

Business Management Job Interview Questions And Answers



Interview Questions Answers

<https://interviewquestionsanswers.org/>

About Interview Questions Answers

Interview Questions Answers . ORG is an interview preparation guide of thousands of Job Interview Questions And Answers, Job Interviews are always stressful even for job seekers who have gone on countless interviews. The best way to reduce the stress is to be prepared for your job interview. Take the time to review the standard interview questions you will most likely be asked. These interview questions and answers on Business Management will help you strengthen your technical skills, prepare for the interviews and quickly revise the concepts.

If you find any **question or answer** is incorrect or incomplete then you can **submit your question or answer** directly with out any registration or login at our website. You just need to visit [Business Management Interview Questions And Answers](#) to add your answer click on the *Submit Your Answer* links on the website; with each question to post your answer, if you want to ask any question then you will have a link *Submit Your Question*; that's will add your question in Business Management category. To ensure quality, each submission is checked by our team, before it becomes live. This [Business Management Interview preparation PDF](#) was generated at **Wednesday 29th November, 2023**

You can follow us on FaceBook for latest Jobs, Updates and other interviews material.
www.facebook.com/InterviewQuestionsAnswers.Org

Follow us on Twitter for latest Jobs and interview preparation guides.
<https://twitter.com/InterviewQA>

If you need any further assistance or have queries regarding this document or its material or any of other inquiry, please do not hesitate to contact us.

Best Of Luck.

Interview Questions Answers.ORG Team
<https://InterviewQuestionsAnswers.ORG/Support@InterviewQuestionsAnswers.ORG>



Business Management Interview Questions And Answers Guide.

Question - 1:

Proctor & Gamble (P&G) makes fourteen different laundry soap products and completely dominates the laundry detergent market. Through constant changes in packaging, it is trying to influence the perception of customers that its products are unique. Which of the following generic strategies is P&G using?

- a) Cost leadership
- b) Differentiation
- c) Focus
- d) Globalization
- e) Niche strategy.

Ans:

- b) Differentiation

Explanation:

In the given example P&G uses the differentiation strategy.

[View All Answers](#)

Question - 2:

Tell me which of the following would not be an accurate depiction of the differences between strategic and tactical planning?

- a) Strategic planning is developed mainly by upper-level management and tactical planning is generally developed by lower-level management
- b) Facts for strategic planning are generally easier to gather than facts for tactical planning
- c) Strategic plans generally contain less details than tactical plans
- d) Strategic plans generally cover a longer period of time than tactical plans
- e) Managers who are engaged in the development of strategic plans tend to work in more uncertainty than those managers engaged in the development of tactical plans.

Ans:

- b) Facts for strategic planning are generally easier to gather than facts for tactical planning

Explanation:

Strategic plan is used to establish overall objectives for the organization and position the organization in terms of its environment. Facts for strategic planning are generally more difficult to gather than facts for tactical planning. Hence, from above discussion, we can infer that option (b) is correct.

[View All Answers](#)

Question - 3:

Using the BCG matrix requires considering which of the following factors?

- a) Types of risk associated with product development
- b) Threats that economic conditions can create in future
- c) Social factors
- d) Market shares and growth of markets in which products are selling
- e) Political pressures.

Ans:

- d) Market shares and growth of markets in which products are selling

Explanation:

Using the BCG matrix requires considering market shares and growth of markets in which products are selling.

[View All Answers](#)

Question - 4:

By studying the various approaches to management analysis, we can understand the concept of management and have a better understanding of managerial functions. Which approach to management emphasizes managing people by understanding their individual psychological needs?

- a) Empirical approach
- b) Decision theory approach
- c) Management science approach
- d) Interpersonal behavior approach
- e) Contingency approach



Ans:

d) Interpersonal behavior approach

Explanation:

Interpersonal Behavior Approach to management emphasizes managing people by understanding their individual psychological needs. Hence, from above discussion, we can infer that option (d) is correct.

[View All Answers](#)

Question - 5:

Immoral management not only ignores ethical concerns, but also actively opposes ethical behavior. Organizations with immoral management is/are characterized by

I. Total concern for company profits only.

II. Laws are regarded as hurdles to be removed.

III. Less inclination to minimize expenditure.

a) Only (I) above

b) Only (II) above

c) Both (I) and (II) above

d) Both (I) and (III) above

e) All (I), (II) and (III) above.

