APBM.CBM.v2026-08-26.q164

Exam Code:	CBM
Exam Name:	APBM Certified Business Manager (CBM)
Certification Provider:	APBM
Free Question Number:	164
Version:	v2026-08-26
# of views:	156
# of Questions views:	1640
https://www.freepdfdumps.com/APBM.CBM.v2026-08-26.q164.html	

NEW QUESTION: 1
When finances all of the temporary assets with short-term, non-spontaneous debt and finances its fixed assets with long-term capital, this leads to:
A. Long vs. short term debt
B. Conservative approach
C. Debt financing approach
D. Aggressive approach
Answer: (SHOW ANSWER)

NEW QUESTION: 2
From the focal firm's perspective, the supply chain includes:
A. internal functions
B. downstream customers
C. All of the above
D. upstream suppliers
Answer: (SHOW ANSWER)

NEW QUESTION: 3
What refers to the tools, techniques, machines, and actions used to transform organizational inputs into outputs?
A. Technology
B. Designs
C. Expertise
D. Structures
Answer: A (LEAVE A REPLY)

NEW QUESTION: 4

Michael E. Porter introduced a framework describing which three competitive strategies?
A. Low-cost leadership, Differentiation and Focus
B. Official goals, Differentiation and Design
C. Low-cost leadership, Productivity and Focus
D. Low-cost leadership, Differentiation and Effectiveness
Answer: (SHOW ANSWER)

NEW QUESTION: 5
A huge collection of data that supports management decision making and maintains snapshots of business conditions at predetermined points in time is called:
A. Data warehouse
B. Data store
C. Data storehouse
D. Data depot
Answer: A (LEAVE A REPLY)

NEW QUESTION: 6
An option that gives the right to sell a stock at a specified price during some period in the future, this is called:
A. step option
B. go option
C. put option
D. gets option
Answer: (SHOW ANSWER)

NEW QUESTION: 7
Software that works on computer network or via the Internet to link people across a room or around the globe is called:
A. Band-ware
B. Groupware
C. Assembly-line
D. Troop-up
Answer: B (LEAVE A REPLY)

NEW QUESTION: 8
A database or data warehouse that allows a decision maker to conduct the intelligence phase of decision making is called:
A. Data Information Module
B. Data Modeling Module
C. Data Management Module
D. Data Processing Module

Answer: (SHOW ANSWER)

NEW QUESTION: 9
The corporate charter includes which of the following factor?
A. number of directors
B. types of activities it will pursue
C. All of the above
D. amount of capital stock
Answer: C (LEAVE A REPLY)

NEW QUESTION: 10
What is the excess of sales revenues over variable costs?
A. Total margin
B. Computing margin
C. Absolute margin
D. Contribution margin
Answer: D (LEAVE A REPLY)

NEW QUESTION: 11
What is measured as a percentage of total industry sales over a specified time period?
A. Mind share
B. Research & development share
C. Market share
D. Voice share
Answer: C (LEAVE A REPLY)

NEW QUESTION: 12
Although it is desirable to establish attainable goals, it is undesirable to plan lower goals than may be possible, this is known as:
A. budgetary monitoring
B. inactive budget
C. budgetary slack
D. budgetary drooping
Answer: (SHOW ANSWER)

NEW QUESTION: 13
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. Sales promotions
B. Trade allowances
C. Reward structures

D. Power transfers
Answer: B (LEAVE A REPLY)

NEW QUESTION: 14
The set of products a firm targets to one general market is known as:
A. Product diversification
B. Packaging line
C. Market development
D. Product line
Answer: D (LEAVE A REPLY)

NEW QUESTION: 15
Process of studying the environment of the organization to pinpoint opportunities and threats is known as:
A. Environmental regulating
B. Environmental inspection
C. Environmental scanning
D. Environmental scrutinize
Answer: C (LEAVE A REPLY)

NEW QUESTION: 16
A field whose values identify records either for display or for processing is called:
A. key
B. structure
C. model
D. element
Answer: (SHOW ANSWER)

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NEW QUESTION: 17
Leading companies identify important business processes throughout the supply chain that affect customer satisfaction, these fall into which of the following category?
A. Supplier and partnering processes

B. Support processes
C. Product design processes
D. All of the above
Answer: D (LEAVE A REPLY)

NEW QUESTION: 18
A situational variable that counteracts a leadership style and prevents the leader from displaying certain behaviors is called:
A. Neutralizer
B. Situational factor
C. Switch module
D. Substitute
Answer: (SHOW ANSWER)

NEW QUESTION: 19
What is computed by dividing the average cost of workers by their average levels of output?
A. cost of productivity
B. Total cost of conduct
C. labor cost of conduct
D. unit labor cost
Answer: D (LEAVE A REPLY)

NEW QUESTION: 20
The relative mix of a business's variable costs and fixed costs is measured by:
A. Operating power
B. Operating pull
C. Operating control
D. Operating leverage
Answer: (SHOW ANSWER)

NEW QUESTION: 21
What provide managers with timely and concise information about the performance of their organization?
A. Executive Information System
B. Process Improvement System
C. Information Reporting System
D. Customer Reporting System
Answer: A (LEAVE A REPLY)

