



Information on the entrance exam for master's programs

International Business Management (IBM)

The admission test consists of a grid test from the discipline *Management in the global context*, material in English, including:

Chapter 1. Management in organizations

- 1.1 Introduction to management
- 1.2. Planning
- 1.3. Organizing

Chapter 2. Comparative Management

- 2.1. Cultural background of management.
- 2.2. Management in USA
- 2.3. Management in Japan

Bibliography:

1. Bartol, K. M., & Martin, D. C. (1994). *Management* (2nd ed.). McGraw-Hill.
2. DuBrin, A. J. (2010). *Essentials of management* (9th ed.). South-Western.
3. Hofstede, G & Hofstede, G.J. & Minkov, M. (2010). *Cultures and organizations: Software of the mind* (revised and expanded 3rd edition), McGraw-Hill.

The reference bibliography is presented in a document available to candidates on the web page of the Management department link:

https://drive.google.com/file/d/1kDnyc35ocIx8WZ7E43PAodbIuL3wNpuh/view?usp=drive_link

The grid test is developed in English and will contain **20 questions**. Each question has four possible choices, of which only one is correct. Taking the grid test will be done face to face in the university campus space. The time allocated for solving the grid test is **60 minutes**. The questions can be both theoretical and practical, in accordance with the topic in the bibliography.

Sample of questions:

1. Identify the major components of planning:
 - a. Strategy formulation, strategy implementation.

- b. Strategic, tactical, operational.
- c. Planning, organising, leading and controlling.
- d. Mission, goals and objectives, plans.

2. The structure that groups the positions according to similarity of products or markets is:

- a. Matrix.
- b. Divisional.
- c. Functional.
- d. Hybrid.

3. A strong uncertainty avoidance means:

- a. "People work in order to live".
- b. "What is different is dangerous".
- c. "Rules are made for losers".
- d. "People live in order to work".

4. The main role that the American state plays in the national economy is:

- a. Regulating the prices.
- b. Protecting the competition.
- c. Creating state companies.
- d. Directing the entire economy.

The grid test will be a written one.

Students will present themselves at the scheduled room, displayed on the FSEGA web page, at least 20 minutes before the exam start time, having an identity card with them.

Head of Management Department,
Associate Prof. PhD Maria MORTAN