Ans:

c) Both (I) and (II) above

Explanation:

Immoral management not only ignores ethical concerns, but also actively opposes ethical behavior. Organizations with immoral management are characterized by:

* Total concern for company profits only.

* Laws are regarded as hurdles to be removed.

* Strong inclination to minimize expenditures.

Hence, option (c) is the correct answer.

[View All Answers](#)

Question - 6:

JIT (Just-In-Time) inventory control is an approach to inventory control, which stipulates that materials should arrive just, as they are needed, in the production process. Which of the following would generally not be associated with a successful JIT program, for the purpose of inventory control?

a) Well-organized receiving and handling of materials purchased from suppliers

b) Strong management commitment

c) Suppliers located in diverse and distant locations

d) High quality of materials purchased from suppliers

e) Dependable and long-lasting relationships with suppliers and customers.

Ans:

c) Suppliers located in diverse and distant locations

Explanation:

A successful JIT program requires that suppliers be located in close proximity of the company, so that materials can arrive as and when needed.

Hence from above discussion, we can infer that option (c) would generally not be associated with a successful JIT program. Options (a), (b), (d) and (e) would all be associated with a successful JIT program.

[View All Answers](#)

Question - 7:

Two factor theory of motivation provides useful insights into the relationship between individual and situational or hygiene factors. Which of the following is a hygiene factor?

a) Achievement

b) Interpersonal relations

c) Recognition

d) Challenging work

e) Increased responsibility.

Ans:

b) Interpersonal relations

Explanation:

Interpersonal relationships can be considered as a hygiene factor under Two factor theory.

[View All Answers](#)

Question - 8:

The behavioral approach of management thoughts can be classified into:

I. Bureaucratic management.

II. Group influences.

III. Hawthorne studies.

IV. Contingency theory.

a) Both (I) and (II) above

b) Both (I) and (III) above

c) Both (II) and (III) above

d) (I), (II) and (III) above

e) (II), (III) and (IV) above.

Ans:

c) Both (II) and (III) above

Explanation:

The behavioral approach of management thoughts can be classified into

• Group influences



Â· Hawthorne studies.

[View All Answers](#)

Question - 9:

Identify the sequence of different steps in controlling:

- I. Measurement of performance.
- II. Comparison of actual and standard.
- III. Analysis of causes of deviation.
- IV. Actual performance.
- V. Corrective action plan.
- a) (III), (IV), (V), (I), (II)
- b) (II), (III), (IV), (V), (I)
- c) (I), (II), (IV), (III), (V)
- d) (IV), (I), (II), (III), (V)
- e) (V), (IV), (III), (II), (I).

Ans:

- d) (IV), (I), (II), (III), (V)

Explanation:

The steps in controlling are actual performance, measurement of performance, comparison of actual and standard. Analysis of courses of deviation and corrective action plan. (d) is correct answer.

[View All Answers](#)

Question - 10:

The fact that 70-80 percent of a manager's time is taken up by his interactions with others, highlights the need for effective communication for successful management. Which of the following strategies is not likely to improve communication effectiveness?

- a) Avoiding non-verbal cues
- b) Using simple, unambiguous language
- c) Using active listening techniques
- d) Using appropriate and consistent nonverbal cues
- e) Using the feedback loop in the communication process.

Ans:

- a) Avoiding non-verbal cues

Explanation:

Avoiding non-verbal cues is not likely to improve communication effectiveness. Rather, non-verbal cues are very important for effective communication as they often help in understanding the hidden feelings in people.

Hence, from above discussion, we can infer that option (a) is correct.

[View All Answers](#)

Question - 11:

ABC works for "Energy Engineering Works." Apart from the regular compensation, the company provides him with things such as tuition reimbursement, recreational opportunities etc. What is the name given to these things of value?

- a) Incentives
- b) Benefits
- c) Rewards
- d) Compensation
- e) Social benefits.

Ans:

- b) Benefits

Explanation:

The term associated with things such as tuition reimbursement, recreational opportunities etc is benefits which is provided apart from the regular compensation. i.e. Benefits are forms of supplementary compensation. They represent monetary and non-monetary payments over and above the wages paid. (a) Incentives represent special compensation opportunities that are usually tied to performance. (c) Rewards are given in recognition of specific achievements whereas social benefits in the form of say club memberships are given to enhance the employee status. (d) Compensation is the financial remuneration given by the organization to its employers for their work.