NEW QUESTION: 22

What strategy is appropriate in a relatively stable business environment because its approaches competition on the basis of low price and high quality of product or service?
A. staffing growth
B. external staffing
C. cost-leadership
D. business innovation
Answer: C (LEAVE A REPLY)

NEW QUESTION: 23
What describes the organization's vision, its shared values and beliefs, and its reason for being?
A. Mission
B. Organizational goals
C. Vision
D. Operative goals
Answer: (SHOW ANSWER)

NEW QUESTION: 24
The term commonly used to describe the process by which a firm attempts to locate and purchase goods and services on a world-wide basis in known as:
A. Importing
B. Foreign penetrating
C. Tracing
D. Global sourcing
Answer: D (LEAVE A REPLY)

NEW QUESTION: 25
The competitive strategy of an organization consists of:
A. Make finished items to stock
B. Custom design and make-to-order
C. Assemble final products to order and make components
D. All of the above
Answer: D (LEAVE A REPLY)

NEW QUESTION: 26
Computer-integrated manufacturing is typically the result of which of the following component?
A. Computer-aided design
B. All of the above
C. Integrated Information Network
D. Computer-aided manufacturing

Answer: (SHOW ANSWER)

NEW QUESTION: 27
The ratio of total outputs to the inputs from labor, capital, materials, and energy is called total factor productivity.
A. True
B. False
Answer: A (LEAVE A REPLY)

NEW QUESTION: 28
In the statement of cash flows, which of the following is NOT the activity of reporting cash flows?
A. Cash flows from operating activities
B. Cash flows from inventory activities
C. Cash flows from financing activities
D. Cash flows from investing activities
Answer: B (LEAVE A REPLY)

NEW QUESTION: 29
Which of the following is NOT the category of internal failure costs?
A. Downgrading costs
B. Scrap and rework costs
C. Costs of corrective action
D. Tests and Inspections costs
Answer: D (LEAVE A REPLY)

NEW QUESTION: 30
Which of the following is NOT the type of debt securities?
A. Callable bonds
B. Participating bonds
C. Authority bonds
D. Equity bonds
Answer: (SHOW ANSWER)

NEW QUESTION: 31
An extension of the humanistic perspective in which the successful resolution of organizational; problems is thought to depend on managers' identification of key variations in the situation at hand is known as:
A. Universal view
B. Business view
C. Case view

D. Contingency view
Answer: D (LEAVE A REPLY)

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NEW QUESTION: 32
A system that helps manage an organization's data and information in multiple business functions is known as:
A. Manifold Management
B. Compound Resource Planning
C. Enterprise Resource Planning
D. Amalgam Resource Planning
Answer: C (LEAVE A REPLY)

NEW QUESTION: 33
Which of the following is NOT the element of the Management Information System?
A. Decision-support system
B. Executive information system
C. Enterprise resource planning
D. Information-reporting system
Answer: C (LEAVE A REPLY)

NEW QUESTION: 34
The ongoing plans that are used to provide guidance for tasks performed repeatedly within the organization are called:
A. Standing plans
B. Procurement plans
C. Single-use plans
D. Long-lasting plans
Answer: (SHOW ANSWER)

NEW QUESTION: 35
The ability of a business to meet its financial obligations is called:
A. Glass seizing

B. Position analysis
C. Solvency
D. Nominal Concealing
Answer: C (LEAVE A REPLY)

NEW QUESTION: 36
Total quality is based on which of the following fundamental principle?
A. Process focus supported by continuous improvement and learning
B. All of the above
C. Focus on customers and stakeholders
D. Participation and teamwork by everyone in the organization
Answer: B (LEAVE A REPLY)

NEW QUESTION: 37
A list of the assets, liabilities, and owner's equity as of a specific date, usually at the close of the last day of a month or a year is called:
A. Balance sheet
B. Retained earnings sheet
C. Income sheet
D. Report sheet
Answer: A (LEAVE A REPLY)

NEW QUESTION: 38
Which of the following is NOT the management and planning tool?
A. Process decision program charts
B. Affinity diagrams
C. Product manufacturing flow charts
D. Tree diagrams
Answer: C (LEAVE A REPLY)

NEW QUESTION: 39
The transfer of ownership by the host government to a domestic entity with payment of compensation is called:
A. Domestication
B. All of the above
C. Local content
D. Expropriation
Answer: D (LEAVE A REPLY)

NEW QUESTION: 40
The relationship between credit sales and accounts receivable may be stated as:

A. quick account analysis
B. None of the above
C. account receivable turnover
D. account payable turnover
Answer: (SHOW ANSWER)

NEW QUESTION: 41
Cash balances associated with routine payments and collections are known as:
A. Compensating balances
B. Transaction balances
C. None of the above
D. precautionary balances
Answer: B (LEAVE A REPLY)

NEW QUESTION: 42
Worker Adjustment and Retaining Notification Act states that:
A. Employers to give a 20 day notice before a layoff or facility closing involving more than 10 people
B. Employers to give a 40 day notice before a layoff or facility closing involving more than 30 people
C. Employers to give a 50 day notice before a layoff or facility closing involving more than 40 people
D. Employers to give a 60 day notice before a layoff or facility closing involving more than 50 people
Answer: D (LEAVE A REPLY)

