

МИНИСТЕРСТВО НАУКИ И ВЫСШЕГО ОБРАЗОВАНИЯ  
РОССИЙСКОЙ ФЕДЕРАЦИИ  
ФЕДЕРАЛЬНОЕ ГОСУДАРСТВЕННОЕ АВТОНОМНОЕ ОБРАЗОВАТЕЛЬНОЕ  
УЧРЕЖДЕНИЕ ВЫСШЕГО ОБРАЗОВАНИЯ  
«КАЗАНСКИЙ (ПРИВОЛЖСКИЙ) ФЕДЕРАЛЬНЫЙ УНИВЕРСИТЕТ»

ИНСТИТУТ УПРАВЛЕНИЯ, ЭКОНОМИКИ И ФИНАНСОВ  
Государственный экзамен  
по направлению 38.03.02 Менеджмент  
профиль «Экономика. Международный бизнес»

Этап I - Тестовые задания

База тестовых вопросов к Программе ГИА  
(Год начала обучения 2020, выпуск 2024 г.)

Физическая культура  
ОК-7

PHYSICAL EDUCATION

**1. What is not included in the structure of physical culture?**

- a) physical education;
- b) physical exercises;
- c) physical recreation;
- d) physical perception.

**2. In other words, motor rehabilitation is:**

- a) physical fitness;
- b) restoration;
- c) rest;
- d) physical development.

**3. Competitive activity and preparation for it is:**

- a) sport;
- b) physical condition;
- c) physical development;
- d) physical perfection.

**4. What is physical relax?**

- a) physical recreation;
- b) restoration;
- c) motor activity;
- d) sports injury.

**5. Background types of physical culture include:**

- a) morning walk;
- b) competitive activity;
- c) improvement of physical qualities;
- d) influence on mental functions.

**6. What exercises are the leading ones in conducting any form of therapeutic physical culture:**

- a) breathing exercises;
- b) gymnastic exercises;

- c) sport and applied exercises;
- d) ideomotor exercises.

**7. What refers to the forms of therapeutic physical culture:**

- a) respiratory gymnastics;
- b) contrast hardening;
- c) mechanotherapy;
- d) massage.

**8. Which exercises are easily dosed and have a purposeful effect:**

- a) running;
- b) "swing" of the press;
- c) walking;
- d) gymnastic.

**9. What is the main method that allows you to increase physical strength?**

- a) the method of circular training with the performance of strength exercises at 8-10 stations;
- b) a variable method that allows you to vary the rest intervals between approaches to the shells, change the weight and the number of repetitions;
- c) the method of repeated exercise using unsaturated weights in exercises performed to failure;
- d) the method of alternating continuous exercise.

**10. One of the main approaches in the education of endurance is**

- a) the method of alternating continuous exercise;
- b) the use of the "fartlek" method;
- c) the method of equal continuous exercise;
- d) the method of repeated exercise.

**11. Which method is considered to be the leading one when developing the speed of movements (running, etc.)?**

- a) variable method;
- b) the method of repeated performance of motor actions;
- c) equal method;
- d) the method of circular training.

**12. What is an excellent means of hardening:**

- a) gymnastics;
- b) running;
- c) athletics;
- d) swimming.

**13. Choose one of the oldest sports from the list:**

- a) volleyball;
- b) athletics;
- c) basketball;
- d) handball.

**14. Which of these sports does not belong to cyclic sports?**

- a) boxing;
- b) cycling;
- c) rowing;
- d) swimming.

**15. Which of these sports does not belong to speed and power sports?**

- a) jumping;
- b) sprint;

- c) throwing;
- d) football.

**16. Which of these sports does not belong to the complex coordination sports?**

- a) hockey;
- b) gymnastics;
- c) figure skating;
- d) diving.

**17. Shaping, sports aerobics, hydroaerobics - these are all:**

- a) non-traditional types of gymnastics;
- b) unusual sports;
- c) traditional wellness systems;
- d) sports and outdoor games.

**18. What is a unique set of poses and exercises that are performed with the obligatory observance of diaphragmatic breathing?**

- a) shaping;
- b) stretching;
- c) callanetics;
- d) bodyflex.

**19. Specify the correct characteristic of stretching:**

- a) the method of breath retention;
- b) combat system;
- c) the method of feeding the ball;
- d) stretching.

**20. What is "wellness"?**

- a) fitness based on cycling;
- b) the concept of a healthy lifestyle;
- c) a healthy lifestyle system based on the rules of Ellie Vel;
- d) the American version of "yoga", founded by Val Tobington.

**21. What is the functional orientation of Pilates?**

- a) aerobic;
- b) power;
- c) functional;
- d) mind and body.

**22. It is necessary to start training:**

- a) with a warm-up;
- b) with stretching;
- c) from a glass of water;
- d) from lying on the floor.

**23. What kind of gymnastics is recommended to start the working day with?**

- a) with introductory gymnastics;
- b) with team gymnastics;
- c) with acrobatic gymnastics;
- d) with aesthetic gymnastics.

**24. Along with active rest, which increases the effectiveness of recovery processes, attention should also be paid to passive rest, the most common type of which is:**

- a) nutrition;
- b) lying on the bed;

- c) communication with loved ones;
- d) sleep.

**25. What is a "handicap"?**

- a) type of sports equipment;
- b) a sports competition of different class (or age) participants with a preliminary equalization of the chances of winning;
- c) a special kind of yoga;
- d) traditional physical education.

**26. The purpose of industrial physical culture is:**

- a) promote health and improve work efficiency;
- b) contribute to improving mood: c
- c) contribute to strengthening morale:
- d) contribute to strengthening the physical fitness of the working team.

**27. Passing training is:**

- a) performing physical exercises on the go;
- b) performing physical exercises in pairs;
- c) an unorganized individual action aimed at increasing motor activity without significant expenditure of additional time;
- d) organized training by a group of people aimed at active interaction.

**28. It is necessary to train:**

- a) on an empty stomach;
- b) better late at night;
- c) immediately after eating;
- d) 2-3 hours after eating.

**29. Professionally applied physical training is:**

- a) performing certain professional types of work;
- b) one of the main directions of the system of physical education, which should form applied knowledge, physical qualities, skills and abilities that contribute to successful professional activity;
- c) an extensive list of applied physical and mental qualities necessary for each professional group;
- d) the ability of a specialist's body to resist specific environmental influences.

**30. The rest necessary to restore the body's strength after physical exercises is...**

- a) relaxation;
- b) recreation;
- c) reincarnation;
- d) restructuring.

**Безопасность жизнедеятельности**

**OK-8**

**LIFE SAFETY**

**1. What factors affect human life?**

- A) physical, chemical, biological, social;
- B) only informational;
- C) extreme;
- D) harmful.

- 2. The main legislative document in the field of life safety is**
- A) The Constitution of the Russian Federation;
  - B) Decrees of the President of the Russian Federation;
  - C) Resolution of The Government of The Russian Federation;
  - D) Orders of the Minister of Health.
- 3. In order to maintain the security of patients at health care facility it is necessary to**
- A) keep health care providers' hands clean;
  - B) provide high tech health care;
  - C) provide appropriate arrangement of making appointment with a doctor;
  - D) provide medical transport to patients.
- 4. Protection of the environment includes protection of:**
- A) social objects;
  - B) industrial facilities;
  - C) natural ecosystems, land and air;
  - D) facilities of chemical industry.
- 5. Healthy lifestyle is defined as:**
- A) human activities aimed at restoring the social status;
  - B) human activities aimed at environmental protection;
  - C) giving up bad habits;
  - D) human activities aimed at preservation, improvement and promotion of health.
- 6. Drug addiction is:**
- A) addiction to drugs, uncontrolled consumption of them;
  - B) common habit;
  - C) fashionable trend;
  - D) means to relieve stress.
- 7. While performing their professional duties medical workers may be exposed to harmful effect of the following factors:**
- A) physical, chemical, biological, psychophysiological;
  - B) physiological, biochemical, anthropological;
  - C) physical, radiative, chemical, dynamic;
  - D) psycho-physiological, social, natural, anthropogenic.
- 8. State enforcement of legislation on occupational health and safety at healthcare facilities is performed by**
- A) The Ministry of Health of the Russian Federation;
  - B) The Ministry of Internal Affairs of the Russian Federation;
  - C) Heads of healthcare facilities;
  - D) Ministry of Emergency Situations.
- 9. Who is responsible for observing the internal code of labor conduct and the rules of professional conduct?**
- A) the head of the department;
  - B) the manager on duty;
  - C) chief medical officer;
  - D) head nurse.
- 10. The science and practice of protecting the human from harmful issues of variety of human activities is called:**
- A) disaster medicine;
  - B) air-raid precautions;
  - C) life safety;

D) on-the-job safety.

**11. Environment consisting of a great number of factors able to affect human functioning, health and posterity directly or indirectly is called:**

- A) habitat;
- B) everyday life;
- C) sphere of functioning
- D) civilization.

**12. There are such forms of habitat:**

- A) natural and man-made;
- B) man-made and anthropogenic;
- C) nature and spontaneous;
- D) industrial and everyday life.

**13. Protection of vital interests of the person, society and country from internal and external threats is called**

- A) protection;
- B) defense;
- C) ecology;
- D) security.

**14. According to the degree and nature of negative effects on the human body, they are divided into**

- A) harmful and emergency;
- B) dangerous and catastrophic;
- C) harmful and dangerous;
- D) extreme and chronic.

**15. Factors that under certain conditions can cause traumatic injury or sudden and dramatic health problems are called**

- A) dangerous;
- B) harmful;
- C) extreme;
- D) emergency.

**16. The negative factors of the environment can lead to:**

- A) increase in common diseases;
- B) decline in birth rate;
- C) adaptation;
- D) population urbanization.

**17. The most typical negative factor affecting urban population is**

- A) the electromagnetic field of the Earth;
- B) industrial and domestic waste;
- C) the nutrient cycle in the biosphere;
- D) solar radiation.

**18. Compared to rural areas cities are characterized by:**

- A) high levels of air pollution;
- B) increased content of oxygen in the air;
- C) low level of informed population;
- D) low level of radiation.

