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Purpose. The purpose of this page is to avoid the teddy work of ingstring that you have to investigate all the topics that make up the ceneval exam for the administration, and therefore to help you spend as much time as possible instead of wasting time researching them. These notes are compilations of different topics based on the agenda and bibliography recommended by Ceneval in the guide to the bachelor's degree in management, and are prepared by some colleagues of the career in advance, thanks to everyone who participates in the elaborateization of notes. Recommendations Be sure to bring federal labor law, IMSS law, tax prentuary, check the exam guide so that they are very useful to you when you are answering the exam and know what the topic is in each section of the exam and try to bring a book on each topic. The summary found here is very helpful when it comes to exams, and in addition to printing them and setting them to three different books (one in each section of the exam) and preparing those indexes, consult in the exam and you'll be able to quickly find what you're looking for. For time and space reasons I decided to put a note in a 3 ZIP file (if you don't have a Winzip program, you can download the trial version here). These zip files contain documents with all themes of the Word 97-2000 format, CEN1 file. ZIP contains topics finance, addresses, human resources, and CEN2 files. ZIP contains topics of law, strategic management and marketing, CEN3 files. ZIP contains topics on sociology, economics, operations and administrative systems. The 2003 Ceneval Management Exam Guide can be downloaded directly from the official Ceneval portal in PDF format and will require an Acrobat reader program installed to read the guide. If you have questions or want to leave a comment by accessing the FAQ section, we recommend that you enter GuestBook. 3.2 Examples of Reagents S E L E C C O N E L A O P P C I N C R R E C A E N C A A D A R G U N T A SEC T SECTION I: 50-60 m in Uto S MANAGEMENT FUNDDAMENTS 1.- Relate the Administration Theirs in Column 1 He representative of it listed in Column 2.Column 1.Organization opened in Learning 2. Theory X – Y 3.Participation Management Column 2) Chris Argiris B) Morton - Blake C) Peter Senge D) Warren Venice E) Douglas McGregor A) 1c, 2d, 3rd B 1c, 2e, 3C) 1d, 2e, 3b D) 1a, 2c, 3e 2.A paper plant reduced production capacity in the early 1990s.I predicted that the time would come when the office would not need paper. This prediction has not yet been realized despite the boom in information technology. By the middle of that ten years, paper mills had not been able to meet customer demand. What management features do you recommend to use immediately to resolve the issue? A) Staff Integration B) Address C) Control D) General Address Plan 3.- Bill Gates and his Microsoft Emporium follow a different style of business. It has no hierarchical structure, staff do not have to schedule or dress in the course of their duties, and the work is based on the fulfillment of specific projects entrusted to the organization, so it is based on where authority is accepted. Point out one of the following statements that best characterizes the style described: A) Authority occurs at a very high level, management exercises the right to issue legitimate orders, and employees B) the basis of authority is affected, not influence. Not all laws or legitimate orders are complied with in all circumstances C) who are directly responsible for achieving the goals of the organization, there is a normal chain of command D) the team lacks independent formal authority, provides advice and services to line members 4. - You are in charge of the sales area of the company Teas Primavera, S.A. After formal negotiations, clients and sellers will discuss for the poor wording of the final text (contract). Who is the right person to resolve the dispute? A) Mediator B) Consultant C) Arbitrator D) Financial Advisor 5.- As financial manager of DIHOSP, S.A. must invest a surplus cash of USD 13,400 to use (according to cash flow) within one year. In that case, the following options are discussed: 1. Banco del Norte: 6.52% interest with monthly capitalization.2. Banco del Sur: 6.54% interest on quarterly capitalization. 3. East Bank: 6.68% interest. 6 months of capitalization. 4. West Bank: 6.70% per year. According to the analysis of the above data, which banking institution will you invest in? A) Banco de Oriente B) Banco del Norte C) Banco de Occidente D) When the company works 3,500 hours, the total maintenance cost is 32,500 dollars, and the total variable cost is 25,000 dollars after working 5,000 hours. The installed capacity is 5,000 maintenance hours. What is the total maintenance cost when working 4,000 hours? A) .20,000 B)The finance manager has 5 million pesos for 15 days allocated to employee salaries and payment of accounts payable to suppliers, so he generates the most profit in a period and analyzes the most appropriate investment options that allow him to meet his payments. The proposed choice is 1. It is a stock of a company with stock market B 2. Setes 3. Currency Swap 4.Bank Accepting 5.Forward Contract 6.Trading Paper What are the options that allow you to achieve maximum profit? A) 2, 4, 6 B) 1, 3, 5 C) 1, 3, 2D) 5, 4, 6 Human Resources 8.