[View All Answers](#)

Question - 12:

The conflict-resolution approach that corresponds with a high level of assertiveness and a low level of cooperativeness, is referred to as:

- a) Compromising
- b) Collaborating
- c) Forcing
- d) Avoiding
- e) Accommodating.

Ans:

- c) Forcing

Explanation:

The conflict-resolution approach that corresponds with a high level of assertiveness and a low level of cooperativeness, is referred to as Forcing. Hence, from above discussion, we can infer that option (c) is correct.

[View All Answers](#)

Question - 13:

Which of the following statements concerning grapevine is not correct?



- a) Grapevine is generally used irregularly in organizations
- b) Grapevine can and often does generate harmful rumors
- c) Grapevine is used largely to serve the self-interests of people within it
- d) Some managers use grapevine to their advantage
- e) In time, and with proper pressure, grapevine can be eliminated.

Ans:

- e) In time, and with proper pressure, grapevine can be eliminated.

Explanation:

Grapevine is an integral part of organizational communication and hence cannot be eliminated.

[View All Answers](#)

Question - 14:

Which of the following would not be an accurate depiction of the differences between strategic and tactical planning?

- a) Strategic planning is developed mainly by upper-level management and tactical planning is generally developed by lower-level management
- b) Facts for strategic planning are generally easier to gather than facts for tactical planning
- c) Strategic plans generally contain less details than tactical plans
- d) Strategic plans generally cover a longer period of time than tactical plans
- e) Managers who are engaged in the development of strategic plans tend to work in more uncertainty than those managers engaged in the development of tactical plans.

Ans:

- b) Facts for strategic planning are generally easier to gather than facts for tactical planning

Explanation:

Strategic plan is used to establish overall objectives for the organization and position the organization in terms of its environment. Facts for strategic planning are generally more difficult to gather than facts for tactical planning. Hence, from above discussion, we can infer that option (b) is correct.

[View All Answers](#)

Question - 15:

The communication process is made up of various components. Which of the following is the actual physical product from the source?

- a) Feedback
- b) Filter
- c) Message
- d) Channel
- e) Understanding.

Ans:

- c) Message

Explanation:

The communication process is made up of various components. The message is the actual physical product from the source encoding. Hence, from above discussion, we can infer that option (c) is correct.

[View All Answers](#)

Question - 16:

In the past three to four decades, many management theorists, and writers have made remarkable contribution in the study of management. By studying the various approaches to management analysis, we can understand the concept of management and have a better understanding of managerial functions. Which approach to management emphasizes managing people by understanding their individual psychological needs?

- a) Empirical Approach
- b) Decision Theory Approach
- c) Management Science Approach
- d) Interpersonal Behavior Approach
- e) Contingency Approach.

Ans:

- d) Interpersonal Behavior Approach

Explanation:

Interpersonal Behavior Approach to management emphasizes managing people by understanding their individual psychological needs. Hence, from above discussion, we can infer that option (d) is correct.

[View All Answers](#)

Question - 17:

What are the 4 P's in marketing?

Ans:

Place,
Product,
Price and
Promotion

[View All Answers](#)

Question - 18:

Why the value of rupee decreasing or it can say fluctuate compare to dollar please explain it?

Ans:

bcoz our country doesn't have dollars, DOLLARS HAD BIG DEMAND
so price value comes down & now a day's foreign



institutional investors(FII) not going to invest in our country by dollars tis s also a reason of tat,spain,greece country currency was very much depreciated so those people in tat country planned to invest a money in dollars.

[View All Answers](#)

Question - 19:

What is the pop & pos materials?

Ans:

point of purchase and point of sale

[View All Answers](#)

Question - 20:

I am a non bca candidate. so why pharmaceutical company are select me?

Ans:

marketing does not require specialty in the stream. the person dealing with the product must have convincing power with respect to the product and fulfill the desire of the concern person

[View All Answers](#)

Question - 21:

What is your first task as a marketing officer?

Ans:

According to me i will first identify the need of my customer second when they are in need of my services and how effectively i can satisfy their need under the organizational structure.

[View All Answers](#)

Question - 22:

What are your strengths & weakness?

Ans:

1:- STRENGTHS

1. My strengths are that I always try to learn from my mistakes.

2. I work patiently to get a good result.

3. I am friendly with everyone.

4. Easily adapt any critical situation

5. I am very punctual of time.

WEAKNESS

1. My weakness is I expect perfection in everything.

2. I don't feel comfortable until I finish my work.

3. Not fluent in English at my confidence level.

[View All Answers](#)

Question - 23:

What is current inflation rate in India?

