correct option:

- Attitudes and behaviors
- Approach
- Actions
- Activities

 [Click here to Save Answer & Move to Next Question](#)

Time Left 20 sec(s) 

Quiz Start Time: 10:34 PM

Question # 10 of 15 (Start time: 10:43:37 PM)

Total Marks: 1

One must keep in mind the following to manage anger EXCEPT:

 Select correct option:

- Express your anger before it reaches a high intensity
- Hesitant to express anger
- Ask for feedback after expressing your anger
- Anger can be an energizing force if properly channeled

 [Click here to Save Answer & Move to Next Question](#)

3

Time Left 50 sec(s) 

Quiz Start Time: 10:34 PM

Question # 11 of 15 (Start time: 10:45:00 PM)

Total Marks: 1

A social group towards which an individual feels opposition or a desire to compete is called:

 Select correct option:

- In group

- Out group
- Reference group
- Secondary group



Click here to Save Answer & Move to Next Question

Time Left 75 sec(s)

Quiz Start Time: 10:34 PM

Question # 12 of 15 (Start time: 10:45:51 PM)

Total Marks: 1

You have to be motivated and establish goals to:

Select correct option:

- Achieve success in your career and personal life
- Improve the quality of life
- Influence others to get things accomplished
- All of the given options



Click here to Save Answer & Move to Next Question

Time Left 55 sec(s)

Quiz Start Time: 10:34 PM

Question # 13 of 15 (Start time: 10:46:15 PM)

Total Marks: 1

During electronic brainstorming, suggestions from group members are:

Select correct option:

- Accumulate in a file for review at a later time
- Entered into the computer and seen by other group members
- Edited automatically for spelling and grammar
- Approach through the cellular phone



Click here to Save Answer & Move to Next Question

Time Left 58 sec(s) 

Quiz Start Time: 10:34 PM

Question # 14 of 15 (Start time: 10:46:57 PM)

Total Marks: 1

Which of the following step use in grievance procedure?

 Select correct option:

-
-
-
-



Click here to Save Answer & Move to Next Question

Time Left 83 sec(s) 

Quiz Start Time: 10:34 PM

Question # 15 of 15 (Start time: 10:47:39 PM)

Total Marks: 1

Identify which type of communication requires fewer human relations skills.

 Select correct option:

-
-
-
-



Click here to Save Answer & Move to Next Question

MGT611 Quiz

1. The definition of agreement is provided by which section of Contract Act?

- Section 1(a)
- Section 1(d)
- **Section 2(e)**
- Section 2(h)

2. Which section of contract act defines that when the person to whom the proposal is made signifies his assent thereto, the proposal is said to be accepted?

- **Section 2(b)**
- Section 2(c)
- Section 2(d)
- Section 2(e)

3. Which of the following statements about a minor, who by misrepresenting his age borrows money, is true?

- He can be sued for fraud
- He can be sued for misrepresenting
- Liable to return money
- Not liable to return money

4. Which of the following is NOT true about Law?

- Law is to maintain rights
- Law upholds justice
- Law is used to redress wrongs
- **Law does not ensures public order**

5. Consideration must be moved at the desire of:

- Promisor
- Promisee
- A third party
- **Both promisor and promisee**

6. Unlawful detention of any property belonging to another with a view to obtain his consent amounts to:

- Coercion
- Fraud
- Misrepresentation
- Undue influence

7. Which section of Contract Act provides the test of soundness of mind to make a contract?

- **Section 12**
- Section 13
- Section 14
- Section 15

8. Which of the following is NOT an essential for a valid proposal?

- The terms of the offer must be definite and clear
- The offer must be capable of creating legal relationships
- The offer must be communicated to the other party
- **The offer must be in written form**

9. Which of the following condition is considered to be a compulsion for a contract?

- Only an offer
- Only an acceptance
- Offer and acceptance
- **Offer, acceptance and documentation**

10. All agreements are contracts if they fulfill the requirements as contained in _____ of the Contract Act, 1872.

- Section 9
- **Section 10**
- Section 11
- Section 12

11. A businessman availing a loan from the bank is actually entering into _____.

- **An agreement**
- A contract
- A relationship
- A promise

12. Which of the following is true about “ordinance”?

- The ordinance shall originate in the National Assembly
- The ordinance shall be presented to the senate
- **The President can promulgate an ordinance**
- A bill when passed by the parliament is called an ordinance

13. In Undue Influence, the consent is obtained by:

- Threat
- Fraud
- **Domination**
- Physical force

14. Which of the following is not a remedy for breach of contract?

- Suit for penalty
- Suit for specific performance
- **Suit upon quantum meruit**
- Suit for injunction

When both contracting parties have completely performed their obligations, the contract is called

_____.

- **Valid contract**
- Executed contract
- Executory contract
- Express contract

Competent parties to a valid contract are defined in which section of contract act?

