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QUESTION 1

Which one is created to administer a unit of local civil government or one created by the United States to conduct business?

- A. Profit Corporation
- B. Private Corporation
- C. Public Corporation
- D. Domestic Corporation

Correct Answer: C

QUESTION 2

Power that results from characteristics that command subordinates' identification with, respect and admiration for, and desire to emulate the leader is called:

- A. Personal power
- B. Expert power
- C. Referent power
- D. Autocratic power

Correct Answer: C

QUESTION 3

Which databases allow browsers to search items by key words or combinations of them and to do so, the site provides a local search engine that scours web pages stored in its database?

- A. Catalog
- B. Library
- C. Directory
- D. Value

Correct Answer: A

QUESTION 4

An unincorporated business association of two or more persons to carry out a particular business enterprise for profit is known as:

- A. Speculation
- B. Business enterprise
- C. Joint venture
- D. None of the above

Correct Answer: C

QUESTION 5

Which of the following is NOT the type of debt securities?

- A. Authority bonds
- B. Equity bonds
- C. Participating bonds
- D. Callable bonds

Correct Answer: A

QUESTION 6

A contingency approach to leadership that links leader's behavioral style with the task readiness of subordinates is known as:

- A. Contingency theory
- B. Situational theory
- C. Assignment theory
- D. None of the above

Correct Answer: B

QUESTION 7

What come in a variety of forms and are offered to retailers simply for purchasing the manufacturer's brand or for performing activities in support of the manufacturer's brand?

- A. Trade allowances
- B. Power transfers
- C. Sales promotions
- D. Reward structures

Correct Answer: A

QUESTION 8

What composed of product, pricing, distribution, and promotion decisions, is then tailored to meet the needs and wants of specific target markets and to carve out a position in the marketplace?

- A. Marketing segments
- B. Target markets
- C. Marketing mix
- D. Marketing strategy

Correct Answer: C

QUESTION 9

From the focal firm's perspective, the supply chain includes:

- A. internal functions
- B. upstream suppliers
- C. downstream customers
- D. All of the above

Correct Answer: D

QUESTION 10

Increasing the depth of a job by adding the responsibility for planning, organizing, controlling, and evaluating the job is called:

- A. Job rotation
- B. Job enlargement
- C. Job enrichment
- D. Job extension

Correct Answer: C

QUESTION 11

An unincorporated business association of two or more persons to carry on as co-owners of a business for profit is

called:

- A. General partnership
- B. Limited partnership
- C. Limited Liability partnership
- D. Limited Liability Limited partnership

Correct Answer: A

QUESTION 12

Producing a plan to manufacture specific items or provide specific services within a given time period is called:

- A. Master scheduling
- B. Run-on-time scheduling
- C. Capability scheduling
- D. Production activity scheduling

Correct Answer: B

QUESTION 13

The use of influence to motivate employees to achieve organizational goals is called:

- A. Planning
- B. Organizing
- C. Leading
- D. Controlling

Correct Answer: C

QUESTION 14

Many multinational corporations, in an attempt to facilitate planning for, organizing, and controlling interdependent businesses, critical resources, strategies and geographic regions, has adopted:

- A. Customer structure
- B. Matrix structure
- C. Mixed structure

D. Area structure

Correct Answer: B

QUESTION 15

A cash management arrangement used to mobilize funds from decentralized receiving locations, whether they are decentralized company locations, into one or more central cash pools is known as:

- A. Payable Concentration
- B. Concentration banking
- C. Marketable Concentration
- D. None of the above

Correct Answer: B

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