



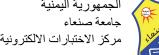
## قائمة الاسئلة 07:07 2025-05-20

ادرة صيدلية - الصيدلة - الرابع - عام - درجة الاختبار (60)

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- 1) Objective of accounting, include.
  - 1) Identify the sources of capital
  - 2) Develop operating budget
  - 3) + Record financial transaction
  - 4) Invest profits
- 2) Letting their employees know when they have done a good job, means.
  - 1) Energize
  - 2) Empower
  - 3) + Support
  - 4) Communicate
  - Objective of marketing:
    - 1) + Price good and service
    - 2) Identify target drug
    - 3) Design workflow
    - 4) Design machine
- 4) Dimensions of management process:
  - 1) + Activities
  - 2) Reason
  - 3) Valve
  - 4) market
- 5) Management activities:
  - 1) Self-management
  - 2) Money
  - 3) Material
  - 4) + Leading
- 6) Levels of management, except
  - 1) Self-management
  - 2) Interpersonal management
  - 3) Organizational management
  - 4) + Self administration
- 7) Arrangement and relationship of activities and resources is:
  - 1) + Organizing
  - 2) Planning
  - 3) Leading
  - 4) Controlling
- 8) Reviewing the progress that has been made toward the objectives:
  - 1) Organizing
  - 2) Planning
  - 3) Leading
  - 4) + Controlling
- 9) Providing the employees with training resources and advice , mean.
  - 1) Energize
  - 2) + Empower
  - 3) Support
  - 4) Communicate







- 10) Management resources:
  - 1) \_\_\_\_ Self-management
  - 2) + Money
  - 3) Morter
    - Control
- 11) To integrate modern and classical views of management:
  - 1) Leading
  - 2) + Empower
  - 3) Controlling
  - 4) Planning
- 12) Level of management, except
  - 1) Self-management.
  - 2) Interpersonal management.
  - 3) \_\_\_ Organizational management.
  - 4) + Quality control department.
- 13) The ability to receive & transmit information, thoughts, feelings, emotions, & attitudes, called.
  - 1) Technical skill
  - 2) Situational management
  - 3) Interpersonal skills
  - 4) + Communication skills
- 14) First step in the management process activities, called.
  - 1) Organizing.
  - 2) Leading.
  - 3) \_ Controlling.
  - 4) + Planning.
- 15) Cornerstone of communications for a modern manager, called.
  - 1) Authority.
  - 2) Hierarchy.
  - 3) + Trust.
  - 4) Formal memos.
- 16) Objective of finance:
  - 1) Keep the books
  - 2) + Invest profits
  - 3) Identify target markets
  - 4) Manage cash flow
- 17) Management is defined as a purposeful job based on a set of principles seeking to.
  - 1) Only achieve specific goals.
  - 2) Only accomplish specific work.
  - 3) + Accomplish specific work and to achieve specific goals.
  - 4) Primarily focus on routine tasks.
- 18) Management is considered a science because it is based on
  - 1) Intuitive decision-making by managers.
  - 2) \_\_\_\_ Unpredictable and varying approaches.
  - 3) + A set of foundations, scientific principles, and theories.
  - 4) Specific routine problems faced by managers.
- 19) Principles of Taylor's Scientific Management involves putting official groups into.
  - 1) Flexible and changing teams.
  - 2) Informal social gatherings.
  - 3) + Specialized sections.

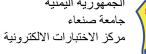


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- 4) Randomly assigned roles
- 20) Management according to Mr. Henry Foil, "Authority" is defined as.
  - 1) The obligation of a subordinate to perform assigned duties.
  - 2) + The right to give orders.
  - 3) The ability to influence others through informal means.
  - 4) Equal power distribution among all employees.
- 21) Objective of economics:
  - 1) Orient and train personnel
  - 2) Design workflow
  - 3) \_\_\_ Manage cash flow
  - 4) + Determine optimal output
- 22) Justice of the superiors and by showing their friendship to the subordinates, called.
  - 1) + Equity
  - 2) Orders
  - 3) Stability
  - 4) Initiative
- 23) Lighting experiment was part of the research associated with.
  - 1) Scientific Management.
  - 2) Administrative Management.
  - 3) + Behaviorist school.
  - 4) Decision-Making school.
- 24) Coordination process between all human and non-human factors of production using the functions of, except
  - 1) Planning, organizing, leading
  - 2) Supervising
  - 3) Controlling
  - 4) + Mixing
- 25) The ability to Lead, motivate, and manage differences between departments, and work with others, called.
  - 1) Technical skill
  - 2) Situational management
  - 3) + Interpersonal skills
  - 4) Communication skills
- 26) The importance of technical skills tends to be at which level .
  - 1) Top management.
  - 2) <u>-</u> Middle management.
  - 3) + Lower levels.
  - 4) All levels equally.
- 27) One of the following is True.
  - 1) + Authority: Delegate
  - 2) Possibility: Do not delegate
  - 3) Stability: Delegate
  - 4) Evaporation: Delegate
- 28) Putting capabilities and people in their right places, means.
  - 1) Equity
  - 2) + Orders
  - 3) Stability
  - 4) Initiative
- 29) Management activities, except.
  - 1) Planning.
  - 2) Organizing.