- Section 10
- **Section 11**
- Section 12
- Section 13

Which of the following is NOT a classification of jurisprudence?

- Analytical jurisprudence
- **Political jurisprudence**
- Historical jurisprudence
- Ethical jurisprudence

Which of the following is termed as science of civil law?

- **Jurisprudence**
- Court
- Business law
- Labour law

Which of the following was subsequently repealed from the contract act?

- **Sections 76 to 123**
- Sections 124 to 147
- Sections 148 to 181
- Sections 182 to 238

All agreements are contracts if they fulfill the requirements as contained in _____ of the Contract Act, 1872.

- Section 9
- **Section 10**
- Section 11
- Section 12

Which of the following is NOT expressly declared to be void by the law?

- Agreement in restraint of trade
- Agreement in restraint of legal proceedings
- Agreement contingent upon possible events
- Reciprocal promises to do illegal acts

The Securities and Exchange Commission of Pakistan Act, 1997 extends to:

- Corporate sector
- Securities and Exchange Commission
- **Whole of Pakistan**
- Stock exchanges

A contract of guarantee comprises of how many agreements?

- One
- Two
- Three
- None of the given options

How shall a prosecution for any offence under SECP Act against any person be instituted?

- With the consent of commission
- At the will of any two Commissioners
- By the appeal of aggrieved party
- By suo moto action of the court

If a person holds out himself to be a partner of a firm, which of the following NOT stands true?

- Person becomes personally liable
- Person does not become personally liable
- Person is an agent by estoppel
- Person permits others to be represented as a partner

A contract between creditor and principal debtor, in a contract of guarantee, is called _____.

- Primary contract
- Secondary contract
- Tertiary contract
- Contract of indemnity

A businessman availing a loan from the bank is actually entering into _____.

- An agreement
- A contract
- A relationship
- A promise

Which of the following studies the basic principles of civil law?

- Analytical jurisprudence
- Historical jurisprudence
- Ethical jurisprudence
- Both historical and ethical jurisprudence

Sale of goods on cash is an example of _____.

- Mutual and independent promises
- Mutual and concurrent promises
- Conditional and independent promises
- None of the given options

A minor's agreement is always:

- Void
- Void ab initio
- Voidable
- Valid

In which of the following conditions, specific performance shall NOT be granted?

- Where court can not supervise the performance
- Where compensation in money is not adequate relief
- Where it is difficult to calculate actual damage

- Where compensation can not be obtained

Performance of reciprocal promises has been discussed in which part of the Contract Act, 1872?

- Section 20 – 25
- Section 31 – 37
- Section 46 – 50
- **Section 51 – 54**

The money consideration for a sale of goods is known as:

- Sale
- Price
- Value
- Mortgage

Which of the following is the date at which a promissory note or bill of exchange falls due.

- Grace period
- Effective date
- Maturity date
- Payment date

1. When a contract is duly performed by both the parties to contract, the contract:

- **Becomes void**

2. “Consideration” is an action which:

- **May occur in all above situation 50% sure**

4. When a person positively asserts that a fact is true but his information does not warrant it to be so, though he believes it to be true, this is a case of:

- **Misrepresentation**

5. According to section 17 of contract act, which of the following includes ‘the suggestion, as a fact, of that which is not true by a contracting party who does not believe it to be true’?

- **Fraud**

6. Fraudulent misrepresentation as to contents of documents makes the contract _____.

- **Void able**

8. A contract to do or not to do something, if some event collateral to such contract, does or does not happen is called _____.

- **Contingent contract**

10. In which of the following conditions, the contract is voidable?

- **In absence of free consent (it my idea**

12. The attainment of justice is the main object of _____.

- **Ethical jurisprudence**

15. The Section 2(g) of contract act defines that an agreement not enforceable by law is said to be:

- **Void agreement**