

Educational program:" Management of Technological Projects and Industrial Policy"

Examination card N1

1. What influences the most management of personal and enterprise?

- Practical psychology
- Management
- Analysis of the economical activity
- Entrepreneurship

2. Manager is:

- a) Person who has special education and manages people
- b) A legal entity which is an owner of an enterprise
- c) Engineer- economist, who has a position of engineer
- d) Entrepreneur

3. Main goal of management is:

- a) Take first place on the market in sales;
- b) Maintaining stability of financial resources;
- c) Determinate priority goals and critical places of management influences;
- d) Organize collection of quantity data about manufacturing

4. Function of management is:

- a) Planning, organization, coordination, motivation, control;
- b) Modeling, experimentation;
- c) Economical, organizational-ownership, social- psychological;

5. If $x, y,$ and z are three sequential integral numbers $x < y < z$, from nesxt sentences, which is true:

- a) $y - z = 1$
 - b) $x + y + z$ is an odd number
 - c) $\frac{xyz}{3}$ is an integral number
- a)only a, b) only b, c)only c

6. In college different subjects have different scores: mathematics- 3; history-2; foreign language- 2; sciences- 2 and arts -1. What is average grade of a student, who received marks: mathematics-89; foreign language- 92; history- 94; sciences-81 and art 851

a) 86,3; b) 87,8; c) 88,6; d) 90,2.

7. Here are financial revenues of two firms in 2008 and the percentage by which they were reduced compared to 2007

	Company Alpha	Company Beta
2008 revenue	550000	174000
Reduction in revenue compared to 2007	12%	13%

What percentage of Alpha's revenue would the revenue of Beta constitute in 2007?

a) 40%; b) 32%; c) 20%

8. Products sales price is 250 lari, in which 70% is full production cost of product. What is profit after sale?

a) 65 lari; b) 99 lari; c) 75 lari; d) 50 lari.

9. Archil's, Shaqro's and Ghia's share in an enterprise are: 20%, 70% and 10%. They have 33 475 lari, How many laris is Archil's share?

a) 6695, b) 7007, c) 2500, d) 3333,3.

10. The salary of one worker in the week is 240 lari, there are 7 workers in an enterprise. They want to have conversation with the administrator to increase their salary by 30 lari per week. How will this increase the owner's summary salary costs?

a) 35%, b) 10%; c) 47,4%; d) 12,5%.

Examination card N2

1. Management is

- a) Scientifically argumented discussion about possible future of the organisation;
- b) Process of equipping the organization with the necessary material, technical and human resources;
- c) Quantity and Quality assessments of organization;
- d) integrated working process, through which the professionally trained specialists create and manage the organizations.

2. The goal of coordination function is:

- a) Oversight over the work of the management system;
 - b) Synchronization of the work of all participants;
 - c) Determination of the perspectives of development process;
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d) Supervision of the fulfillment of tasks.

3. Criteria for assessing how rational the management structure is:

- a) Maximum number of management levels;
 - b) Duplication of management functions;
 - c) High cost of management;
 - d) High efficiency and effectiveness of management.
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4. Which do not belong to managers personal and professional characteristics:

- a) Diplomatic skills and flexibility;
- b) An optimal mix of self-criticism and self-confidence;
- c) Interest in professional and personal development;
- d) Interest in a team-work and social responsibility.

5. Average (mean) of 6 numerals is 24. If sum of 4 numerals is 106, what will be mean of other two numerals?

- a) 12; b) 19; c) 48; d) 72.
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7. Computers shop pay to producers 40% more than their production costs. Consumers pay 25% more than shop. What is the percentage the customer pay in addition to the production cost of a computer?

- a) 60%; b) 70%; c) 75%; d) 80%

7. When Nick received additional 10x laris, he had $(5y+1)$ times more than he had before. How many laris had Nick before?

- a) $10x(5y+1)$; b) $(5y+1)/10x$; c) $2x/y$; d) $10/(5y+1)$

8. Product sales cost is 2000 laris. Profit is 25% of the production costs. What is the production cost of the given product?

- a) 1075 laris; b) 990 laris; c) 1750 laris; d) 1500 laris

9. Gocha's, Shaqro's and Ghia's shares in an enterprise are: 20%; 70% and 10%. Gocha's dividend is 12000 laris, what was profit of this enterprise?

- a) 99 000; b) 60 000; c) 55 550; d) 77 700.

10. Price of equipment is 20000 lari, norm of amortization is 20% , what will be price after 3 years of exploitation?

- a) 13 335. b) 12 800; c) 14 447,4; d) 18000

Examination card N3

Control is:

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- a) Ensuring process to reach the goal;
b) Designing standarts;
c) Regulate the process through which the initial plan changes;
d) Coordinating the work of subdivisios
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2.Decison of management is:

- a) Systematizing process of actions;
b) Selecting alternatives;
c) The entirety of actions to reach goals;
d) System of influencing on object.

3. Stages of solving problems are;

- a) Receiving and understanding of information;
b) Filtration of data;
c) Estimate negative results for the mission of the organization.

4. Which of the below is not a goal of the survival strategy:

- a) Adapting to the market;
b) Ensuring the potential resources;
c) Ensuring stability of production;
d) Ensuring grows of market share.