**19. A harmful substance is**

- A) artificially synthesized substance;

- B) a concentration of stem cells;
- C) allowable concentration of chemical elements;
- D) a substance that causes injury, illness, lesion.

**20. The toxic substance is the substance that**

- A) causes poisoning of the whole body;
- B) leads to disruption of the genetic code;
- C) causes tumors;
- D) acts as an allergen.

**21. Noise causes:**

- A) increase of the overall resistance of the organism;
- B) impairment of protective systems and of general resilience;
- C) intestinal disorders;
- D) increase of infection rate.

**22. Threshold effects of ionizing radiation does not include:**

- A) hereditary diseases;
- B) radiation sickness;
- C) radiation burns;
- D) radiation cataract.

**23. The source of effects of ionizing radiation is:**

- A) ionization and excitation of atoms and molecules of tissues;
- B) synthesis of new atoms and molecules of tissue;
- C) inhibition of atoms and molecules in the tissues;
- D) stabilization of atoms and molecules in the tissues.

**24. Biological hazard is:**

- A) a complex of physical components;
- B) a complex of radiological components;
- C) a complex of physical components;
- D) a complex of biological components;

**25. The main components of biofactors are:**

- A) macro-, microorganisms;
- B) atoms and molecules;
- C) X-rays;
- D) solar radiation.

**26. Intensive environmental change was the reason to set up:**

- A) environmental protection;
- B) technological advance;
- C) social problems;
- D) urbanization of population.

**27. Global environmental problem is:**

- A) the greenhouse effect and depletion of the ozone layer of the Earth;
- B) urbanization;
- C) globalization;
- D) vibration.

**28. One of the main components in an individual system of a healthy lifestyle is:**

- A) provision of human safety in the process of his work;
- B) provision of human safety during the holidays;
- C) provision of human safety during sports;

D) provision of a person's safety during his vital activity, and increasing his level of general culture.

**29. The safety of life and healthy lifestyle is influenced by:**

- A) social environment;
- B) anthropogenic environment;
- C) biosphere;
- D) microclimate in the team.

**30. The main tobacco alkaloid is:**

- A) nicotine;
- B) ammonia;
- C) carbon dioxide;
- D) carbon monoxide.

**31. Protect(s) your entire face from flying particles or splashes.**

- A) safety glasses;
- B) safety goggles;
- C) clear face shield;
- D) respirator.

**32. PPE is:**

- A) personal protective equipment;
- B) public protective equipment;
- C) possible protective equipment;
- D) all of the above.

**33. Eye protection is required for which of the following hazards?**

- A) flying particles;
- B) liquid chemicals, acids or caustic liquids;
- C) chemical gases or vapors;
- D) all of the above.

**34. What does SCBA stands for?**

- A) Self-Contained Breathing Apparatus;
- B) Secure Contained Breathing Apparatus;
- C) Safely Contained Breath Appliance;
- D) Self-Connect Breath Apparatus.

**35. To help prevent accidents, people who use tools must**

- A) Be very careful;
- B) Not wear glasses;
- C) Be trained and authorized to use them;
- D) Not be sleepy.

**36. Safety Signs provide**

- A) information about hazardous areas;
- B) caution information;
- C) warnings;
- D) all of the above.

**37. When preparing to lift you should**

- A) lock knees and bend at the waist;
- B) keep a straight back and bend at the knees;
- C) do some vigorous twisting exercising;
- D) see if anyone can help you.



- 38. Labels on chemical containers**  
A) tell me basic safety and use information;  
B) are not required;  
C) provide all the information I need;  
D) come in many colors.
- 39. To where should you evacuate if near a large body of water?**  
A) the closest shelter;  
B) the nearest tall tree;  
C) higher ground;  
D) your car.
- 40. The best way to educate employees about emergency evacuation and safety in the event of a fire is by \_\_.**  
A) conducting periodic fire drills;  
B) training employees;  
C) making the fire prevention plan available to all employees;  
D) all of the above.
- 41. When you discover a fire, you should...**  
A) pull the fire alarm and call the fire department;  
B) use a fire extinguisher to put out the fire, even if you've never used a fire extinguisher before;  
C) stay in the building until you figure out a way to extinguish the fire;  
D) run out of the building without warning others of the fire.
- 42. Below is a list of fire extinguisher types matched with surfaces on which they can be used. Which is the incorrect option?**  
A) Class A - Cloth, wood, paper, and rubber;  
B) Class B - Plastics, oils, grease, gasoline, solvents, and other flammable liquids;  
C) Class C - Wiring, fuse boxes, electrical equipment, and computers;  
D) Class D - Combustible metals such as magnesium, potassium, titanium, and sodium;  
E) Class K - Cooking fluids such as fats and oils.
- 43. What can you do to help prevent a fire at work?**  
A) avoid using electrical equipment near flammable gases, vapors, and liquids;  
B) clutter your workspace with paper and other combustibles;  
C) use electrical wires near flammable gases and liquids;  
D) avoid cleaning up oil spills and chemical spills.
- 44. Before an emergency occurs, you should...**  
A) be able to recognize the sound/signal of a fire or evacuation alarm;  
B) be aware of the pathways to a minimum of 2 exits from every area of the workplace;  
C) know the location of the fire alarms and how to use them;  
D) all of the above.
- 45. First aid treatment for a chemical burn involves...**  
A) Applying ointment over the affected area;  
B) Removing dead skin;  
C) Neutralizing the chemical;  
D) Flushing the chemicals off the affected area with cool, gently running water for 10 to 20 minutes.
- 46. Arrange in the correct the steps to take when someone splashes a chemical into the eye.**

- (i) Call a doctor;
  - (ii) Take out any contact lenses;
  - (iii) Flush the eyes with plenty of water;
  - (iv) Wash your hands with soap and water.
- A) ii, iii, iv, i ;
  - B) iii, iv, ii, I;
  - C) i, iii, iv, ii;
  - D) iv, ii, iii, i.

**47. Which of the following should you NOT do while treating cuts and scrapes?**

- A) apply pressure on the wound with a clean cloth or bandage;
- B) wash the wound with soap;
- C) apply an antibiotic to the wound;
- D) cover the wound.

**48. How can toxic chemicals enter your body?**

- A) ingestion;
- B) absorption;
- C) inhalation;
- D) all of the above.

**49. Which of the following information must a label of a container holding a hazardous chemical include?**

- A) identity of the hazardous chemical(s);
- B) appropriate hazard warnings;
- C) name and address of the chemical manufacturer or importer;
- D) all of the above.

**50. Which of the following specific procedures must your training include, to protect you from exposure to hazardous chemicals?**

- A) appropriate work practices;
- B) emergency procedures;
- C) personal protective equipment;
- D) all of the above.

**ОСНОВЫ МЕНЕДЖМЕНТА**  
**ОПК-2, ОПК-3**

**Basic Management: ОПК-2**

**1) Modern approaches to decision-making face the following challenges except:**

- a) globalization
- b) workplace diversity
- c) rewarding and benefits
- d) dynamic and unpredictable environments

**2) Which stage of globalization corresponds to a strategic export orientation?**

- a) domestic
- b) global
- c) international
- d) multinational

**3) Among the listed decisions, find a non-programmed decision**

- a) procedure for the payment of bonuses
- b) a selection of freight routes for product deliveries
- c) a selection of a new manager from candidates using job interview

d) develop a new product or service

**4) A procedure that details how to take an inventory is an example of a(n) \_\_\_\_\_ plan, while a promotional advertisement is an example of a(n) \_\_\_\_\_ plan.**

- a) strategic, tactical
- b) tactical, operational
- c) single-use, ongoing
- d) ongoing, single-use
- e) operational, single-use

**5) What is the strategy for entering the international market when the organization maintains its production facilities within its home country and a transfers its products for sale in foreign countries?**

- a) joint venture
- b) global outsourcing
- c) franchising
- d) exporting

**6) Which kind of decision making conditions means that all the information the decision maker needs is fully available?**

- a) Certainty
- b) Risk
- c) Uncertainty
- d) Ambiguity

**7) A concern with the past and present and a high value on meeting social obligations is definition of ...**

- a) long-term orientation
- b) short-term orientation

**8) Contingency Approach or the Situational Perspectives can be summed up as:**

- a) no one best way to manage
- b) situations will determine the appropriate management actions and approaches to take
- c) its aim is to find an approach that best fits the situation
- d) All of the above

**9) What stage of the globalization process is characterized by low sensitivity to cultural differences?**

- a) global
- b) international
- c) multinational
- d) domestic

**10) Which kind of decision making conditions means that managers know which goals they wish to achieve, but information about alternatives and future events is incomplete?**

- a) Certainty
- b) Risk
- c) Uncertainty
- d) Ambiguity

**11) A system in which responsibility for planning lies with the highest level is called:**

- a) centralized planning.
- b) decentralized planning.
- c) strategic planning.
- d) flexible planning.

**12) Conceptual Skill**

- a) The cognitive ability to see the organization as a whole system and the relationships among its parts.
- b) Is the manager's ability to work with and through other people and to work effectively as a group member.
- c) Is the understanding of and proficiency in the performance of specific tasks

**13) Which kind of decision making conditions means that a decision has clear-cut goals and that good information is available, but the future outcomes associated with each alternative are subject to chance?**

- a) Certainty
- b) Risk
- c) Uncertainty
- d) Ambiguity

**14) Which of the following is not a benefit of planning?**

- a) coordination of effort.
- b) preparation for change.
- c) development of standards.
- d) none of the above (all are benefits).

