



قائمة الاسئلة 2025-05-20 07:07

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

أ.د. ماجد علوان

- 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
- 3) 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
 - 4) - 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.



- 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) - 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
- 38) 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.



- 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
- 53) 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
- 60) 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