

Written Exam for the B.Sc. or M.Sc. in Economics Summer School 2013

Organization Theory

Bachelors & Masters Course

24 hours take home exam from 15 August at 10 a.m. to 16 August at 10 a.m.

Please note that the language used in your exam paper must correspond to the language of the title for which you registered during exam registration, i.e., if you registered for the English title of the course, you must write your exam paper in English. Likewise, if you registered for the Danish title of the course or if you registered for the English title which was followed by “eksamen på dansk” in brackets, you must write your exam paper in Danish.

If you are in doubt about which title you registered for, please see the print of your exam registration from the students’ self-service system.

The paper must be uploaded as one PDF document (including the standard cover and the appendices). The PDF document must be named with exam number only (e.g. ‘1234.pdf’) and uploaded to Absalon.

Focus on Exam Cheating

In case of presumed exam cheating, which is observed by either the examination registration of the respective study programmes, the invigilation or the course lecturer, the Head of Studies will make a preliminary inquiry into the matter, requesting a statement from the course lecturer and possibly the invigilation, too. Furthermore, the Head of Studies will interview the student. If the Head of Studies finds that there are reasonable grounds to suspect exam cheating, the issue will be reported to the Rector. In the course of the study and during examinations, the student is expected to conform to the rules and regulations governing academic integrity. Academic dishonesty includes falsification, plagiarism, failure to disclose information, and any other kind of misrepresentation of the student’s own performance and results or assisting another student herewith. For example failure to indicate sources in written assignments is regarded as failure to disclose information. Attempts to cheat at examinations are dealt with in the same manner as exam cheating which has been carried through. In case of exam cheating, the following sanctions may be imposed by the Rector:

- 1. A warning
- 2. Expulsion from the examination
- 3. Suspension from the University for at limited period or permanent expulsion.

The Faculty of Social Sciences
The Study and Examination Office
October 2006

Exam Assignment

Aslo is a manufacturing company in the medical instruments industry in Denmark. Most of the company's business is in Denmark but it also has some clients in other European countries. The company, faced by global competition, rising costs and thinner profit margins is considering introducing performance related pay across the functions of production, research & development and sales.

Discuss the pros and cons of performance related pay when related to:

- *Workers* in the company's production department; some workers are unskilled with repetitive manual work; other workers are skilled and monitor automated machinery.
- *Researchers* in the company's research and development department; some researchers work on individual projects, but most work in teams.
- *Sales people* in the company's sales department; each sales person has a geographical district and an office in the company building; but the sales people spend more than half of their working time outside the company building - being either "on the road" or visiting customers and potential customers.

In consideration of the above, what would you recommend to Aslo?

The discussion and proposals should be related to relevant theories.

Maximum length of exam paper:

The maximum size of the exam paper is 10 standard pages (A4 sheet). Front page(s), table of contents and list of literature, if any, are not included when the number of pages is counted. A standard page is a page with a 12 pitch-font, all margins set to 2.5 cm and line spacing set to 1.5. The students are welcome to use word processing packages like Scientific Workplace or a kind of Tex in which such a formatting is not natural. The student is then required to ensure that the formal requirements are met. Any tables, charts and footnotes etc. are considered part of the standard page and, consequently, form part of the total number of pages in the paper. If the requirement regarding the maximum number of pages is not adhered to, then the exam paper will be rejected and counted as one exam attempt. Each student writes his/ her own exam paper. Exam papers written by two or more students are not accepted.