**15) Solve the problem: You have 1 million rubles available for you to invest in the development of a new product or to conduct an advertising campaign for an existing product. In the case of a successful advertising campaign with a probability of 60%, you will receive 3 million profits, otherwise, only 1 million rubles. For a new product, the probability distribution and expected profit: 4 million rubles with a probability of 20%, otherwise 2 million rubles. Choose an investment option -**

- a) development of a new product
- b) advertising campaign

**16) Solve the problem: You have 2 million rubles available for you to invest in the development of a new service or to conduct a sales promotion program for an existing product. In the case of a successful promotion program with a probability of 70%, you will receive 4 million profits, otherwise, only 2 million rubles. For a new service, the probability distribution and expected profit: 6 million rubles with a probability of 20%, otherwise 2 million rubles. Choose an investment option -**

- a) development of a new service
- b) promotion program

**17) Solve the problem: You have 3 million rubles available for you to invest in the development of a new product or to conduct an advertising campaign for an existing product. In the case of a successful advertising campaign with a probability of 40%, you will receive 5 million profits, otherwise, only 3 million rubles. For a new product distribution and expected profit: 6 million rubles or 1 million rubles with equal probability. Choose an investment option -**

- a) development of a new product
- b) advertising campaign

**18) Solve the problem: You have 2 million rubles available for you to invest in the development of a new service or to conduct a sales promotion program for an existing product. In the case of a successful promotion program with a probability of 30%, you will receive 4 million profits, otherwise, only 2 million rubles. For a new service, the probability distribution and expected profit: 5 million rubles with a probability of 40%, otherwise 2 million rubles. Choose an investment option -**

- a) development of a new service
- b) promotion program

- 19) What strategy for entering international markets has the highest cost to enter foreign operations?**
- a) greenfield venture
  - b) acquisition
  - c) joint venture
  - d) licensing
- 20) What role is NOT decision making?**
- a) Entrepreneur
  - b) Disturbance handler
  - c) Resource allocator
  - d) Leader
- 21) Strategic alliances and partnerships with foreign companies are examples of ...**
- a) licensing
  - b) exporting
  - c) joint venture
  - d) global outsourcing
- 22) A decision making model based on the assumption that managers should make logical decisions that will be in the organization's best**
- a) economic interests is
  - b) administrative model
  - c) classical model
  - d) political model
- 23) Comprehensive, long range planning, focusing on broad enduring issues is called:**
- a) operational planning.
  - b) strategic planning.
  - c) niche planning.
  - d) none of the above.
- 24) The step in the decision-making process in which managers analyze underlying causal factors associated with the decision situation.**
- a) opportunity
  - b) diagnosis
  - c) risk propensity
  - d) implementation
- 25) Which of the following objectives would be most difficult to measure?**
- a) social responsibility.
  - b) profitability objectives.
  - c) financial objectives.
  - d) quality objectives.
- 26) A decision making technique that uses a face-to-face group to spontaneously suggest a broad range of alternatives for decision making is called**
- a) devil's advocate
  - b) brainstorming
  - c) point-counterpoint
  - d) 6-3-5
- 27) The first step in the decision making process is...**
- a) identify alternatives
  - b) identify the decision

- c) gather information
- d) take action

**28) Why is a tactical plan relevant for the functioning of each company?**

- a) It focuses on the day-to-day operations of a company.
- b) It designs the long-term goals and plans of a company.
- c) Because it is responsible for developing the mission and the vision of each department.
- d) Because it deals with the responsibility and functionality of lower-level departments.

**29) Which kind of decision making conditions means that the goals to be achieved or the problem to be solved is unclear, alternatives are difficult to define, and information about outcomes is unavailable?**

- a) Certainty
- b) Risk
- c) Uncertainty
- d) Ambiguity

**30) Which of the following is incorrect?**

**planning is the part of the management process that attempts to define the organization's future.**

- a) the approach to planning can differ greatly from manager to manager.
- b) planning is a one time event.
- c) planning is thinking out in advance the sequence of actions to accomplish a proposed course of action.

**31. A decision tree model is used when making decisions in conditions**

- a) certainty
- b) uncertainty
- c) ambiguity
- d) risk

**32. The first step in the planning process is to:**

- a) determine goals and objectives.
- b) allocate resources.
- c) establish an action plan.
- d) assess current conditions.

**33. The production Manager will organize the production of a new modification of machine-building equipment. Costs for the maintenance of production facilities, rent for land, depreciation of equipment, management costs are planned in the amount of 3200 thousand dollars for a year. The costs of wages for industrial workers, raw materials and components, electricity are estimated at an average of 8 thousand dollars per production unit. The price is planned in the amount of 16 thousand dollars. Calculate what minimal level of production will allow the Manager to avoid the losses from the new production.**

- a) 400
- b) 800
- c) 200
- d) 133,3

**34. The production Manager will organize the production of a new modification of machine-building equipment. Costs for the maintenance of production facilities, rent for land, depreciation of equipment, management costs are planned in the amount of 5000 thousand dollars for a year. The costs of wages for industrial workers, raw materials and components, electricity are estimated at an average of 10 thousand dollars per production unit. The price is planned in the amount of 20 thousand dollars. Calculate what minimal level of production will allow the Manager to avoid the losses from the new production.**

- a) 500
- b) 800
- c) 250
- d) 166,6

**35. The production Manager will organize the production of a new modification of machine-building equipment. Costs for the maintenance of production facilities, rent for land, depreciation of equipment, management costs are planned in the amount of 6000 thousand dollars for a year. The costs of wages for industrial workers, raw materials and components, electricity are estimated at an average of 5 thousand dollars per production unit. The price is planned in the amount of 15 thousand dollars. Calculate what minimal level of production will allow the Manager to avoid the losses from the new production.**

- a) 600
- b) 1200
- c) 400
- d) 300

**36. It is known that on the market of product A 500 units could be sold monthly. of this product. Profit from the sale of product A is 100 rubles. Your company manufactures product B. According to marketing research, 400 units could be sold. The profit from the sale of item B is 150 rubles. You are faced with a choice of a more profitable solution: to redesign production for the release of product A (this event will cost \$ 30,000) or to produce product B (costs in the amount of \$ 20,000).**

**Task: to carry out calculations of profitability; choose the only solution.**

- A) It is profitable to produce goods A.
- B) It is profitable to produce goods B.

**37. Your firm produces 5000 products A every month. In order to seriously confront your competitors, you have to make a choice:**

- 1. Reduce the price of products by 10%. Then the profit of your company from the sale of each product A will be reduced from 300 rubles to 200 rubles.**
- 2. Strengthen advertising. At the same time, advertising costs per unit of production will increase from 100 rubles to 250 rubles.**

**Assignment: calculate the economic feasibility of each option; make the only decision.**

- A) Option 1 is beneficial.
- B) Option 2 is beneficial.

**38. Your firm produces 5000 products A every month. In order to seriously confront your competitors, you have to make a choice:**

- 1. Reduce the price of products by 10%. Then the profit of your company from the sale of each product A will be reduced from 300 rubles to 150 rubles.**
- 2. Strengthen advertising. At the same time, advertising costs per unit of production will increase from 100 rubles to 200 rubles.**

**Assignment: calculate the economic feasibility of each option; make the only decision.**

- A) Option 1 is beneficial.
- B) Option 2 is beneficial.

**39. It is known that on the market of product A 500 units could be sold monthly. of this product. Profit from the sale of product A is 200 rubles. Your company manufactures product B. According to marketing research, 400 units could be sold. The profit from the sale of item B is 150 rubles. You are faced with a choice of a more profitable solution: to redesign production for the release of product A (this event will cost \$ 30,000) or to produce product B (costs in the amount of \$ 10,000).**

**Task: to carry out calculations of profitability; choose the only solution.**

- A) It is profitable to produce goods A.
- B) It is profitable to produce goods B.

**40. As a result of the strengthening of the position of competitors, your company has difficulties with the sale of product A.**

**There are the following options for solving the problem:**

**1.Reduce the production of goods A from 5000 to 4000 units. per month. In this case, your losses will amount to 50,000 rubles;**

**2. To strengthen the advertising campaign. In this case, the cost per unit of production will increase by 8 rubles.**

**Task: calculate the profitability; choose the final solution.**

A) Option 1 is beneficial.

B) Option 2 is beneficial.

### Basic Management: OIK-3

**1) What we call job specialization today was termed this in the eighteenth century.**

- a) Job sharing
- b) Bureaucracy
- c) Division of work
- d) Division of labor

**2) What (who) exemplifies the deeds, character, and attributes of a strong corporate culture.**

- a) symbol
- b) slogan
- c) hero
- d) figurehead

**3) Managers should strive to minimize employee turnover. Personnel planning should be a priority.**

- a) Stability of Tenure of Personnel
- b) Discipline
- c) Order

**4) Employees should be given the necessary level of freedom to create and carry out plans.**

- a) Initiative
- b) Creativity
- c) Unity of Direction

**5) A phrase or sentence that succinctly expresses a key corporate value.**

- a) symbol
- b) story
- c) slogan

**6) Managers use operational plans to \_\_\_\_\_.**

- a) regulate the day-to-day affairs of each department.
- b) regulate production quotas that must be met each quarter.
- c) determine the company's long-term goals.
- d) specify what to do in case the original plan fails.