NEW QUESTION: 43
Which of the following is NOT the element of infrastructure?
A. Leadership and strategic planning
B. Process management
C. Quality planning
D. Customer leadership management
Answer: C (LEAVE A REPLY)

NEW QUESTION: 44
Which of the following is NOT the step of decision-making process?
A. Problem recognition
B. Alternative evaluation
C. Post-purchase security
D. Purchase
Answer: C (LEAVE A REPLY)

NEW QUESTION: 45
The change in the relation of partners caused by any partner's ceasing to be associated with the carrying on of the business is called:
A. Disbanding
B. Dissolution
C. Conclusion
D. Suspension
Answer: (SHOW ANSWER)

NEW QUESTION: 46
Combining modern hardware and software such as word processors, desktop publishers, e-mail, and teleconferencing to handle the tasks of publishing and distributing information, in which system?
A. Process Control System
B. Office Automation System
C. Mechanization System
D. Computerization System
Answer: B (LEAVE A REPLY)

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NEW QUESTION: 47
Which of the following is NOT the source of short-term funds?
A. Payable concentration
B. Accruals
C. Letter of credit
D. Reverse repurchase agreement
Answer: A (LEAVE A REPLY)

NEW QUESTION: 48
Which budget presents the expected receipts and payments of cash for a period of time?
A. Cash budget
B. Cost budget

C. Purchases budget
D. Direct labor budget
Answer: A (LEAVE A REPLY)

NEW QUESTION: 49
A contingency approach to leadership specifying that the leader's responsibility is to increase subordinates' motivation by clarifying the behaviors necessary for task accomplishment and rewards is called:
A. None of the above
B. Seek-goal theory
C. Path-goal theory
D. Leader behavior theory
Answer: C (LEAVE A REPLY)

NEW QUESTION: 50
A special type of data collection forms in which the results may be interpreted on the form directly without additional processing is called:
A. Processing sheets
B. Mark sheets
C. Restraint sheets
D. Check sheets
Answer: D (LEAVE A REPLY)

NEW QUESTION: 51
What is used to designate any debt sold in a country other than the one in whose currency the debt is denominated?
A. Foreign debt
B. Euro-debt
C. Bell debt
D. Exotic debt
Answer: B (LEAVE A REPLY)

NEW QUESTION: 52
Which information includes both historical and estimated data used by people in conducting daily operations, planning future operations, and developing overall business strategies?
A. Managerial accounting
B. Supervisory accounting
C. Financial accounting
D. Cost accounting
Answer: A (LEAVE A REPLY)

NEW QUESTION: 53
Software that is programmed to cause damage at a specified time to specific applications and data files is called:
A. Malevolent
B. Wicked Logic
C. Malicious mishap
D. Logic bomb
Answer: D (LEAVE A REPLY)

NEW QUESTION: 54
Cash and other assets that are expected to be converted to cash or sold or used up usually within one year or less, through the normal operations of the business, are called:
A. Current assets
B. Set assets
C. Streamlined assets
D. Fixed assets
Answer: A (LEAVE A REPLY)

NEW QUESTION: 55
The system which is designed to deny or at least delay the acquisition of strategically important goods by adversaries is called:
A. None of the above
B. Export-licensing system
C. Dual-use system
D. Export-control system
Answer: D (LEAVE A REPLY)

NEW QUESTION: 56
The difference between the balance shown in a firm's checkbook and the balance in the bank's records is called:
A. Float
B. Glide
C. Drift
D. Soar
Answer: A (LEAVE A REPLY)

NEW QUESTION: 57
A larger work segment composed of several tasks that are performed by an individual is referred to as:
A. Responsibility

B. Task
C. Duty
D. Chore
Answer: C (LEAVE A REPLY)

NEW QUESTION: 58
Form of brand promotion that ties a brand to a meaningful cultural, social, athletic, or other type of high- interest public activity is known as:
A. Even-related marketing
B. Purchase-related marketing
C. Cause-related marketing
D. Corporate-related marketing
Answer: A (LEAVE A REPLY)

NEW QUESTION: 59
What causes data communications applications to process huge numbers of messages and files for no useful; purposes, which detracts from the efficiency of transmitting and receiving legitimate messages and files?
A. Viruses
B. Worms
C. Errors
D. Bugs
Answer: A (LEAVE A REPLY)

NEW QUESTION: 60
A long-term contract under which a borrower which a borrower agrees to make payments of interest and principal on specific dates to its holder is called:
A. Bond
B. Mortgage
C. Loan
D. Credit
Answer: A (LEAVE A REPLY)

NEW QUESTION: 61
Working capital management involves management of the current assets and the current liabilities of a firm.
A. True
B. False
Answer: A (LEAVE A REPLY)

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NEW QUESTION: 62
The process that begins with analyzing and journalizing transactions and ends with the post-closing trial balance is called:
A. Statement of cash flows
B. Income statement
C. Accounting cycle
D. Source cycle
Answer: (SHOW ANSWER)

