

Strategic Management B&M

Sample Exam Questions

Multiple choice questions often check whether you have memorized the details of theories given in the textbook and/or lecture.

1. According to the first lecture, which of the following describes the *future state of the firm* in a way that is fairly specific and leaves many of the details of the firm similar to its current state?
 - (a) Plan
 - (b) Objective
 - (c) Vision
 - (d) Mission
2. A shakeout characterizes an industry's transition from:
 - (a) growth to maturity.
 - (b) maturity to decline.
 - (c) introduction to growth stage.
 - (d) product innovation to process innovation.
3. What is the difference between key success factors (KSFs) and core competences (CCs)?
 - (a) KSFs describes how a given firm beat its competitors, CC are the basic skill needed to survive in that industry.
 - (b) CCs are associated with having an advantage, KSFs are associated with the sustainability of that advantage.
 - (c) There is no difference. The terms mean essentially the same thing.
 - (d) The KSFs are characteristics of an industry, CCs are characteristics of a firm.

Some questions assess whether you understand the underlying logic of the models.

4. Imagine that you examined reports from several countries in the international version of the strategy simulation (the game). You notice a consumer profile found in all of these countries has a strong preference for a specific product feature. So, you include that feature in your product to attract those consumers. Which of Porter's generic strategies would best describes that approach?
 - (a) differentiation
 - (b) focus
 - (c) market leader
 - (d) differentiation focus
5. Transaction Cost Economics would be the most clearly relevant for merger and acquisition decisions related to
 - (a) the heartland of the corporate parent.
 - (b) holding companies.
 - (c) vertical integration.
 - (d) unrelated diversification.
6. As shown in the lecture, the axes of both the BCG and GE/McKinsey portfolio planning matrices act as proxies for two key strategic variables:
 - (a) The performance individual SBU and potential for synergy.
 - (b) The strength of the SBU and the attractiveness of the market.
 - (c) The potential for the corporate parent to add or destroy value for the SBU.
 - (d) Market share and market growth.

Strategic Management Sample Exam Questions And Answers

**Robert A. Burgelman, Clayton
Christensen, Steven C. Wheelwright**

Strategic Management Sample Exam Questions And Answers:

Taxmann's CRACKER for Strategic Management & Corporate Finance (Paper 5 | SMCF) - Exam-oriented | Previous-Papers-Based Manual for CS Professional | New Syllabus | June/Dec. 2026 Exams CS N.S. Zad, CS Divya Bajpai, 2026-01-28 Strategic Management Corporate Finance CRACKER is a comprehensive previous examinations driven preparation manual for CS Professional Group 2 Paper 5 editorially engineered to mirror the ICSI's real examination mechanics rather than its theoretical syllabus outline. The book functions as an exam decoding instrument systematically converting historical question papers into a predictive preparation framework for the June and December 2026 examinations. Unlike narrative textbooks that explain concepts in abstraction, this publication is built on actual CS Professional examination questions arranged topic wise and chapter wise with fully updated marks oriented solutions. The core philosophy of the book is that Paper 5 is not tested as a theory subject but as an applied, integrated and strategically evaluated paper where performance depends on issue identification, conceptual precision, structured presentation and examiner aligned language. The CRACKER edition is therefore designed not to teach what Strategic Management and Corporate Finance are but rather to show how ICSI examines them. The Present Publication is the 4th Edition authored by CS NS Zad and CS Divya Bajpai with the following noteworthy features:

- Complete Coverage of Previous Exams up to December 2025
- Incorporates all relevant CS Professional examination questions including descriptive, practical and integrated case study questions
- Topic wise Chapter wise Arrangement
- Questions are reorganised by syllabus topics, not exam sessions, allowing focused preparation and elimination of redundancy
- Fully Updated Examiner Oriented Solutions
- Answers are updated with current strategic frameworks, corporate finance practices, regulatory references and judicial principles wherever applicable
- Chapter wise Marks Distribution Tables
- Dedicated analytics section showing actual marks allocation across June, December 2024 and 2025 examinations, enabling data backed prioritisation
- Previous Exams Trend Analysis
- A granular table mapping question type, descriptive, practical, chapter recurrence and marks volatility across multiple attempts
- Chapter wise Mapping with ICSI Study Material
- A precise correlation table aligning each chapter of the book with the corresponding ICSI Study Material chapters, ensuring syllabus certainty

The book is divided into two fully integrated parts reflecting the actual structure of Paper 5:

- Part I Strategic Management (Chapters 1-6):** Covers the entire strategic management framework as tested by ICSI, including:
 - Strategic management process and levels of strategy
 - External and internal environment analysis
 - Business policy and formulation of functional strategies
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 - Competitive positioning and generic strategies
 - Managing multi business firms and strategic edgeEach chapter includes repeatedly tested short notes, long descriptive answers and applied case scenarios solved in an exam ready format.
- Part II Corporate Finance (Chapters 7-18):** Provides exhaustive question based coverage of high weightage finance areas, including:
 - Sources of corporate funding
 - Equity fundraising and public issue procedures
 - REITs and InvITs
 - Private funding and non fund based financing
 - Debt financing

and procedural aspects o Foreign funding institutions and instruments o IFSC listing and securities issuance o Role of intermediaries in fundraising o Project evaluation and financial decision making o The finance section reflects the ICSI s strong tilt towards practical cum descriptive questions with solutions structured to fetch maximum marks The structure of the book is as follows Analytical Tools including o Chapter wise marks distribution o Previous exams trend analysis o Chapter wise comparison with ICSI Study Material Each chapter follows a Consistent Exam centric Flow o Actual exam questions multiple attempts consolidated o Clearly labelled alternatives Or questions o Structured point wise answers aligned with the ICSI marking style o Balanced treatment of theory application and case orientation Language depth and presentation calibrated to CS Professional answer writing expectations

CIMA E3 Strategic Management BPP Learning Media,2014-07-31 BPP Learning Media provides comprehensive materials that highlight the areas to focus on for your exams and complement the syllabus to increase your understanding CIMA Official Exam Practice Kit Enterprise Management Charlie Dalton,Nick Best,2009-07-29 HELPING YOU PREPARE WITH CONFIDENCE AVOID PITFALLS AND PASS FIRST TIME CIMA s Exam Practice Kits contain a wealth of practice exam questions and answers focusing purely on applying what has been learned to pass the exam Fully updated to meet the demands of the new 2010 syllabus the range of questions covers every aspect of the course to prepare you for any exam scenario Each solution provides an in depth analysis of the correct answer to give a full understanding of the assessments and valuable insight on how to score top marks The only exam practice kits to be officially endorsed by CIMA Written by leading CIMA examiners markers and tutors a source you can trust Maps to CIMA s Learning Systems and CIMA s Learning Outcomes to enable you to study efficiently Exam level questions with type and weightings matching the format of the exam Fully worked model answers to facilitate learning and compare against your own practice answers Includes summaries of key theory to strengthen understanding

Understanding Strategic Management Anthony Henry,2008 This succinct textbook takes students through the key stages of Strategic Management Analysis Formulation and Implementation with an emphasis on providing students with the essential tools of analysis It is a student friendly introduction to the subject packed with real life examples which clearly illustrate complex theoretical concepts

Global Strategic Management Jędrzej George Frynas,Kamel Mellahi,2015 Emphasising the essential techniques of business best practices this title offers thorough analysis and discussions on concepts such as environmental analysis strategy development and strategy implementation Strategic Management Richard Lynch,2018-05-09 Strategic Management is a core strategy textbook covering all the major topics particularly from a global perspective It delivers comprehensive coverage of the subject in an easy to read style with extensive examples and a range of free support material that will help you learn actively and effectively This eighth edition of Strategic Management builds on proven strengths over 70 short case studies to provide easily accessible illustrations of strategy in practice and additional cases available online to provide more in depth examples of recent strategic decisions involving Sony Apple and industry

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companion web site www.prenhall.com/coulter which gives students access to online study guides Internet resources and related exercises **The Chartered Secretary**, 2002 Scenarios and Strategic Management Michel Godet, 1987

Instructor's Manual to Accompany Strategic Management Arthur A. Thompson, 1990 *Strategic Management of Technology and Innovation* Robert A. Burgelman, Clayton Christensen, Steven C. Wheelwright, 2004 The 4th Edition of *Strategic Management of Technology and Innovation* by Burgelman Christensen and Wheelwright continues its unmatched tradition of market leadership by using a combination of text readings and cases to bring to life the latest business research on these critical business challenges New co author Clay Christensen provides his insights on innovation management and new market entries through several new cases Approximately 40% of the cases are entirely new to this edition *Strategic Management of Technology and Innovation* takes the perspective of the general manager at the product line business unit and corporate levels The book not only examines each of these levels in some detail but also addresses the interaction between the different levels of general management for example the fit between product strategy and business unit strategy and the link between business and corporate level technology strategy Each part of the book starts with an introductory chapter laying out an overall framework and offering a brief discussion of key tools and findings from existing literature The remainder of each part offers a selected handful of seminar readings and case studies Almost all of the cases deal with recent events and situations including several that are concerned with the impact of the Internet A few classics have been retained however because they capture a timeless issue or problem in such a definitive way that the historical date of their writing is irrelevant **Essentials of Strategic Management** J. David Hunger, Thomas L. Wheelen, 2001 Written by the best selling author team of J David Hunger and Thomas L Wheelen this concise and no nonsense book cuts no corners in providing you with the essentials and just the essentials of the most important concepts and techniques in strategic management Rigorous yet manageable the books ten carefully crafted chapters include examples thought provoking vignettes and relevant research studies all geared to help you understand the key topics in strategic management This new edition will show you The concept of the learning organization as a way to involve everyone in strategic management The impact of hyper competition on industry analysis and competitive strategy How value chain analysis can be used to assess a companys strengths and weaknesses The importance of core and distinctive competencies For more information on learning and teaching aids available with this Second Edition visit www.prenhall.com/phbusiness

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