**7) Organizations should strive to promote team spirit and unity.**

- a) Esprit de Corps
- b) Unity of Command
- c) Unity of Direction



- 8) Attainment of organizational goals in an effective and efficient manner through planning, organizing, leading, and controlling organizational resources -**
- management
  - planing
  - organizing
  - motivating
- 9) To which group of dimentions of the national value systems of Herth Hofstede is the degree of recognition by people of inequality in power among institutions, organizations and people**
- individualism and collectivism
  - uncertainty avoidance
  - masculinity/femininity
  - power distance
- 10) When employees are specialized, output can increase because they become increasingly skilled and efficient.**
- Division of Work
  - Subordination of Individual Interests to the General Interest
  - Centralization
- 11) The main concern is facilitating individual employee performance**
- For first-level managers
  - For Middle managers
  - For top-level managers
- 12) The interests of one employee should not be allowed to become more important than those of the group. This includes managers.**
- Division of Work
  - Subordination of Individual Interests to the General Interest
  - Centralization
- 13) Which of the following countries has a maximum degree of individualism?**
- USA
  - Japan
  - Thailand
  - West Germany
- 14) The first step in defining the competencies required for each job is to define the mission for each job. The next step is to**
- define performance standards for each major outcome.
  - design and deliver appropriate training.
  - describe the major outcomes required to achieve the mission.
  - identify known barriers to achieving the performance standards.
- 15) This principle refers to how close employees are to the decision-making process. It is important to aim for an appropriate balance.**
- Division of Work
  - Subordination of Individual Interests to the General Interest
  - Centralization
- 16) Behavioural theorists believed that:**
- compensation and benefits are essential for labours
  - focus on the importance of human behaviour in shaping management styles was in need
  - work place condition is important
  - all of the above

- 17) Prior to the Hawthorne studies, managers paid little attention to \_\_\_\_\_ in making decisions.**
- a) efficiency
  - b) cost control
  - c) productivity
  - d) human behavior
- 18) To which group of key factors of the international environment are differences in religion, in time orientation etc.**
- a) economic
  - b) legal-political
  - c) sociocultural
- 19) Scientific management views assumed that:**
- a) people are primarily motivated by political gains
  - b) people are primarily motivated by economic gains
  - c) people are primarily motivated by technological gains
  - d) people are primarily motivated by social gains
- 20) Development of work standards, proper selection of workers, training of workers and support for workers refers to:**
- a) task performance
  - b) supervision
  - c) motivation
  - d) all of the above
- 21) Employees should have only one direct supervisor.**
- a) Unity of Command
  - b) Unity of Direction
  - c) Centralization
- 22) All elements existing outside the organization's boundaries that have the potential to affect the organization.**
- a) organizational environment
  - b) general environment
  - c) task environment
  - d) internal environment
- 23) Canada Trust's statement "To be the best Personal Financial Company" is an example of a:**
- a) goal.
  - b) objective.
  - c) mission statement.
  - d) all of the above.
- 24) Which of the following is not a characteristic of a good mission statement?**
- a) achievable.
  - b) motivating at all levels.
  - c) strategies that are general.
  - d) long term.
- 25) The layer of the external environment that affects the organization indirectly**
- a) organizational environment
  - b) general environment
  - c) task environment

- d) internal environment
- 26) The Mayo formula is referring to:**
- a) humanistic supervision plus morale equals productivity
  - b) humanistic supervision only
  - c) morale equals productivity only
  - d) None of the above
- 27) A major contribution that Taylor made to the study of management was \_\_\_\_\_.**
- a) to measure efficiency on a 4-star scale
  - b) to measure inefficiency on a 4-star scale
  - c) to identify the one best way to get a job done
  - d) to identify the three best ways to get a job done
- 28) Lillian Moller Gilbreth (1878–1972) pioneered:**
- a) time and motion studies to determine the most efficient way to perform tasks in the least amount of time
  - b) believed that money motivated workers
  - c) first-level supervisor should be put in charge of managing workers
  - d) better working conditions by improving efficiency and productivity
- 29) The layer of the external environment that directly influences the organization's operations and performance**
- a) organizational environment
  - b) general environment
  - c) task environment
  - d) internal environment
- 30) Strategic objectives are set by**
- a) middle management.
  - b) top management.
  - c) line management.
  - d) all of the above.
- 31) The environment that includes the elements within the organization's boundaries.**
- a) organizational environment
  - b) general environment
  - c) task environment
  - d) internal environment
- 32) Managers should be fair to staff at all times, both maintaining discipline as necessary and acting with kindness where appropriate.**
- a) remuneration
  - b) motivation
  - c) Equity
- 33) Specialization of labour is necessary for organizational success refers to:**
- a) work division
  - b) authority
  - c) discipline
  - d) unity of direction
- 34) Each employee should receive orders from only one superior refers to:**
- a) authority
  - b) unity of command
  - c) centralization

d) remuneration

**35) Employees should be aware of where they stand in the organization's hierarchy, or chain of command.**

- a) Subordination of Individual Interests to the General Interest
- b) Scalar Chain
- c) Hierarchy

**36) The dimension of the general environment representing the demographic characteristics, norms, customs, and values of the population within which the organization operates**

- a) international dimension
- b) technological dimension
- c) sociocultural dimension
- d) economic dimension

**37) Which decision style is used by people who prefer simple, clear-cut solutions to problems?**

- a) analytical style
- b) conceptual style
- c) behavioral style
- d) directive style

**38) A narrative based on true events and repeat de frequently and shared among organizational employees.**

- a) symbol
- b) story
- c) hero
- d) Slogan
- e) Ceremony

**39) The workplace facilities must be clean, tidy and safe for employees. Everything should have its place.**

- a) Order
- b) Division of Work
- c) Discipline

**40) The degree to which the organization achieves a stated goal**

- a) Effectiveness
- b) Efficiency
- c) Strategy

**41) Both material things and people should be in their proper places refers to:**

- a) scalar chain
- b) order
- c) equity
- d) stability and tenure of personnel

**42) The organization's ability to attain its goals by using resources in an efficient and effective manner -**

- a) Performance
- b) Organization
- c) Effectiveness
- d) Efficiency

- 43) Convincing ministers in Egypt that building a pyramid was worthy is evidence of which function?**
- a) Leading
  - b) Planning
  - c) Organizing
  - d) Controlling
- 44) Employees should be fairly paid based on contribution refers to:**
- a) subordination of individual interests to the general interest
  - b) centralization
  - c) discipline
  - d) remuneration
- 45) Max Weber was recognized as the creator of bureaucratic management by theory that emphasized on:**
- a) organizational rules
  - b) management hierarchies
  - c) a clear division of labour
  - d) all of the above
- 46) Teams with the same objective should be working under the direction of one manager, using one plan. This will ensure that action is properly coordinated.**
- a) Unity of Command
  - b) Unity of Direction
  - c) Centralization
- 47) Frank Gilbreth (1868–1924) specialized in:**
- a) motivational study
  - b) compensation study
  - c) time and motion studies to determine the most efficient way to perform tasks in the least amount of time
  - d) supervision study
- 48) Max Weber was recognized as the creator of bureaucratic management by theory that emphasized on:**
- a) organizational rules
  - b) management hierarchies
  - c) a clear division of labour
  - d) all of the above
- 49) The company's management staff consists of 484 people, including 400 functional specialists, how many low-level executives does it need? The coefficient of computerization of management work in the company (the index of productivity growth of managers using computer technology) is at the lowest level of management 1,02. Span of control at the lowest level of management is 9. The answer is rounded to the whole**
- a) 53
  - b) 45
  - c) 55
  - d) 44
- 50) The company's management staff consists of 484 people, including 60 low-level executives, how many middle - level managers does it need? The coefficient of computerization of management work in the company (the index of productivity growth of managers using computer technology) is at the lowest level of management 1,1. Span of control at the middle level of management is 7. The answer is rounded to the whole**
- a) 63

- b) 9
- c) 10
- d) 8

**51) The company's management staff consists of 484 people, including 20 middle - level managers, how many senior managers does it need? The coefficient of computerization of management work in the company (the index of productivity growth of managers using computer technology) is at the top level of management 1,5. Span of control at the top level of management is 5. The answer is rounded to the whole**

- a) 4
- b) 3
- c) 25
- d) 6

**52) Positions and titles show work responsibilities**

- a) Division of work
- b) Supervisory relationships
- c) Staff positions
- d) Levels of management

**53) Lines between positions show who reports to whom in the chain of command**

- a) Division of work
- b) Supervisory relationships
- c) A chain of command
- d) Span of Control

**54) An official hierarchy of authority that dictates who is in charge of whom and of whom permission must be asked.**

- a) Division of work
- b) Supervisory relationships
- c) A chain of command
- d) Span of Control

**55) The number of persons reporting to a supervisor.**

- a) Division of work
- b) Supervisory relationships
- c) A chain of command
- d) Span of Control

**56) Lines between positions show routes for formal communication flows**

- a) A chain of command
- b) Communication channels
- c) Supervisory relationships
- d) Span of control

**57) Which job titles are grouped together in work units, departments, or divisions**

- a) Major subunits
- b) Staff positions
- c) Levels of management
- d) Division of work

**58) Specialists that support other positions and parts of the organization**

- a) Staff positions
- b) Major subunits
- c) Supervisory relationships
- d) Division of work

- 59) Levels of management**
- a) The number of management layers from top to bottom
  - b) Lines between positions show routes for formal communication flows
  - c) An official hierarchy of authority that dictates who is in charge of whom and of whom permission must be asked
  - d) Lines between positions show who reports to whom in the chain of command
- 60) The deployment of organizational resources to achieve strategic goals**
- a) Organizing
  - b) Division of work
  - c) Major subunits
  - d) A chain of command
- 61) Organization structure (CHOOSE THE WRONG DEFINITION)**
- a) the framework in which the organization defines how tasks are divided, resources are deployed, and departments are coordinated
  - b) the set of formal tasks assigned to individuals and departments
  - c) formal reporting relationships, including lines of authority, decision responsibility, number of hierarchical levels, and span of managers' control
  - d) the design of systems to ensure effective coordination of employees across departments
  - e) an official hierarchy of authority that dictates who is in charge of whom and of whom permission must be asked
- 62) The visual representation of an organization's structure**
- a) organization chart
  - b) Levels of management
  - c) Staff positions
  - d) A chain of command
- 63) The formal and legitimate right of a manager to make decisions, issue orders, and allocate resources to achieve organizationally desired outcomes**
- a) authority
  - b) chain of command
  - c) position
  - d) hierarchy
- 64) The duty to perform the task or activity an employee has been assigned.**
- a) authority
  - b) accountability
  - c) responsibility
  - d) hierarchy
- 65) The fact that the people with authority and responsibility are subject to reporting and justifying task outcomes to those above them in the chain of command**
- a) accountability
  - b) control
  - c) performance
  - d) alignment
- 66) The process managers use to transfer authority and responsibility to positions below them in the hierarchy**
- a) Delegation
  - b) Span of Control
  - c) A chain of command
  - d) Communication channels

**67) Evaluate the effectiveness of human resources: calculate the indicator of labor productivity. The average number of people is 150 people. The volume of sales is 2,352,000 rubles. Profit volume 252,000 rubles. Total labor costs 900,000 rubles.**

**The total cost of production is 2,100,000 rubles.**

- a) 15680
- b) 1680
- c) 16800
- d) 1800

**68) Evaluate the effectiveness of human resources: calculate the indicator of labor productivity. The average number of people is 140 people. The volume of sales is 2,352,000 rubles. Profit volume 252,000 rubles. Total labor costs 900,000 rubles. The total cost of production is 2,100,000 rubles.**

- a) 16800
- b) 1800
- c) 15800
- d) 1500

**69) Fred the football coach must meet with the media and answer questions about team performance after every game. Which one of Mintzberg's managerial roles is Fred fulfilling?**

- a) Speaker
- b) Spokesperson
- c) Disseminator
- d) Monitor

**70) Rita is the regional manager for a clothing retailer. She attends a ribbon cutting ceremony every time a new store opens for business. Which one of Mintzberg's managerial roles is she fulfilling?**

- a) Figurehead
- b) Liaison
- c) Leader
- d) Communicator

**71) Which category of Mintzberg's managerial roles does Sara the store manager use when she makes up the weekly schedule for her employees?**

- a) Directive
- b) Decisional
- c) Interpersonal
- d) Informational

**72) Which of the following is not an example of a decisional role by Mintzberg?**

- a) resource allocator.
- b) disturbance handler.
- c) negotiator.
- d) figurehead.