Ans:

10.1%

[View All Answers](#)

Question - 24:

The first muslim invader in India was?

Ans:

Muhammad-bin-Qasim

[View All Answers](#)

Question - 25:

What is All About sales?

Ans:

Sales is about generating prospects,evaluating them for business opportunities,getting the requirement from them and providing adequate solutions so that it gets convertd into Revenues for the company.

Sales is about developing and closing business deals and earn profits.

[View All Answers](#)

**Question - 26:**

Can husband & wife run a partnership firm?

Ans:

yes they both b a good partnership firm

[View All Answers](#)

Question - 27:

What do you do after losing current job without information?

Ans:

firstly , you should get angry & settle all ur salary and incentives then try new job without frusteting.

[View All Answers](#)

Question - 28:

Why do you choose marketing?

Ans:

Marketing is a wide concept and is involved in every department of an organization. It involves a close organised study of market aligned with all functional departments. It provides a fair oppurtunity to enter into the market from TARGET MARKET till AFTER SALE SERVICE for the exisiting firm or from PRODUCT DESIGN till AFTER SALE SERVICE for NEW FIRMS.

Marketing has many dimensions and verticals, which make it the most important and critical factor for an organization for the existence in the competative world.

[View All Answers](#)

Question - 29:

What is basic difference between FII & FDI?

Ans:

In FII, d foreign investment is mk thru any intermediary means any institution is thr b/w investor or domestic co.,
bt in FDI, investment is directly md thru joint venture or in collaboration wid any domestic co.
simply means in fdi, investment can be made directly.....

[View All Answers](#)

Question - 30:

Why did you chose this specialization(finance,HR)?

Ans:

i am interested in finance actually i like to play with numbers and i want to take challenges in my life.

[View All Answers](#)

Question - 31:

What is the difference between PROVISION & RESERVE?

Ans:

PROVISION : Provision is a charge to P&L a/c.

RESERVE : Reserve is an appropriation of profit.

provision : it is because of legal necessity.

reserve : it is a matter of finavial prudence.

provision : creation of provision decreases the funds of the business.

reserve : creation of reserve increases the working capital of the business.

provision : can be made irrespective of profit / loss

reserve : cannot be made when there is loss.

provision : are made against expected losses.

reserve :safe guard against unexpected losses and there by to strengthen the financial position of the company

[View All Answers](#)

Question - 32:

What is the differentiate between tailormade homemade and readymade?

Ans:

tailormade means making the things by giving orders

home made is making thing ourselves



readymade is buying the things that already made

[View All Answers](#)

Question - 33:

How you choose commerce as a stream?

Ans:

Because my interest in the business line so i want to adopt the commerce stream

[View All Answers](#)

Question - 34:

What are your hobbies?

Ans:

it is most frequently question ask by any interviewer bt the most important thing in this question is that we should show our real hobbies rather than artificial in which we actively participate and have a profound knowledge about that.....

[View All Answers](#)

Question - 35:

Why should you be selected in company?

Ans:

Because i have the capability to participate in work which lead the company to achieve its goal

[View All Answers](#)

Management Most Popular & Related Interview Guides

- 1 : [Store Keeper Interview Questions and Answers.](#)
- 2 : [Administrative Officer Interview Questions and Answers.](#)
- 3 : [Good Team Leader Interview Questions and Answers.](#)
- 4 : [Hotel Management Interview Questions and Answers.](#)
- 5 : [Project Coordinator Interview Questions and Answers.](#)
- 6 : [Assistant Manager Interview Questions and Answers.](#)
- 7 : [Training Manager Interview Questions and Answers.](#)
- 8 : [Senior Project Officer Interview Questions and Answers.](#)
- 9 : [Project Manager Interview Questions and Answers.](#)
- 10 : [MBA Interview Questions and Answers.](#)

Follow us on FaceBook

www.facebook.com/InterviewQuestionsAnswers.Org

Follow us on Twitter

<https://twitter.com/InterviewQA>

For any inquiry please do not hesitate to contact us.

Interview Questions Answers.ORG Team

[https://InterviewQuestionsAnswers.ORG/
support@InterviewQuestionsAnswers.ORG](https://InterviewQuestionsAnswers.ORG/support@InterviewQuestionsAnswers.ORG)