NEW QUESTION: 63
An unincorporated business association of two or more persons to carry out a particular business enterprise for profit is known as:
A. None of the above
B. Business enterprise
C. Joint venture
D. Speculation
Answer: C (LEAVE A REPLY)

NEW QUESTION: 64
What support information-processing needs of a business's day-to-day operations, as well as low-level operations management functions?
A. Decision Making System
B. Operations Information System
C. Functional Management System
D. None of the above
Answer: (SHOW ANSWER)

NEW QUESTION: 65
A firm uses more short-term sources, its debt costs are low, profits are high and solvency is low with:
A. Conservative financing strategy
B. Aggressive strategy
C. Excess Liquidity strategy

D. Moderate financing strategy
Answer: (SHOW ANSWER)

NEW QUESTION: 66
What is designed to allow for sufficient capacity and flexibility to enable production output to match the demand?
A. extensive strategy
B. demand strategy
C. chase strategy
D. production strategy
Answer: C (LEAVE A REPLY)

NEW QUESTION: 67
Banks sometimes require borrowers to maintain an average demand deposit balance equal to from 10 percent to 20 percent of the amount borrowed, this is called:
A. revolving credit agreement
B. commitment fee
C. compensating balance
D. line of credit
Answer: C (LEAVE A REPLY)

NEW QUESTION: 68
If received an asset and incurred a liability to pay a future bill, this type of transaction is called:
A. purchase on account
B. supplies on account
C. payable on account
D. sale on account
Answer: (SHOW ANSWER)

NEW QUESTION: 69
Target levels for each category of current assets and how current assets will be financed are the firm's basic policies for:
A. Strategic policy decisions
B. Net working capital
C. Working capital policy
D. Working capital management
Answer: C (LEAVE A REPLY)

NEW QUESTION: 70

The process of planning and executing the conception, pricing, promotion, and distribution of ideas, goods, and services to create exchanges that satisfy individual and organizational goals is called:
A. Promotion
B. Marketing
C. Advertising
D. Selling
Answer: B (LEAVE A REPLY)

NEW QUESTION: 71
Database marketing offers companies for which of the following four abilities?
A. Addressability, Measurability, Flexibility, and Reproduction
B. Addressability, Measurability, Flexibility, and Accountability
C. Addressability, Expressiveness, Flexibility, and Accumulation
D. Attainability, Measurability, Litheness, and Accountability
Answer: B (LEAVE A REPLY)

NEW QUESTION: 72
The level of operations at which a business's revenues and expired costs are exactly equal is called:
A. break-even point
B. break-even cost
C. break-even point sales
D. break-even analysis
Answer: A (LEAVE A REPLY)

NEW QUESTION: 73
Issuance of shares defines:
A. Equity Security source of capital creating an ownership interest in the corporation
B. Treasury Stock shares reacquired by a corporation
C. All of the above
D. Share a proportionate ownership interest in a corporation
Answer: C (LEAVE A REPLY)

NEW QUESTION: 74
Which of the following are the main forms of business organizations?
A. Sole proprietorships, partnerships and capital ownerships
B. Sole proprietorships, partnerships and joint ventures
C. Sole proprietorships, partnerships and corporations
D. Sole proprietorships, partnerships and finance associations
Answer: C (LEAVE A REPLY)

NEW QUESTION: 75
Which strategy is made complex by momentary exchange factors as well as by firms often being required to countertrade, that is, to trade by barter or a similar system?
A. International pricing strategy
B. International service strategy
C. Standardize productivity strategy
D. Information technology and service strategy
Answer: A (LEAVE A REPLY)

NEW QUESTION: 76
_____ are the external supply pool from which employers attract employees.
A. Administrative markets
B. Applicant markets
C. Labor markets
D. Recruiting markets
Answer: C (LEAVE A REPLY)

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NEW QUESTION: 77
What provides for global coordination and at the same time it allows local autonomy?
A. International strategy
B. Transnational strategy
C. Tactical strategy
D. Global strategy
Answer: (SHOW ANSWER)

NEW QUESTION: 78
A small or medium sized automated production line that can be adopted to produce more than one product line is known as:
A. Flexible manufacturing system
B. Open manufacturing system
C. Variable manufacturing system

D. Accommodating manufacturing system
Answer: (SHOW ANSWER)

NEW QUESTION: 79
The relationship between the volume of goods sold and inventory may be stated as inventory turnover.
A. False
B. True
Answer: B (LEAVE A REPLY)

NEW QUESTION: 80
A line graph in which data are plotted over time is known as:
A. horizontal chart
B. streamline chart
C. run chart
D. flowchart
Answer: (SHOW ANSWER)

NEW QUESTION: 81
What is speaks as offensively rather than defensively oriented, and opportunity-seeking rather than problem solving?
A. Event marketing relations
B. Proactive marketing public relations
C. Cause-related marketing
D. None of the above
Answer: (SHOW ANSWER)

NEW QUESTION: 82
The number of employees who are forced by multiple managers to supervisors is known as span of control.
A. True
B. False
Answer: B (LEAVE A REPLY)

NEW QUESTION: 83
The ratios that are much higher than the market averages are generally associated with companies with fast- growing profits are called:
A. Capital ratio
B. Price-earnings ratios
C. Emerging ratios
D. Dividend charges