**73) According to Mintzberg, managerial roles can be broken down into interpersonal, informational, and \_\_\_\_\_**

- a) liaison.
- b) decisional.
- c) technical.
- d) conceptual.



- 74) According to Mintzberg, taking visitors to dinner and attending ribbon-cutting ceremonies are part of the**
- a) Figure Head Role
  - b) Leadership Role
  - c) Liaison Role.
- 75) A manager at Computers India might be responsible for handling all price negotiations' with key suppliers of electronic circuit boards. Which one of Mintzberg's managerial roles is she fulfilling?**
- a) Figure Head Role
  - b) Leadership Role
  - c) Liaison Role.
- 76) According to Mintzberg, the manager who transmits information that might be of value to the organization to others is carrying out the role of**
- a) disseminator
  - b) monitor
  - c) spokesperson
- 77) According to Mintzberg, initiates change, such as innovations or new strategies, in the organization**
- a) the entrepreneur,
  - b) the disturbance handler,
  - c) the resource allocator,
  - d) the negotiator
- 78) According to Mintzberg, the part of planning is**
- a) figurehead,
  - b) the leader
  - c) the resource allocator,
  - d) the liaison.
- 79) According to Mintzberg, a manager may have to choose between spending money in either promoting the existing portfolio of products or in research and development for creating new innovative products**
- a) entrepreneur
  - b) disturbance-handler
  - c) resource allocator
  - d) leader
- 80) According to Mintzberg, they bargain with supplier, customers and others for better quality, lower prices, better delivery and prices etc.**
- a) Negotiators
  - b) Resource Allocators
  - c) Entrepreneurs
  - d) Spokesmen

**МЕТОДЫ ПРИНЯТИЯ УПРАВЛЕНЧЕСКИХ РЕШЕНИЙ**  
**ОПК-2, ОПК-6**

**Methods for making managerial decisions: ОПК-2**

**1. Decision analysis is mainly used for:**

- a) situations in which there are several decision-makers
- b) situations in which there is one decision-maker

- c) situations in which there is no decision-maker
- d) situations in which there are several players

**2. In decision analysis any form of uncertainty:**

- a) can be modelled including that arising from unknown features of competitors' behaviour
- b) can not be modelled including that arising from unknown features of competitors' behaviour
- c) can be planned with certain features of competitors' behaviour
- d) can be changed by the competitors' behaviour

**3. What is the technique of decision analysis?**

- a) representing sequential decision problems as a plan of actions
- b) representing sequential decision problems as a game
- c) solving sequential decision problems with the help of formulas and equations
- d) representing sequential decision problems on graphs or decision trees

**4. A decision tree is:**

- a) an algorithm for finding the optimal decisions
- b) a decision problem with the payoffs which are written at the end of the final branches
- c) a representation of a decision problem that helps decision-makers visualise their strategic future
- d) an arc leading from the node

**5. What is expected monetary value?**

- a) maximising the expected value of profits
- b) how much money you can expect to make from a certain decision
- c) minimizing the expected value of costs
- d) substantial fraction of financial resources

**6. A decision-maker can be:**

- a) risk averse, risk neutral and risk loving
- b) risk adverse, risk neutral and risk loving
- c) risk averse, risk preferring and risk neutral
- d) risk averse, risk loving and risk indecisive

**7. A utility function represents:**

- a) presence of uncertainty
- b) possible outcome
- c) degree of risk
- d) the level of satisfaction

**8. Risk averse decision-maker has:**

- a) convex utility function
- b) combine utility function
- c) concave utility function
- d) linear utility function

**9. Risk lover decision-maker has:**

- a) convex utility function
- b) combine utility function
- c) concave utility function
- d) linear utility function

**10. Risk neutral decision-maker has:**

- a) convex utility function
- b) combine utility function
- c) concave utility function

d) linear utility function

**11. In games of complete information:**

- a) at least one player has probabilistic information about some elements of the game
- b) all players know the rules of the game
- c) decision tree format helps to derive optimal decisions
- d) groups of players make binding agreements

**12. In games of incomplete information:**

- a) at least one player has probabilistic information about some elements of the game
- b) all players know the rules of the game
- c) decision tree format helps to derive optimal decisions
- d) groups of players make binding agreements

**13. Nash equilibrium is:**

- a) equilibrium in which each player chooses the optimal frequency to play
- b) equilibrium in which players can optimize their behaviour based on the mixed strategies
- c) equilibrium in which players who always bluff and players who never bluff will do worse than a player who sometimes bluffs
- d) a system of strategic interactions based on the actions of people

**14. Nash equilibrium can be used to:**

- a) explore how the ideal output for each firm to maximize their profit is dependent on the output of the other
- b) model economic behavior to predict the best response to any given situation
- c) share each player's strategy with every other player
- d) draw a table with two rows and two columns

**15. What is the name of two-person non-cooperative game without any possibility of communicating which has received much attention not only in economics but also in social science?**

- a) mixed strategy
- b) battle of the sexes
- c) pure strategy
- d) prisoners' dilemma

**16. Subgame perfect equilibrium is**

- a) a refinement of a Nash equilibrium used in dynamic games
- b) players' behaviour in the repeated prisoners' dilemma
- c) any combination of strategies which does not form a Nash equilibrium
- d) the concept of dominated strategies

**17. The greatest contribution to the development of game theory was made by:**

- a) John von Neuman
- b) Oskar Morgenstern
- c) John Nash
- d) Daniel Bernoulli

**18. Player's best single strategy regardless of what strategy other players in the game decide to use:**

- a) dominant strategy
- b) tacit collusion
- c) zero sum game
- d) Nash equilibrium

**19. An economic transaction in which whatever is gained by one party must be lost by the other:**

- a) dominant strategy
- b) tacit collusion
- c) zero sum game
- d) Nash equilibrium

**20. Firms undertake actions that are likely to minimize a competitive response, avoiding price-cutting or not attacking each other's market**

- a) dominant strategy
- b) tacit collusion
- c) zero sum game
- d) Nash equilibrium

**21. Bargaining situation is:**

- a) situation in which all possible eventualities must be foreseen
- b) situation in which sellers have much more information about the history and condition of the item than buyers
- c) situation in which insurance companies can attempt to obtain more details of their customers in order to assess their risk levels more precisely
- d) exchange situation, in which a pair of individuals can engage in mutually beneficial trade but have conflicting interests over the terms of that trade

**22. Nash bargaining solution is:**

- a) a simple two-player game used to model bargaining interactions
- b) a pair of individuals or groups which can engage in mutually beneficial trade
- c) when labour unions and manager bargain over wages
- d) when two countries bargain over the terms of a trade agreement

**23. If a buyer and a seller bargain over a mutually acceptable price, the gains from trade are given by the difference between:**

- a) the buyer's reservation price and the seller's valuation of the item
- b) the buyer's valuation of the item and the seller's reservation price
- c) the buyer's expected price and the seller's expected profit
- d) the buyer's expected profit and the seller's expected price

**24. Rubinstein's bargaining model is:**

- a) positive level of economic profits
- b) study of the behavior of individual economic agents, such as individual consumers and firms, and the interactions between them
- c) trading game in which offers alternate on an infinite time horizon
- d) difference between total revenue and total economic costs

**25. Bargaining is any process through which:**

- a) the players on their own try to reach an agreement
- b) the availability of resources is insufficient to satisfy the wants and needs of individuals and society.
- c) all relevant costs associated with producing
- d) economic cost less normal profit

**26. If the players fail to reach agreement**

- a) they have a higher risk of claiming
- b) they obtain their respective disagreement payoffs
- c) they reduce adverse selection
- d) they advertise their goods or services

**27. In the bargaining extensive form game, the players take turns to make offers to each other until:**

- a) market power exists
- b) the highest offer wins
- c) impatience may influence their bargaining power
- d) agreement is secured

**28. Who has the advantage in the bargaining?**

- a) the one who makes the first offer
- b) the one who makes the second offer
- c) the one who accepts any offer
- d) the one who doesn't accept any offers

**29. Listening to the other side throughout the bargaining process:**

- a) will ensure that the price is set at the level at which it is not worth
- b) can reveal key details about the goals they want to achieve
- c) may end up offering more than what is being supposed
- d) can lead to sharp movements in bargaining process

**30. Beyond strategies and tactics, when manager communicates during bargaining:**

- a) the offer will be always accepted
- b) the offer will not be accepted
- c) it is necessary to achieve the best possible outcomes
- d) it is necessary to make the other party agree immediately

**31. In a private-value auction:**

- a) you know your value of the item but you do not know its value to other competing bidders
- b) you know your value of the item and you know its value to other competing bidders
- c) you are uncertain about the value of the object to be auctioned but, whatever the value is, it is the same for all bidders
- d) you certainly know the value of the object to be auctioned and, whatever the value is, it is the same for all bidders

