EBM 2023, Spring

Name, Surname \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Describe the classical approach to management and what components it encompasses.
2. Identify the major developments in the evolution of management thought.
3. Explain the school of scientific management and name its key contributors.
4. Explain the school of administrative management and name its key contributors.
5. Describe the various managerial roles.
6. Identify the basic managerial skills and understand how they can be developed.
7. Explain what the term manager means, and identify different types of managers.
8. Describe the process of management, including the functions of management.
9. What do you think might be advantages of making business executives adhere to a code of ethics as do physicians and lawyers?
10. Why might evidence-based management make an organization more competitive?
11. Recognize the importance of sensitivity to cultural differences in international enterprise.
12. Pinpoint success factors in the global marketplace and several positive and negative aspects of globalization.
13. Describe the scope of diversity and the competitive advantage and potential problems of a culturally diverse workforce.
14. Identify major challenges facing the global managerial worker.
15. Explain various methods of entry into world markets.
16. Explain how values relate to ethics.
17. Identify factors contributing to lax ethics and to common temptations and violations.
18. Describe social responsibility initiatives aimed specifically at building a sustainable environment.
19. Summarize how managers can create an environment that fosters ethical and socially responsible behavior and the benefits of such activity.
20. Explain how business strategy is developed, including a SWOT analysis.
21. Explain the use of operating plans, policies, procedures, and rules.
22. Present an overview of management by objectives.
23. Identify levels of business strategy, competitive forces, and types of business strategies.
24. Differentiate between non-programmed and programmed decisions.
25. Explain the steps involved in making a non-programmed decision.
26. Explain the major factors that influence decision making in organizations.
27. Describe the value and potential limitations of group decision making.
28. Explain how managers use databased decision-making.
29. Explain the use of forecasting techniques in planning.
30. Describe how to use Gantt charts, milestone charts, and PERT planning techniques.
31. Describe how to use break-even analysis and decision trees for problem solving and decision-making.
32. Describe how to identify problems using a Pareto diagram.
33. Explain the four major dimensions of job design plus job specialization and job descriptions.
34. Describe job enrichment, including the job characteristics model.
35. Describe job involvement, enlargement, and rotation.
36. Explain how job design can contribute to a high-performance work system.
37. Describe the bureaucratic form of organization and discuss its advantages and disadvantages.
38. Explain the major ways in which organizations are divided into departments.
39. Identify key factors that influence the selection of organization structure.
40. Specify how delegation, empowerment, and decentralization spread authority in an organization.
41. Identify major aspects of organizational culture.
42. Describe key aspects of managing change, including gaining support for change.
43. Explain how human resource and talent management is part of business strategy.
44. Describe the components of talent management.
45. Present an overview of recruitment and selection.
46. Present an overview of employee orientation (onboarding), training, and development.
47. Explain the basics of a performance evaluation system.
48. Summarize the basics of employee compensation.
49. Differentiate between leadership and management.
50. Describe how leaders are able to influence and empower team members.
51. Identify important leadership characteristics and behaviors.
52. Describe participative leadership, authoritarian leadership, the Leadership Grid, situational leadership, and entrepreneurial styles of leadership.
53. Describe transformational and charismatic leadership.
54. Explain the leadership role of mentoring and coaching.
55. Identify the skills that contribute to leadership.
56. Explain the relationship between motivation and performance.
57. Present an overview of major theories of need satisfaction in explaining motivation.
58. Explain how goal setting is used to motivate people.
59. Explain the conditions under which a person will be motivated according to expectancy theory.
60. Describe the role of financial incentives, including profit sharing and gainsharing, in worker motivation.
61. Identify major communication barriers in organizations.
62. Identify various types of teams and groups, including self-managed work teams and project groups.
63. Summarize managerial actions for building teamwork.
64. Describe the positive and negative aspects of conflict and how team leaders and managers can resolve conflict.
65. Explain how controlling relates to the other management functions.
66. Describe the steps in the control process.
67. Explain the use of no budgetary control techniques.