Answer: B (LEAVE A REPLY)

NEW QUESTION: 84
What are spreadsheets that graphically display relationships between ideas, activities, or other dimensions in such a way as to provide logical connecting points between each item?
A. Matrix diagrams
B. Arrow diagrams
C. Matrix data analyzed charts
D. Process diagrams
Answer: A (LEAVE A REPLY)

NEW QUESTION: 85
What occurs when too many requests are received to log on to a website's pages?
A. Loads of requests
B. Denial of services
C. Masses services
D. Brokers services
Answer: A (LEAVE A REPLY)

NEW QUESTION: 86
What limits the economic data in the accounting system to data related directly to the activities of the business?
A. Business entity concept
B. Business data concept
C. Business cost concept
D. Business line concept
Answer: A (LEAVE A REPLY)

NEW QUESTION: 87
After transactions have been recorded and summarized, reports are prepared for users; the accounting reports that provide this information are called:
A. financial statements
B. income statement
C. cash flow statement
D. accounting statement
Answer: A (LEAVE A REPLY)

NEW QUESTION: 88
An approach for mistake-proofing processes using automatic devices or methods to avoid simple human or machine error is called:

A. Xeron-savvy
B. Poka-yoke
C. Alex-degrade
D. Zulex-crew
Answer: B (LEAVE A REPLY)

NEW QUESTION: 89
All of the above the underwritten expectations employees and employers have about the nature of their work relationships is known as:
A. Loyalty contract
B. Psychological contract
C. None of the above
D. Fairness contract
Answer: B (LEAVE A REPLY)

NEW QUESTION: 90
An unincorporated business association of two or more persons to carry on as co-owners of a business for profit is called:
A. Limited Liability Limited partnership
B. Limited Liability partnership
C. Limited partnership
D. General partnership
Answer: D (LEAVE A REPLY)

NEW QUESTION: 91
Environmental changes, which are detected through _____ of the global environment, often require that firms develop international strategies.
A. Protection review
B. External review
C. Market review
D. Internal review
Answer: B (LEAVE A REPLY)

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NEW QUESTION: 92
Tariffs are imposed for which of the following reason?
A. protection of domestic industries from foreign competition
B. political control
C. collection of revenue
D. All of the above
Answer: D (LEAVE A REPLY)

NEW QUESTION: 93
Which of the following events triggers dissolution?
A. withdrawal of a general partner, unless all partners agree to continue the business
B. decree of judicial dissolution
C. All of the above
D. expiration of the time period
Answer: C (LEAVE A REPLY)

NEW QUESTION: 94
Smaller collections of data that focus on a particular subject or department are known as:
A. Data set
B. Data assembly
C. data marts
D. Data crew
Answer: (SHOW ANSWER)

NEW QUESTION: 95
Which of the following are the characteristics of useful information?
A. Time, content, form
B. Time, data, form
C. Time, scope, performance
D. Knowledge, content, scope
Answer: (SHOW ANSWER)

NEW QUESTION: 96
The filing of the articles of incorporation is generally conclusive proof of proper incorporation in:
A. Common Law approach
B. Parent-subsidiary approach
C. Statutory approach

D. Publicly-held approach
Answer: C (LEAVE A REPLY)

NEW QUESTION: 97
Design for manufacturability and assembly collaborate on achieving which of the following objectives of product design?
A. Cost
B. Producibility
C. All of the above
D. Quality
Answer: C (LEAVE A REPLY)

NEW QUESTION: 98
A system, which unites all of a company's major business functions, such as order processing, product design, purchasing, inventory, manufacturing, distribution, human resources, receipt of payments, and forecasting of future demand is called:
A. Driven-work resource planning
B. Universal resource planning
C. Enterprise resource planning
D. Technological resource planning
Answer: (SHOW ANSWER)

NEW QUESTION: 99
The process of selecting, exploring, and modeling large amounts of data to discover previously unknown relationships id called:
A. Data removal
B. Data withdrawal
C. Data mining
D. Data insertion
Answer: C (LEAVE A REPLY)

NEW QUESTION: 100
The degree to which organizational tasks are subdivided into separate jobs is known as:
A. Chain of command
B. Authorization
C. Work specialization
D. Unity of command
Answer: C (LEAVE A REPLY)

NEW QUESTION: 101
Which of the following s NOT the category of quality costs?

A. Prevention cost
B. Internal cost
C. Appraisal cost
D. Training cost
Answer: D (LEAVE A REPLY)

NEW QUESTION: 102
Financial management decisions can be divided into the management of assets and liabilities in:
A. Both A and B
B. long term
C. short term
D. Neither A nor B
Answer: (SHOW ANSWER)

NEW QUESTION: 103
Who is a country organization with a distinctive competence, such as product development and increasingly, country organizations are the source of new products?
A. implementer
B. leader
C. supplier
D. contributor
Answer: D (LEAVE A REPLY)

NEW QUESTION: 104
Many multinational corporations, in an attempt to facilitate planning for, organizing, and controlling interdependent businesses, critical resources, strategies and geographic regions, has adopted:
A. Matrix structure
B. Area structure
C. Customer structure
D. Mixed structure
Answer: (SHOW ANSWER)

