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| 1. An analytical process through which an enterprise's performance can be compared with that of its competitors is |
|--|
| cos-benefit analysis |
| comparatives |
| >> benchmarking |
| multiple comparisons |
| 2 is the process whereby key variables are maintained in a state of equilibrium even when there are environmental disturbances |
| photosynthesis |
| stabilisation |
| >> homeostasis |
| cybernatics |
| 3 should be seen as a factor in building a consensus for the alternative business strategy to employ |
| coalitions |
| availabilty and merit |
| >> internal politics |
| consensus |
| 4. Formulation and implementation of strategy are very much the responsibilities of the |
| general manger |
| personnel manager |
| >> strategy mager |
| supervisor |

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| reactive |
|---|
| >> pro-active |
| selective |
| strategic |
| 6 form coalitions around the direction the organisation should go on a particular issue or issues |
| champions |
| >> key individuals and groups |
| personnel |
| strategos |
| 7. To stay on top of how well strategy implementation is going, a manager must |
| develop a broad network of controls |
| use sources of information |
| >> tap into the flow of gossip through the grapevine |
| use observations |
| 8. The most valuable strategy implementing skills excludes creating |
| >> an atmosphere where there is constructive pressure to perform |
| high level of commitment to work |
| a climate of excellence |
| a spirit of high performance |
| 9. With coalitions, issues take precedence and given priority in resources allocation |
| administrative |
| enterprise |

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| >> political | |
|------------------------------------|---|
| 10. Feedback control should ensure | _ in the face of changing circumstances |
| optimum adjustment | |
| equilibrium | |
| >> self-regulation | |
| harmonic motion | |

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