**32. In a common-value auction:**

- a) you know your value of the item but you do not know its value to other competing bidders
- b) you know your value of the item and you know its value to other competing bidders
- c) you are uncertain about the value of the object to be auctioned but, whatever the value is, it is the same for all bidders
- d) you certainly know the value of the object to be auctioned and, whatever the value is, it is the same for all bidders

**33. English auction:**

- a) the seller begins with a very high price and decreases it until the first bidder agrees to buy the good
- b) the auctioneer starts low and calls out prices until no bidder is willing to bid higher than the current high price
- c) bidders submit sealed bids, the highest bidder wins and pays
- d) bidders submit sealed bids, the highest bidder wins and pays the second highest bid

**34. Standard sealed bid auction:**

- a) the seller begins with a very high price and decreases it until the first bidder agrees to buy the good
- b) the auctioneer starts low and calls out prices until no bidder is willing to bid higher than the current high price
- c) bidders submit sealed bids, the highest bidder wins and pays
- d) bidders submit sealed bids, the highest bidder wins and pays the second highest bid

**35. Dutch auction:**

- a) the seller begins with a very high price and decreases it until the first bidder agrees to buy the good
- b) the auctioneer starts low and calls out prices until no bidder is willing to bid higher than the current high price
- c) bidders submit sealed bids, the highest bidder wins and pays
- d) bidders submit sealed bids, the highest bidder wins and pays the second highest bid

**36. Second price sealed bid auction:**

- a) the seller begins with a very high price and decreases it until the first bidder agrees to buy the good
- b) the auctioneer starts low and calls out prices until no bidder is willing to bid higher than the current high price
- c) bidders submit sealed bids, the highest bidder wins and pays
- d) bidders submit sealed bids, the highest bidder wins and pays the second highest bid

**37. To avoid the winner's curse, you should:**

- a) bid below your estimate
- b) increase the bid further
- c) stay in the auction until the bidding process reaches your valuation
- d) starts at a very high price and reduces it

**38. What does the winner pay in English auction?**

- a) the highest bid
- b) the price at which the auctioneer stopped
- c) the second highest bid
- d) the third highest bid

**39. What does the winner pay in Second price sealed bid auction?**

- a) the highest bid
- b) the price at which the auctioneer stopped
- c) the second highest bid
- d) the third highest bid

**40. What does the winner pay in Dutch auction?**

- a) the highest bid
- b) the price at which the auctioneer stopped
- c) the second highest bid
- d) the third highest bid

**Methods for making managerial decisions: OIK-6**

**1. Asymmetric information occurs when:**

- a) the competitive market fails to achieve an output with a price equal to marginal cost
- b) one party of an economic transaction possesses greater material knowledge than the other party
- c) the insurance company is left with a riskier pool of policy holders.
- d) less risky individuals might engage in behavior characteristic of more risky individuals.

**2. Adverse selection in asymmetric information is when:**

- a) sellers have more information than buyers have about some aspect of product quality
- b) firms producing high-quality products
- c) managers of public enterprises can be expected to act in much the same way as managers of private enterprises

d) managers are more familiar with the cost structure of the enterprise and the benefits to the customers

**3. Moral hazard generally arises in:**

- a) agriculture industry
- b) transport industry
- c) service industry
- d) insurance industry

**4. 'Moral hazard' describes situations in which:**

- a) as price increases, people are willing to supply more and demand less
- b) employers cannot monitor employees' productivity
- c) one of the parties takes actions that adversely affect the other party after a contract is signed
- d) the firm to offer workers a higher-than-market wage

**5. Why is 'moral hazard' a problem?**

- a) because a person takes a greater risk in the knowledge that a third party pays for the consequences
- b) because employees are paid a higher wage
- c) because used cars carry a manufacturer's warranty
- d) because insurance companies usually can observe all the actions of those they insure

**6. How to solve asymmetric information problem?**

- a) buying and selling
- b) signalling and screening
- c) lending and borrowing
- d) inspecting and replacing

**7. To solve the moral hazard problem:**

- a) workers get training or experience
- b) demand relationship remains consistent
- c) companies do not give complete insurance but use instead deductible provisions
- d) Supply and demand are balanced

**8. The 'lemons' problem in asymmetric information describes:**

- a) used cars market
- b) used airplanes market
- c) new cars market
- d) insurance market

**9. Why can asymmetric information between buyers and sellers lead to market failure when a market is otherwise perfectly competitive?**

- a) managers in the retail sector would like to predict how demand may be affected by seasonal factors
- b) The income effect accounts for the part of the total difference in the quantity of the good purchased
- c) Public policy frequently has an effect on relative prices of goods
- d) Asymmetric information leads to market failure because the transaction price does not reflect either the marginal benefit to the buyer or the marginal cost of the seller.

**10. Who studied the 'lemons' problem in asymmetric information?**

- a) Alfred Marshall
- b) George Akerlof
- c) David Ricardo
- d) Adam Smith

**11. Demand is:**

- a) quantity of a good that consumers are willing and able to purchase
- b) quality of a good that consumers are willing and able to sell
- c) income effect, which represents the idea that consumer's purchasing power increases after a price decrease
- d) change in income necessary to restore the consumer to his original indifference curve

**12. The demand function is:**

- a) function of the different values of prices and income
- b) function that relates consumers' optimal choice
- c) function that changes in purchasing power of the consumer
- d) function that leads to a higher or lower level of utility

**13. Income elasticity of demand measures:**

- a) the responsiveness of income to a change in supply
- b) the responsiveness of supply to a change in budget constraint
- c) the responsiveness of demand to a change in income
- d) the responsiveness of money amount to a change in salary

**14. Giffen goods are:**

- a) luxury items which generate higher demand when prices rise
- b) normal goods which generate lower demand when prices fall
- c) inferior goods which generate higher demand when prices fall
- d) non-luxury items which generate higher demand when prices rise

**15. What Is the Marginal Rate of Substitution (MRS)?**

- a) the amount of a good that a consumer is willing to consume in relation to another good
- b) the amount of a good that a consumer is willing to exchange in relation to another good
- c) the amount of a good that a seller is willing to sell in relation to another good
- d) the amount of money that a buyer is willing to spend in relation to another good

**16. Compensating variation (CV) is:**

- a) the amount of money or additional income the consumer would need before a price reduction
- b) the amount of money which the consumer requires to compensate him for a price increase
- c) the income effect which has a negative impact on labour supply
- d) the amount of a good that a seller is willing to sell in relation to another good

**17. Inferior good is:**

- a) a good which demand drops when people's incomes rise
- b) non-luxury items which generate higher demand when prices rise
- c) normal goods which generate lower demand when prices fall
- d) luxury items which generate higher demand when prices rise

**18. Normal good is:**

- a) non-luxury items which generate higher demand when prices rise
- b) luxury items which generate higher demand when prices rise
- c) a good which demand drops when people's incomes rise
- d) a good that experiences an increase in its demand due to a rise in consumers' income

**19. Equivalent variation (EV) represents:**

- a) the income effect has a negative impact on labour supply
- b) the income change that is equivalent to the price change in terms of impact on consumer's utility
- c) how much consumption is possible for each choice of leisure and work time
- d) the amount of money which the consumer requires to compensate him for a price increase



**20. If demand is inelastic:**

- a) increase in price generates more revenue
- b) decrease in price generates more revenue
- c) increase in price generates less revenue
- d) decrease in price generates less revenue

**21. The idea of contingent commodity is**

- a) to add the environmental event in which the commodity is made available to the other specifications
- b) to prevent the firm from firing workers
- c) to manage business prudently, maintain a sound internal control system and avoid excessive risk-taking
- d) to pay the workers their lifetime productivity value

**22. Model of choice among risky financial assets:**

- a) utility depends on expected return and standard deviation of income
- b) advertising can also have a pure signaling purpose
- c) firms which have low costs might want their potential competitors to know this for entry deterrence purposes
- d) insurer cannot prevent a high risk client from buying a policy designed for a low risk client

**23. Intertemporal choices refer to:**

- a) consumers' demand for borrowing and lending money
- b) risk averse individual's choice
- c) difference between the expected value and the certainty equivalent
- d) consumers' demand for contingent goods

**24. Decisions in everyday life that involve selecting between outcomes available at different times in the future:**

- a) intertemporal choices
- b) temporary choices
- c) everyday choices
- d) economic choices

**25. What can improve decision-making regarding consumption and saving?**

- a) Knowledge and learning
- b) An excellent credit score
- c) A high level of income
- d) Ability to take out a loan

**26. What factor does NOT come into play in intertemporal consumption and choice?**

- a) Internet connectivity
- b) Socioeconomic status
- c) The price of products and services
- d) Education level

**27. Most intertemporal choices require decision-makers to:**

- a) explain the general behaviour of the firm's costs
- b) improve mechanics of the firm's decision process
- c) consider different market structures
- d) trade off costs and benefits at different points in time

**28. Discounted utility has been used to:**

- a) transform inputs into outputs
- b) help firms to maximise their output level
- c) describe how people actually make intertemporal choices

d) transform ingredients into the final product

**29. The consumer's preferences over combinations of current and future consumption can be represented by:**

- a) marginal rate of substitution
- b) optimum bundle of consumption at present and in future
- c) highest possible indifference curve
- d) temporal or delay discounting

**30. The market interest rate can be determined by:**

- a) the total amount of saving and borrowing against the interest rate
- b) the wage rate increases and the number of work hours
- c) investing entire budget in one asset
- d) difference between conditional and unconditional input demand

**31. What is NOT input of production?**

- a) land
- b) labour
- c) capital
- d) computers

**32. What is NOT output of production?**

- a) cars
- b) houses
- c) entrepreneurship
- d) food

**33. Isoquants are:**

- a) contour lines of the production function
- b) contour lines of the utility function
- c) contour lines of the cost function
- d) contour lines of the labour function

**34. Marginal rate of technical substitution (MRTS):**

- a) shows the rate at which one output can be substituted for another while maintaining the same input level
- b) shows the rate at which one input can be substituted for another while maintaining the same output level
- c) shows the rate at which resources can be substituted for another while maintaining the same level of consumption
- d) shows the rate at which employers can be substituted for another while maintaining the same output level