NEW QUESTION: 105
Leaves the cost and responsibility at transportation to the customer is called:
A. Free on board pricing
B. customer pricing
C. live pricing
D. couponing pricing
Answer: A (LEAVE A REPLY)

NEW QUESTION: 106
Which of the following is NOT the category of Woodward's scale of technical complexity?
A. Large-batch and mass production
B. Small-batch and unit production
C. Continuous process production
D. Technological assembly production
Answer: (SHOW ANSWER)

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NEW QUESTION: 107
Entering a foreign market, what can be done?
A. adapt the product for foreign markets
B. market the same product anywhere
C. develop a totally new product
D. All of the above
Answer: D (LEAVE A REPLY)

NEW QUESTION: 108
The product mix depth is the number of different product lines a company offers and the product mix width refers to the number of brands within each product line.
A. True
B. False
Answer: (SHOW ANSWER)

NEW QUESTION: 109
The average length of time required converting materials into finished goods and then to sell those goods is called:
A. Cash conversion cycle
B. receivables collection period
C. selling goods duration
D. Inventory conversion period
Answer: D (LEAVE A REPLY)

NEW QUESTION: 110
Plans that define company responses to specific situations, such as emergencies, or unexpected conditions are called:
A. Definite plans
B. Precise plans
C. Operational plans
D. Contingency plans
Answer: (SHOW ANSWER)

NEW QUESTION: 111
Increasing the depth of s job by adding the responsibility for planning, organizing, controlling, and evaluating the job in called:
A. Job enlargement
B. Job rotation
C. Job enrichment
D. Job extension
Answer: C (LEAVE A REPLY)

NEW QUESTION: 112
A defect is any mistake or error that is passed on to the customer is known as:
A. X-bar terminology
B. Six-sigma terminology
C. Customer conformance
D. Consultant
Answer: (SHOW ANSWER)

NEW QUESTION: 113
What clearly separates the vital few from the trivial many and provides direction for selecting projects for improvement?
A. Restitution analysis
B. Expansion decision
C. Upgrading analysis
D. Pareto analysis
Answer: D (LEAVE A REPLY)

NEW QUESTION: 114
The formula to calculate the Cash conversion cycle is:
A. Cash Conversion Cycle = (Receivables conversion period) + (Payable deferral period) - (Inventory conversion period)

B. Cash Conversion Cycle = (Cash conversion period) + (Receivables conversion period) - (Payable deferral period)
C. Cash Conversion Cycle = (Inventory conversion period) + (payables conversion period) - (receivables deferral period)
D. Cash Conversion Cycle = (Inventory conversion period) + (Receivables conversion period) - (Payable deferral period)
Answer: (SHOW ANSWER)

NEW QUESTION: 115
_____ are targets and tolerances determined by designers of products and services.
A. Constraints
B. Terms
C. Specifications
D. Provision
Answer: (SHOW ANSWER)

NEW QUESTION: 116
The deployment of organizational resources to achieve strategic goals is called:
A. Systematizing
B. Organizing
C. Categorizing
D. Coordinating
Answer: B (LEAVE A REPLY)

NEW QUESTION: 117
The ability of the organization to obtain from its environment scarce and valued resources, including financial resources, raw materials, human resources, knowledge and technology is called:
A. Covenant approach
B. Agreement indicator
C. Convention
D. Bargaining position
Answer: D (LEAVE A REPLY)

NEW QUESTION: 118
The most common inventory control system used for handling dependent demand inventory is called:
A. Enterprise Inventory planning
B. Material requirements planning
C. Dependent demand Inventory planning

D. Inventory factoring planning
Answer: B (LEAVE A REPLY)

NEW QUESTION: 119
Which element id needed for the establishment of a field warehouse?
A. All of the above
B. physical control of the inventory
C. supervision by a custodian of the field warehousing concern
D. public notification
Answer: A (LEAVE A REPLY)

NEW QUESTION: 120
What contains the notion of who is responsible for updating each part of the database and descriptions or names of the people who are authorized to access the different parts of the database?
A. Data schema
B. Data glossary
C. Data dictionary
D. Data definition
Answer: C (LEAVE A REPLY)

NEW QUESTION: 121
The degree to which an organization realizes its goals is called organizational:
A. Productivity
B. Effectiveness
C. Contingency
D. Efficiency
Answer: B (LEAVE A REPLY)

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NEW QUESTION: 122
The purchasing of supplies, services and raw materials for use in the production process, known as:

A. Disbursement
B. Leveraging
C. Foot-holding
D. Procurement
Answer: D (LEAVE A REPLY)

NEW QUESTION: 123
In which phase, the builders create the files from transactional databases and save them on the server that will hold the data warehouse?
A. Extraction phase
B. Cleansing phase
C. Execution phase
D. Loading phase
Answer: A (LEAVE A REPLY)

NEW QUESTION: 124
What is the owner's equity created by the business operations?
A. Log-on earnings
B. Sale earnings
C. Retained earnings
D. Transactional earnings
Answer: C (LEAVE A REPLY)

NEW QUESTION: 125
Information system, that help seize opportunities are called:
A. Strategic information systems
B. Restore information systems
C. Confiscate information systems
D. Appropriate information systems
Answer: A (LEAVE A REPLY)