- 3) + Innovating.
- 4) Controlling.
- 30) More or less important in parallel at all administrative levels.
  - 1) + Communication skills
  - 2) Horizontal (tube evaporated) skills
  - 3) Interpersonal skills
  - 4) Poor communication
- 31) A key question to ask oneself during the initial steps of sound planning is.
  - 1) What are my competitors' strengths and weaknesses.
  - 2) \_\_\_ What were my past failures
  - 3) + Where am I, now
  - 4) What are the current market trends
- 32) In leadership, subordinates work with full desire and satisfaction to achieve.
  - 1) Only their personal benefits
  - 2) Sets solely by top management
  - 3) + The goals
  - 4) To avoid punishment
- 33) Characterizes of an open system in management.
  - 1) It operates in isolation.
  - 2) \_\_\_\_ It has rigid boundaries.
  - 3) + It interacts with the external environment.
  - 4) It focuses solely on internal processes.
- 34) Those having a vision & ideas about what would like to see their organizations become in the future:
  - 1) + Energize
  - 2) Empower
  - 3) Support
  - 4) Communicate
- 35) First step in developing a strategic plan.
  - 1) Determining the resources
  - 2) \_\_\_\_ Defining the technology
  - 3) + Determining the goal
  - 4) Defining the crisis
- 36) The ability to Perform routine work and apply specific rules and procedures, means.
  - 1) + Technical skill
  - 2) Situational management
  - 3) Interpersonal skills
  - 4) communication skills
- 37) Characteristic of a good plan.
  - 1) Rigidity in character's
  - 2) + Flexibility to interact with new variables.
  - 3) Exclusively top-down approach
  - 4) Lack of clear objectives
  - Time management means, except.
  - 1) Self-management
  - 2) Manage the individual himself by himself
  - 3) Try to tame the time
  - 4) + Not saving money
- 39) Characteristics of time.
  - 1) + It's quickly expires





- 2) Improve production
- 3) Anxiety
- 4) Accomplishment of goals
- 40) Incentives, that is, what is paid to workers, and must be fair to the owner and worker, called.
  - 1) Unity of Direction
  - 2) + Remuneration
  - 3) Authority
  - 4) Discipline
- 41) Planning is beneficial, except.
  - 1) It saves money
  - 2) It saves time
  - 3) It enhances productivity
  - 4) + It west money
- 42) Subordinates must be given the authority to select their work, called.
  - 1) Equity
  - 2) Orders
  - 3) Stability
  - 4) + Initiative
- 43) School looks at the management process as a set of decisions rather than administrative principles, called.
  - 1) Scientific Management.
  - 2) Administrative Management.
  - 3) Behaviorist school.
  - 4) + Decision-Making school.
- 44) A set of units that work together in order to achieve a specific goal, called.
  - 1) Equity
  - 2) Orders
  - 3) Stability
  - 4) + System
- 45) Interacts with the external environment, such as the marketing or sales department, means.
  - 1) + Open system
  - 2) Closed system
  - 3) Stability
  - 4) Solubility
- 46) Focusing the attention of managers on the branches and units of the organization, means.
  - 1) Scientific Management
  - 2) Administrative Management
  - 3) + Management by exception
  - 4) Leader Management
- 47) Quality can be viewed from several angles, except.
  - 1) User angle
  - 2) Angle of the product
  - 3) Factory corner
  - 4) + Sport
- 48) First stage of quality development.
  - 1) + The stage of testing and examining the final Product
  - 2) The stage of quality control
  - 3) The quality assurance stage
  - 4) The stage of quality management
- 49) Selling skills, except.



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- 1) The ability to create the need
- 2) Flexibility in dealing
- 3) Time management
- 4) + Wasting management
- 50) The obstacles that hinder successful management.
  - 1) + Treating others in a wrong way
  - 2) Sharing skills with others
  - 3) Authorization
  - 4) Sterilization
- 51) Part of planning, except.
  - 1) Assessment of the current situation
  - 2) Setting goals
  - 3) Developing an approach to reach goals
  - 4) + Get sleeping
- 52) Quality means, except.
  - 1) Appropriate for use or purpose
  - 2) Conforming to requirements or specifications
  - 3) It is the extent of customer satisfaction
  - 4) + Un-appropriate for use or purpose
  - The time management system consists of, except.
  - 1) The goal to be achieved
    - 2) You

- 3) Possibilities
- 4) + Country
- 54) From aspects of wasting time:
  - 1) Lack of water
  - 2) Prioritization
  - 3) + Unclear goals
  - 4) Unknown market
- 55) Need for members of the organization to respect its rules
  - 1) Unity of Direction
  - 2) Remuneration
  - 3) Authority
  - 4) + Discipline
- 56) Stored temperature should not exceed.
  - 1) 10 degrees celsius
  - 2) 15 degrees celsius
  - 3) + 25 degrees Celsius
  - 4) 35 degrees celsius
- 57) All stress should be directed towards one person.
  - 1) + Unity of Direction
  - 2) Remuneration
  - 3) Authority
  - 4) Discipline
- 58) Those do not interact with the external environment, such as production management, called.
  - 1) Open system
  - 2) + Closed system
  - 3) Solution
  - 4) Suspension





- 59) Regarding to pharmaceutical marketing the physician selects the product for his client based on their..., except.
  - 1) Effect
  - 2) Safety
  - 3) Price
  - 4) + Dosage forms
  - Among the areas of focus of the market-oriented organization, except.
  - 1) Reducing value to the consumer
  - 2) \_\_\_\_ Unsatisfied the consumer
  - 3) + Building long-term relationships with the consumer
  - 4) Building short-term relationships with the consumer