- Calculates the profit share of worker Jose Duran Garcia, who worked 8. - 365 days a year and earned an annual base salary of .54,000.00 The company determined the coefficient with a working day of 15 days and a wage factor of 0.10. A) .8,136.50 B) .10,000.00 C) .10,875.00 D) is a staff consultant, and you will be asked to evaluate the following situations and recommend two appropriate methods for evaluating the performance applied by the client's company, which is a chair factory: When performing diagnostics in the production area, we detected some problems: low quality in 60% of the products. Low productivity and demotion of workers, significant waste of raw materials and inventory shortages. The company has five workers in production, two in the office and a delivery man. A) evaluation method and self-evaluation method B) comparison method and descriptive phrase method C) method of serious incident and field survey method D) method of graphic scale and forced selection MERCADECANIA 10.-A company has commissioned market research including the need to segment it. If the product being released is a new line of soap, what are the factors or variables to consider for segmenting demographics? A) Mountainous areas, more than one million inhabitants have all the services. It is usually hot, but tourism activity B) has a conservative population, is ambitious, receives mainly high incomes, leads to recreational and recreational activities C) 75% of PEA is engaged in trade, families are mainly subjected to higher education research, consisting of four people on average. Looking for quality essentially 11. - when Volkswagen Mexico analyzes the stages of the life cycle in which its Jetta cars are located, it detects the following characteristics: sales continue to increase, but at a paceLeveling reduces the profits of producers and intermediaries. At what stage do these characteristics belong to in the product lifecycle? A) mature B) growth B) reduction C) introduction of operation and quantitative methods 12. A tobacco company conducted a study on consumer smoking habits, conducted a survey and obtained the following information: 55% smoked cigar A 50% smoker B 40% smoke tobacco C 10% smoke tobacco 20% first two, the third 18% what is the exact ratio of the first two non-smoking brands mention or do not smoke? A) 32% B) 90% C) 42% D) 105% 13.- There are several continuous stages in solving the problem of operation research (linear, nonlinear or overall programming). Please choose the correct one. A) Implementation, data collection and definition, problem B) self-assessment, selection and development of linear programming models, review of data and conclusions, review of data and conclusions, description of problems, solutions and conclusions D) definition and collection of data, formulation of mathematical models, testing and improvement of models, implementation economy 14.- Which does not correspond to the decision of the sales plan of the elements that determine the offer? A) Equilibrium B) bidder number C) Technology D) Good 15 prices - When the price of coffee rises and sugar consumption is lowered, we say that these are commodities: A) Low B) Usually D) Complementary RIGHT 16.- On the first day of your work as a sales manager of a furniture store, you will be told the following cases: The customer will be introduced to return the TV at a cost of 18,000.00 pesos he acquired four days ago. If nothing has been tampered with with the appliance, what solution will you provide for this case? A) Accept returns and exchange the value of profits for others as requirement B) TV does not present failure, so C) accept returns and load the percentage of money already paid D) Accept products and return amounts already paid 17.- Company Argo, S.A. requires immediate cash to make investments and Has only counter receipts from department chain El Palacio, S.A. What can you do to have cash at the moment? A) Bank Loan B) Financial Factoring C) Financial Lease D) Computer Mortgage 18.- You are a company administrator and face the problem that the amount of information required to perform some of your functions increases daily and delays complianceincreases errors in their tasks and such activities. Therefore, you need a system that can extract, filter, and track important business information, which is very easy to use and should not rely on special people. Choose the system that best meets your needs. A) Executive Information B) Knowledge Management C) Expert D) Group Support 19.- The Corporate Management System solves the business needs of management: A) Human Resources, Payroll, IMSS, Infonabit, Human Resources, Time Check B) Decisions, Graphs, Management Reports, Internal Formats, Intranet C) Purchase, Sales, Warehouse, Human Resources, Finance, Production D) Purchase Cycle, Sales cycle, inventory, human resources, cash and banking, production. Psychology and Sociology 20.- They are characterized by having their own organization that determines the hierarchical position, correlation, different specific functions, discipline and standards of action, common interests and values, relative persistence and duration of members. A) Organization B) Group C) Company D) Community 21.- The process of allowing people to capture the environment through their senses and build meaningful images. in processes affected by previous values and experiences. A) Communication B) Semantics C) Observation D) Perception Perception

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