NEW QUESTION: 126
What refers to a Japanese style of management that is characterized by long-term employment, slow promotions, considerable job rotation, consensus-style decision making, and concern for the employee as a whole?
A. Theory T +
B. Theory T
C. Theory Z +
D. Theory Z
Answer: (SHOW ANSWER)

NEW QUESTION: 127
Liabilities that will not be due for a long time are known as:
A. long-term liabilities
B. Fixed liabilities
C. Variable liabilities
D. None of the above
Answer: A (LEAVE A REPLY)

NEW QUESTION: 128
What integrate a company's information assets into a single accessible system using Internet-based technologies?
A. Internets
B. Virtual Internet beams
C. Extranets
D. Intranets
Answer: D (LEAVE A REPLY)

NEW QUESTION: 129
What focuses on the roles of senior managers in guiding an organization to fulfill its missions and meet its goals?
A. Senior management
B. Board of Control
C. Operational control
D. Executive leadership
Answer: D (LEAVE A REPLY)

NEW QUESTION: 130
When one or more people hire another person to perform a service and then delegate decision-making authority to that agent, then they are said to be in:
A. Agency relationship
B. Group relationship
C. Intervention relationship
D. Charity relationship
Answer: A (LEAVE A REPLY)

NEW QUESTION: 131
Form of defensively oriented public relations that deals with developments having negative consequences for the organization, this is called:
A. Reactive marketing public relations
B. Proactive marketing public relations
C. Upbeat marketing public relations

D. Immediate marketing public relations
Answer: A (LEAVE A REPLY)

NEW QUESTION: 132
Retailers purchase enough products during a manufacturer's off-invoice allowance period to carry the retailers over until the manufacturer's net regularly scheduled deal is called:
A. Backward buying
B. Forward buying
C. Forward rewards
D. Diverting
Answer: (SHOW ANSWER)

NEW QUESTION: 133
Minimum number necessary to be present at a meeting in order to transact business is called:
A. Quota
B. Voting trust
C. Determination
D. Quorum
Answer: (SHOW ANSWER)

NEW QUESTION: 134
According to Juran's prescriptions, quality trilogy consists of:
A. Quality planning, quality disbursement, quality improvement
B. Quality planning, quality restrain, quality expansion
C. Quality planning, quality control, quality improvement
D. Quality planning, quality control, quality feedback
Answer: (SHOW ANSWER)

NEW QUESTION: 135
A firm sells the same product and uses the same promotional appeals in all markets, this leads to:
A. standardize product / standardize message
B. customized product / customized message
C. customized product / standardize message
D. standardize product / customize message
Answer: A (LEAVE A REPLY)

NEW QUESTION: 136
The contracts by which the holder of intellectual property will grant certain rights in that property to a foreign firm under specified conditions and for a specified time are known as:

A. International licensing agreements
B. None of the above
C. International Intellectual franchising
D. Protecting Intellectual rights Agreements
Answer: A (LEAVE A REPLY)

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NEW QUESTION: 137
Effective leadership requires which core leadership skills?
A. vision, mission, intuition, process-control, and value congruence
B. vision, empowerment, intuition, self-understanding, and value congruence
C. mission, presentiment, intuition, self-understanding, and correspondence
D. mission, empowerment, perception, self-understanding, and value congruence
Answer: B (LEAVE A REPLY)

NEW QUESTION: 138
Sometimes cash balances are held to enable the firm to take advantage of bargain purchases that might arise, these funds are called:
A. Check-clearing balances
B. Speculative balances
C. Tentative balances
D. Cash flow balances
Answer: B (LEAVE A REPLY)

NEW QUESTION: 139
The process by which individuals or groups select, use, or dispose of gods, service, ideas, or experiences to satisfy needs and demands is called:
A. purchaser behavior
B. buyer behavior
C. user behavior
D. consumer behavior
Answer: D (LEAVE A REPLY)

NEW QUESTION: 140
In Maslow's hierarchy of needs which of the following factor is NOT included?
A. safety and security needs
B. physiological needs
C. equipment and technology needs
D. self-actualization needs
Answer: (SHOW ANSWER)

NEW QUESTION: 141
Information system (IS) planning includes which of the following sep that is part of any successful planning process?
A. Creating IS strategic and tactical plans
B. Creating a corporate and IS mission statement
C. All of the above
D. Articulating the vision for IT within the organization
Answer: C (LEAVE A REPLY)

NEW QUESTION: 142
The most common inventory control system used for handling dependent demand inventory is called:
A. Dependent demand Inventory planning
B. Enterprise Inventory planning
C. Inventory factoring planning
D. Material requirements planning
Answer: (SHOW ANSWER)

NEW QUESTION: 143
What pertains to the availability, production, and distribution of resources in a society?
A. Economic forces
B. Social forces
C. Political forces
D. Cost-effective forces
Answer: (SHOW ANSWER)

NEW QUESTION: 144
Instead of requiring the payment of cash at the time services are provided or goods are sold, a business may accept payment at a later date, such revenues are called:
A. liability on account
B. credit on account
C. fees on account
D. earnings on account