**35. Production function refers to:**

- a) the functional relationship between the quantity of demand and supply
- b) the functional relationship between the quantity of labour and costs
- c) the functional relationship between the quantity of produced goods (output) and factors of production (inputs)
- d) the functional relationship between revenue and costs

**36. The isocost line is:**

- a) firm's budget constraint when buying factors of production
- b) firm's utility function when buying goods
- c) firm's labour function when selling goods
- d) firm's capital function when selling output

**37. Monopsony market is:**

- a) a market consisting of a firm which is the only seller in a market with many buyers
- b) a market consisting of a firm which is the only buyer in a market with many sellers
- c) a market consisting of many firms which compete with each other
- d) a market consisting of several firms which shared the market

**38. The economic value of outputs minus the economic value of inputs is:**

- a) the monetary expense of a company
- b) the marginal products of labor and capital
- c) the income generated by the production process
- d) the unit increase in output

**39. Firms use the production function to:**

- a) determine how much input they should produce
- b) determine how many costs they should cut
- c) determine how much input they should sell
- d) determine how much output they should produce

**40. The average total cost of production is:**

- a) the total cost of producing all output divided by the number of units produced
- b) the total revenue divided by the number of units produced
- c) the total capital divided by the number of units produced
- d) the total marginal rate of substitution divided by the number of units produced

**41. Direct costs are:**

- a) costs which are directly accountable to a cost object
- b) costs that are not directly accountable to a cost object
- c) unavoidable costs which must be carried out by the decision-maker
- d) avoidable costs that will take place only if a particular decision is made

**42. Indirect costs are:**

- a) costs which are directly accountable to a cost object
- b) costs that are not directly accountable to a cost object
- c) unavoidable costs which must be carried out by the decision-maker
- d) avoidable costs that will take place only if a particular decision is made

**43. Sunk costs are:**

- a) costs which are directly accountable to a cost object
- b) costs that are not directly accountable to a cost object
- c) unavoidable costs which must be carried out by the decision-maker
- d) avoidable costs that will take place only if a particular decision is made

**44. Nonsunk costs are:**

- a) costs which are directly accountable to a cost object
- b) costs that are not directly accountable to a cost object
- c) unavoidable costs which must be carried out by the decision-maker
- d) avoidable costs that will take place only if a particular decision is made

**45. What are NOT direct costs:**

- a) direct labor costs
- b) rent
- c) direct materials
- d) manufacturing supplies

**46. What are NOT indirect costs:**

- a) rent

- b) utilities
- c) general office expences
- d) raw materials

**47. Fixed costs are:**

- a) costs which do not change with an increase in the number of goods produced
- b) costs which are directly accountable to a cost object
- c) unavoidable costs which must be carried out by the decision-maker
- d) avoidable costs that will take place only if a particular decision is made

**48. Variable costs:**

- a) increase or decrease depending on a company's production or sales volume
- b) do not change with an increase in the number of goods produced
- c) directly accountable to a cost object
- d) are unavoidable and take place only if a particular decision is made

**49. Economies of scale refers to the situation when:**

- a) average total cost of production decrease as a result of increasing the number of different goods produced
- b) behaviour of the average cost as the level of output increases
- c) the division of total costs between fixed and variable costs depends on the time horizon being considered
- d) costs will take place only if a particular decision is made

**50. Economies of scope refers to the situation when:**

- a) behaviour of the average cost as the level of output increases
- b) the cost of each typical unit of product decreases
- c) average total cost of production decrease as a result of increasing the number of different goods produced
- d) the division of total costs between fixed and variable costs depends on the time horizon being considered

**51. Efficiency wages are:**

- a) above-market wages paid by employers
- b) low-market wages paid by employers
- c) average wages paid by employers
- d) low-market wages bonuses paid by employers

**52. If firms find it profitable to pay higher wages:**

- a) the demand for labour increases which creates full employment
- b) the demand for labour decreases which creates unemployment
- c) the demand for labour stays the same
- d) the supply of labour decreases which creates unemployment

**53. Unemployment is:**

- a) the state of being without any work yet not looking for it
- b) people of working age who are without job and are not available for work
- c) a term referring to individuals who are employable and actively seeking a job but are unable to find a job
- d) the relationship between two parties, usually based on a contract where work is paid

**54. In the efficiency wage model, it is shown that it may be possible to increase the quality of work, reduce staff turnover and eliminate unproductive behaviour by:**

- a) strengthening team spirit
- b) supporting worker-friendly environment
- c) giving more work and less pay

d) paying higher wages

**55. What does not increase job satisfaction:**

- a) prestigious position
- b) pride of work
- c) more responsibility
- d) irregular work schedule

**56. One of the earliest examples of the use of efficient wages:**

- a) Ford Company
- b) Ali Baba Company
- c) GazProm Company
- d) Apple Company

**57. Workers are typically:**

- a) risk loving
- b) risk neutral
- c) risk averse
- d) risk adverse

**58. Usually workers would prefer a job with:**

- a) a wage corresponding to average productivity
- b) a wage corresponding to actual productivity
- c) a wage corresponding to planned productivity
- d) a wage corresponding to marginal productivity

**59. Who is the author of concepts on shirking work?**

- a) Adam Smith
- b) David Ricardo
- c) Joseph Stiglitz
- d) Alfred Marshall

**60. What workers are more loyal to a company and show greater effort?**

- a) new workers
- b) experienced worker
- c) lower-paid workers
- d) higher-paid workers

**61. Perfect competition refers to a type of market:**

- a) where there are many sellers, selling products that are closely related but differentiated from one another and hence they are not perfect substitutes.
- b) where only small number of firms operate together and control the majority of the market share
- c) where there is only one seller of a product or service which has no substitute
- d) where there are many buyers and seller that feature free barriers to entry, dealing with homogeneous products with no differentiation, where the price is fixed by the market.

**62. Monopolistic competition refers to a type of market:**

- a) where there are many sellers, selling products that are closely related but differentiated from one another and hence they are not perfect substitutes.
- b) where only small number of firms operate together and control the majority of the market share
- c) where there is only one seller of a product or service which has no substitute
- d) where there are many buyers and seller that feature free barriers to entry, dealing with homogeneous products with no differentiation, where the price is fixed by the market.

**63. Oligopoly refers to a type of market:**

- a) where there are many sellers, selling products that are closely related but differentiated from one another and hence they are not perfect substitutes.
- b) where only small number of firms operate together and control the majority of the market share
- c) where there is only one seller of a product or service which has no substitute
- d) where there are many buyers and seller that feature free barriers to entry, dealing with homogeneous products with no differentiation, where the price is fixed by the market.

**64. Monopoly refers to a type of market:**

- a) where there are many sellers, selling products that are closely related but differentiated from one another and hence they are not perfect substitutes.
- b) where only small number of firms operate together and control the majority of the market share
- c) where there is only one seller of a product or service which has no substitute
- d) where there are many buyers and seller that feature free barriers to entry, dealing with homogeneous products with no differentiation, where the price is fixed by the market.

**65. Duopoly refers to a type of market:**

- a) where there are many sellers, selling products that are closely related but differentiated from one another and hence they are not perfect substitutes.
- b) where only small number of firms operate together and control the majority of the market share
- c) where there is only one seller of a product or service which has no substitute
- d) where there are two firms have dominant or exclusive control over a market. It is the most commonly studied form of oligopoly due to its simplicity.

**66. Monopsony refers to a type of market:**

- a) where there are many sellers, selling products that are closely related but differentiated from one another and hence they are not perfect substitutes.
- b) in which a single buyer substantially controls the market as the major purchaser of goods and services offered by many would-be sellers
- c) where there is only one seller of a product or service which has no substitute
- d) where there are two firms have dominant or exclusive control over a market. It is the most commonly studied form of oligopoly due to its simplicity.

**67. Limit pricing refers to the situation where:**

- a) firms set prices at such a level that it is easy for an entrant to make a profit at the current price
- b) companies set prices at such a level that it is possible for an entrant to make a profit at the current price
- c) firms can not control price level on the market so it is not hard for an entrant to make a profit at the current price
- d) monopolist sets prices at such a level that it is not possible for an entrant to make a profit at the current price

**68. Predatory pricing is:**

- a) the act of heavy advertising of goods of company in order to increase the number of loyal customers
- b) the act of setting prices lower than others to attempt to eliminate the competition
- c) the act of setting prices higher than others to attract consumers from lux sector
- d) the act of setting prices at such a level that brings more revenue to the company

**69. The condition of the market when product is homogenous and no firm has control over this market price is called:**

- a) perfect competition
- b) monopolistic competition

- c) oligopoly
- d) monopoly

**70. The condition of the market when there is only small number of firms operate together and control the majority of the market share is called:**

- a) perfect competition
- b) monopolistic competition
- c) oligopoly
- d) monopoly

**71. Monopoly is:**

- a) many sellers, selling substituted product in the market
- b) single seller, selling a unique product in the market
- c) two sellers, which shared the market
- d) many sellers, selling products that are closely related

**72. A monopoly market is NOT characterized by:**

- a) profit minimizer
- b) high barriers to entry
- c) single seller
- d) price discrimination

**73. The monopoly decides:**

- a) demand on the good
- b) the price of the good
- c) consumption of the good
- d) utility of the good

**74. A firm will behave as a monopolist when:**

- a) there is no major rival on the market
- b) there are several major rivals on the market
- c) it has low average costs
- d) it has large output volume and demand

**75. A firm may become a monopoly if:**

- a) it minimizes cost and maximizes profit
- b) it has perfectly competitive market factors
- c) the most important industry players merge to create a large single firm
- d) it has marginal revenue and price

**76. Who regulates the behaviour of monopolies:**

- a) competitor firms
- b) government
- c) suppliers
- d) consumers

**77. When average costs fall constantly over the relevant production range and firm is therefore more efficient is called:**

- a) oligopoly
- b) monopolistic competition
- c) pure competition
- d) natural monopoly

**78. The level of total output that minimises average cost is:**

- a) maximum supply
- b) minimum efficient scale

- c) minimum demand
- d) maximum consumption

**79. Monopolist can raise its profits by:**

- a) selling goods on a competitive market
- b) selling goods at market prices
- c) charging different prices to different buyers
- d) regulating the behaviour of rivals