5. If Irakli typed on computer one page in p minute, what part of page will he type in 5 minutes"

- a) $\frac{5}{p}$; b) $\frac{p}{5}$; c) $px5$; d) $5-p$

6. The pool is half-full. If we added 10 litres of water, it will be full at $\frac{7}{8}$. How much water may be in the pool?

- a) $24 \frac{3}{8}$? b) $26 \frac{2}{3}$; c) $28 \frac{1}{3}$; d) $30 \frac{3}{8}$

7. Price of one barrel of oil is 50 \$. Price of fuel "Regular" is 65,5 \$, price of oil grows 10% per month. Price of fuel is constant. In how many months will be oil price more than fuel's price?

- a) 2; b) 3; c)4; d) 5.

8. We bought product for 210 lari. At what price must we sell it, to recieve 30% profit from sale?

a)300 lari; b) 290lari; c) 175 lari; d) 450 lari.

9. Manufacture periodically needs flour. First they bought 500kg for 0,7 lari per kg; then -700kg, for 0,50 lari per kilo, and finally 800 kg for 1 lari. How much they paid per kg at the average?

a) 0,64 Lari; b) 0,75 Lari; c) 0,83; d) 0,70.

10. Manufactures product is autodeltail, the sale price of which is 3 Lari, fixed cost -500 lari, variable cost -1 lari. How many details must we make in a given period, to reach point of equilibrium?

a) 700; b) 250; c) 300; d) 400.

Examination card N 4

Organizational Decision is:

- a) Recieve and understand information;
 - b) Filtration of information;
 - c) Choice, which the manager must make to perform his task;
 - d) System of influence on managent object.
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2. From listed below which are not demanded from a manager for organization of working place:

- a) Comfortable furniture;
- b) Office equipment;
- c) Rational schedule of rest and work ;
- d) Agreement with the manager about interior colours;

3. Problem is:

- a) Differences of opinion;
- b) Difference between the current and anticipated state of system;
- c) Conflict situation;
- d) Absence of alternative.

4. Factor which has not influence of organizing a team is:

- a) The quality of team members;
 - b) Organization of team work;
 - c) Manager's psychological charachteristics;
 - d) Social meaning of teams work.
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5. 6 printing machines prints 5000 newspapers in 4 hours. In what time 3 machines will print 3000 newspapers?

- a) 3 hours 20 minutes; b) 4 hours 40 minutes; c) 4 hours 48 minutes d) 5 hours 48 minutes

David brought P number of apples to lunch. Some of them he wanted eat himself and others he gave to his F number of staff, if each member of staff received S apple, how much had David kept for himself?

- a) $P-(F/S)$; b) $P-(FS)$; c) $P-(F+S)$; d) $FS-P$

7. Microchip's price every 6 month falls by 66%. If this rate is constant, in what time microchip's price will be 1 dollar if current price is 81 dollar.

- a) 1,5 year; b) 2 year; c) 2,5 year; d) 3 year.

8. At what price we must buy an item to reach 30% profit if we will sell it by 450 Lari

- a) 300 lari; b) 330 Lari; c) 315 Lari; d) 350 Lari.

9. There are 75 workers in an enterprise, 30 of them are on the 3-d level, 15- on 4-th level, and others are on the level 5. The average qualification is:

- a) 3,5; b) 4; c) 4,4; d) 5.

10. Item's selling price is 3 Lari, variable costs are 1 Lari, fixed costs are 500 Lari. How many details must we produce to reach 2000 Lari profit?

- a) 1 700; b) 1250; c) 3000; d) 4000.

Examination card N5

1. Effective method of manage personal is:

- a) Threatening;
b) Persuasion;
c) Giving Clear directives;

d) Asking.

2. Work of a manager does not include:

- a) Creating a technological process of the enterprise;
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- b) Creating stimulates for work;
- c) Correcting the performance of the functional tasks;
- d) Designing plans

3. The organizational goals should be:

- a) Only realistic;
- b) Variable and limited;
- c) Only measurable;
- d) Realistic and measurable.

4. The factor which does not influence creating the team of an organization is:

- a) The quality of team;
 - b) Organization of team's work;
 - c) Managers psychology characteristics;
 - d) Social influence of team's work.
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5. There are three departments in business school: marketing, accounting and banking. The ration of students accordingly is 7:8:10. If there are 500 students in the school, how many of them studies banking?

- a) 140; b) 160; c) 200; d) 250.

6. If $x^2y > 0$ and $xy^2 < 0$, which of the following is correct?

- a. $x=0$; b. $y=0$; c. $x>0$ and $y<0$; d. $x<0$ and $y>0$

7. If bank rate is 10%, how many years must client wait to receive more than 1000 Lari from deposit of 2500 Lari?

- a) 2 years; b) 3 years; c) 4 years; d) 5 years

8. We bought product for 900 Lari, sell it for 1170 Lari, How much is our profit in %?

- a) 40%; b) 30%; c) 25%; d) 33,3%

9. In manufacture 5 workers worked full one year, 15 of them- 8 months, 105 of them- 5 months. How many person-year was employed?

- a) 35; b) 84; c) 47,4; d) 58,75

ა) 17 დღე; ბ) 125 დღე; გ) 30 დღე; დ) 72 დღე.

10. Revenue from realization of product per year (360 days) is 100 000 Lari, floating assets average balance is 20 00

Cycle of returning of floating assets is:

a) 17 days; b) 125 days; c) 30 days; d) 72 days

Literature

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