Answer: C (LEAVE A REPLY)

NEW QUESTION: 145
A high-ranking officer, who commands sufficient political clout to promote the idea that a new system is needed and when the go-ahead is granted to remove obstacles as the project progresses, is known as:
A. Champion
B. Certified
C. Advocate
D. Professional
Answer: (SHOW ANSWER)

NEW QUESTION: 146
Political risks can be broken down into which of the following risks?
A. Market Risks, Liquidity Risks, ownership risks
B. transfer risks, operating risks, ownership risks
C. Credit risks, operating risks, ownership risks
D. Systematic risks, Country risks, Foreign-Exchange risks
Answer: (SHOW ANSWER)

NEW QUESTION: 147
Dissolution by Operation of Law a partnership is dissolved by operation of law upon:
A. the subsequent illegality of the partnership
B. All of the above
C. the bankruptcy of a partner or of the partnership
D. the death of a partner
Answer: B (LEAVE A REPLY)

NEW QUESTION: 148
What assess effectiveness by observing the beginning of the process and evaluating whether the organization effectively obtains means necessary for high performance?
A. Internal process approach
B. Stakeholder approach
C. Goal approach
D. Resource-based approach
Answer: D (LEAVE A REPLY)

NEW QUESTION: 149
The ratio of variable assets to long-term liabilities is a solvency measure that indicates the margin of safety of the note-holders or bondholders.
A. True

B. False
Answer: B (LEAVE A REPLY)

NEW QUESTION: 150
What provides a separate record for the cost of each quantity of product that passes through the factory?
A. factory labor cost system
B. product manufacturing cost system
C. job order cost system
D. None of the above
Answer: (SHOW ANSWER)

NEW QUESTION: 151
The final activities and steps needs to place merchandise made elsewhere into the hands of the consumer or to provide services to the customer is called retaining.
A. True
B. False
Answer: B (LEAVE A REPLY)

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NEW QUESTION: 152
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. Target markets
B. Marketing strategy
C. Marketing mix
D. Marketing segments
Answer: C (LEAVE A REPLY)

NEW QUESTION: 153
Which systems attempt to make the most effective use of finished-goods inventories?
A. Distribution resource planning

B. Chain inventory planning
C. Purchasing transportation services
D. slant supply chain
Answer: A (LEAVE A REPLY)

NEW QUESTION: 154
A plan for interacting with the competitive environment to achieve organizational goals is known as:
A. Strategy
B. Policy
C. Certificate
D. Design
Answer: A (LEAVE A REPLY)

NEW QUESTION: 155
The measurement of all international economic transactions between the residents of a country and foreign residents is called:
A. balance of accounting
B. balance of payments
C. measuring flow of transaction
D. equilibrium
Answer: B (LEAVE A REPLY)

NEW QUESTION: 156
The determination and adjustment of the organization's ability to produce products and services to match customer demand is known as:
A. Evolutionary planning
B. Quality planning
C. Capacity planning
D. Inventory planning
Answer: (SHOW ANSWER)

NEW QUESTION: 157
According to which theory, a country that is relatively labor abundant should specialize in the production and export of that product which is relatively labor intensive?
A. The Theory of Factor Proportions
B. The Theory of Overlapping Product Ranges
C. The Theory of Comparative Advantage
D. The Theory of Absolute Advantage
Answer: A (LEAVE A REPLY)

NEW QUESTION: 158
What is defined as the perceived fairness of what the person does compared with what the person receives?
A. Equity
B. Evenhandedness
C. Actuality
D. Justice
Answer: A (LEAVE A REPLY)

NEW QUESTION: 159
A restriction imposed by law on the numbers or quantities of goods, or of a particular type of good, allowed to be imported is known as:
A. fraction
B. ration
C. quota
D. share
Answer: C (LEAVE A REPLY)

NEW QUESTION: 160
_____ represents the average time it takes to collect credit accounts.
A. Days sales outstanding
B. Collection policy
C. Accumulating time
D. Average sales outstanding
Answer: A (LEAVE A REPLY)

NEW QUESTION: 161
Many of the world's developing countries have long sought to create domestic industry by restricting imports of competitive products in order to allow smaller, less competitive domestic firms to grow and prosper, this is called:
A. None if the above
B. Internalizers
C. Factor mobility
D. Import substitution
Answer: D (LEAVE A REPLY)

NEW QUESTION: 162
The overlapping product ranges described by Linder would today be termed as:
A. Product cycle theory
B. Capital-intensive theory
C. Market segments

D. Product analysis
Answer: C (LEAVE A REPLY)

NEW QUESTION: 163
Greenmail, which is like blackmail, occurs when:
A. potential acquirer buys a block of stock in a company
B. head off a possible takeover, management offer to pay greenmail, buying the stock owned by the potential raider at a price above the existing market price
C. All of the above
D. the target company's management becomes frightened that the acquirer will make a tender offer and gain control of the company
Answer: C (LEAVE A REPLY)

NEW QUESTION: 164
Which one is created to administer a unit of local civil government or one created by the United States to conduct business?
A. Private Corporation
B. Profit Corporation
C. Public Corporation
D. Domestic Corporation
Answer: C (LEAVE A REPLY)

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