**80. Sources of monopoly power DON'T include:**

- a) economies of scale
- b) substitute goods
- c) technological superiority
- d) legal barriers

**ФИНАНСОВЫЙ МЕНЕДЖМЕНТ**

**ПК-4**

**Financial management**

**1. When making investment decisions, professional investors mainly consider the size of their expected returns on investment.**

- a) False
- b) True

**2. Which of the following is not a financing activity?**

- a) Investments in businesses
- b) Repayment of long-term debt
- c) Issuance of equity
- d) Payment of dividends

**3. What is working capital?**

- a) Current Assets - Current Liabilities
- b) Equity Capital + Retained Earnings
- c) Equity Capital - Total Liabilities
- d) Total Assets - Total Liabilities

**4. What is the best criterion in evaluating the performance of a financial manager:**

- a) Maximizing shareholder wealth
- b) Maximization of Corporate Profits
- c) Beating the competition

**5. Which of the following is NOT a function of financial management:**

- a) Preparation of Tax Returns
- b) Deciding the best sources of finance
- c) Spending money on capital expansion
- d) The management of working capital

**6. What is the main criticism in using shareholder wealth as the best criterion in evaluating the performance of a financial manager:**

- a) Share market prices can be manipulated in the short term
- b) It does not take into account the shareholder's exposure to financial risk
- c) It does not take into account the size of the shareholders investment
- d) Maximizing profits is a more suitable criterion

**7. Which of the following would NOT be classified as a finance decision:**

- a) Spending money on Capital Expenditure.



- b) Raising money using equity finance.
- c) Borrowing Funds.

**8. Which of the following would be part of a financial manager's dividend (or operating) decisions:**

- a) Paying dividends to shareholders
- b) Raising money using equity finance.
- c) Spending money on revenue expenditure.
- d) Borrowing Funds.

**9. Which of the following would be part of a financial manager's investment decision:**

- a) Spending money on Capital Expenditure.
- b) Raising money using equity finance.
- c) Spending money on revenue expenditure.
- d) Borrowing Funds.
- e) Paying dividends to shareholders

**10. Wealth maximization is superior to profit maximization as the goal of financial management, because:**

- a) Profit maximization disregards financial risk
- b) Profits take into account costs
- c) Profit includes sales amounts

**11. Financial objectives should be quantitative so that their achievement can be measured**

- a) True
- b) False

**12. Whether to undertake a particular new project is a financial management decision**

- a) True
- b) False

**13. Capital market securities are assets for the seller but liabilities for the buyer**

- a) False
- b) True

**14. Financial markets can be classified into exchange and over-the-counter markets**

- a) True
- b) False

**15. A secondary market is where securities are bought and sold by investors**

- a) True
- b) False

**16. Which of the following is benefit of the ROCE method of investment appraisal?**

- a) It considers the whole project
- b) It is cash flow based
- c) It will not be impacted by a company's accounting policies

**17. LW Co has a half empty factory on which it pays \$5,000 pa rent. If it takes on a new project, it will have to move to a new bigger factory costing \$17,000 pa and it could rent the old factory out for \$3,000 pa until the end of the current lease. What is the rental cost to be included in the project appraisal?**

- a) \$14,000
- b) \$9,000
- c) \$17,000

d) \$19,000

**18. Which of the following is a drawback of the payback period method of investment appraisal?**

- a) It doesn't measure the potential impact on shareholder wealth
- b) It is cash flow based
- c) It considers the time value of money

**19. An accountant is paid \$30,000 per annum and spends 2 weeks working on appraising project Alpha. Why should the accountant NOT charge half of her month's salary to the project?**

- a) Because her salary is not incremental
- b) Because her salary is not a cash flow
- c) Because her salary is an opportunity cost

**20. Which of the following is correct advantage of the IRR approach to investment appraisal?**

- a) Takes into account the time value of money
- b) Clear decision rule
- c) Assumes funds are reinvested at the IRR

**21. A project has an initial outflow followed by years of inflows. What would be the effect on NPV and the IRR of an increase in the cost of capital?**

- a) NPV Decrease, IRR No change
- b) NPV Decrease, IRR Decrease
- c) NPV No change, IRR Decrease
- d) NPV No change, IRR No change

**22. The discounted payback period is the time taken for the cumulative net present value to change from negative to positive**

- a) True
- b) False

**23. The expected net present value is the value expected to occur if an investment project with several possible outcomes is undertaken once**

- a) False
- b) True

**24. The formula for calculating future value (FV) is:**

- a)  $FV = PV/(1+r)^n$
- b)  $FV = PV/(1+r)*n$
- c)  $FV = PV \times (1+r)^n$
- d)  $FV = PV \times (1+r)*n$

**25. If you were able to earn interest at 3% and you started with \$100, how much would you have after 3 years?**

- a) \$109.27
- b) \$91.51
- c) \$291.26
- d) \$103.00

**26. Company A has a capital structure of \$80M debt and \$20M equity. What is Company A's gearing?**

- a) 4
- b) 1/4
- c) 8/10

d) 2/10

**27. On your 20th birthday, do you invest \$50,000 and expect to receive an 8% annual return on your investment. Which of the following will tell you how much you will have on your 65th birthday?**

- a) The future value of a single amount
- b) The present value of a single amount
- c) The present value of an annuity
- d) The future value of an annuity

**28. You decide to save \$100 each month for a special vacation 5 years from now. Which of the following will tell you how much you'll have?**

- a) The future value of an annuity
- b) The present value of a single amount
- c) The present value of an annuity
- d) The future value of a single amount

**29. Intrinsic value is defined as:**

- a) Some of future discounted cash flows
- b) Non monetary value
- c) Current market price
- d) Replacement cost

**30. H Co's share price is \$3.50 at the end of 20X1 and this includes a capital gain of \$0.75 since the beginning of the period. A dividend of \$0.25 has been paid for 20X1. What is the shareholder return, %?**

- a) 36.4
- b) 32.8
- c) 40.2
- d) 44.6

**31. Geeh Co paid an interim dividend of \$0.06 per ordinary share on 31 October 20X6 and declared a final dividend of \$0.08 on 31 December 20X6. The ordinary shares in Geeh Co are trading at a cum-div price of \$1.83. What is the dividend yield, %?**

- a) 8.0
- b) 6.5
- c) 7.0
- d) 9.5

**32. SAC Co has a cost of capital of 8% and is appraising project Gamma. It has the following cash flows.**

**T0 Investment 100,000**

**T1–5 Net cash inflow 40,000**

**What is the adjusted payback period for this project (in years)?**

- a) 3
- b) 2
- c) 4

**33. Shadowline Co has a money cost of capital of 10%. If inflation is 4%, what is Shadowline Co's real cost of capital?**

- a) 5.8
- b) 6.0
- c) 9.6

**34. According to the creditor hierarchy, list the following from high risk to low risk:**

**1. Preference share capital**

**2. Trade payables**

**3. Bank loan with fixed and floating charges**

**4. Ordinary share capital**

- a) 4, 1, 2, 3
- b) 4, 3, 1, 2
- c) 4, 2, 3, 1

**35. AB Co has an interest cover greater than one and gearing (debt/debt + equity) of 50%. What will be the impact on interest cover and gearing of issuing shares to repay half the debt?**

- a) Interest cover Rise, Gearing Fall
- b) Interest cover Rise, Gearing Rise
- c) Interest cover Fall, Gearing Rise
- d) Interest cover Fall, Gearing Fall

**36. A monthly income of 1.6% is accrued on a bank deposit. The annual rate, taking into account the reinvestment of income, will be:**

- a) 20.98%
- b) 19.2%
- c) 19.48%
- d) 20.2% %

**37. The investor placed \$2000 on a bank deposit for a period of 3 years at 10% per annum. After three years, the amount on the deposit account was (provided that the investor did not withdraw the accrued interest income before the expiration of this period):**

- a) \$2662
- b) \$2600
- c) \$2696
- d) \$2700

**38. A few years ago, on New Year's Eve, your grandmother put 5 thousand rubles on a bank deposit at 20% per annum, but she forgot exactly how many years ago she did it. Determine how many years the specified amount has been on deposit, if by the end of the current year there were 12442 rubles in the deposit account:**

- a) 5
- b) 4
- c) 6
- d) 7

**39. Two years ago, you placed \$5,000 on a foreign currency deposit at a constant rate and went on a long business trip. At the end of the specified period, the amount on the deposit was \$5886. The deposit rate was:**

- a) 8.5%
- b) 6.5%
- c) 9.0%
- d) 8.0%

**40. At the end of the third year from the date of placing funds in the deposit, the amount of \$21074 is on the investor's account. Accrual occurred according to the scheme of compound interest at the rate of 12%. The initial deposit amount was:**

- a) \$15000
- b) \$14480
- c) \$15500
- d) \$16740

**41. If, after graduating from your native institute, you intend to congratulate your**

**dean's office on the New Year indefinitely with a postcard worth \$0.60, then you will need to place the following amount in a foreign currency deposit at a constant rate of 5% per annum (inflation is not taken into account):**

- a) \$12.00
- b) \$30.00
- c) \$10.00
- d) \$8.33

**42. If, after graduating from your native institute, you intend to congratulate your dean's office on the New Year indefinitely with a postcard worth \$12, then you will need to deposit the following amount at a constant rate of 12% per annum (inflation is not taken into account):**

- a) \$100
- b) \$167
- c) \$200
- d) \$233

**43. Calculate how much the investor will be willing to pay for a zero coupon bond with a nominal value of \$1000, maturing in 5 years. The discount rate is 8%:**

- a) \$681
- b) \$640
- c) \$612
- d) \$714

**44. The concept of present value relates to the idea that:**

- a) The money you have now is worth more today than an identical amount you would receive in the future
- b) The discount rate is always higher when you invest now than in the future
- c) The discount rate is always higher when you invest in the future than now
- d) The money you have now is worth less today than an identical amount you would receive in the future

**45. What is an annuity?**

- a) A series of equal payments at equal time periods and guaranteed for a fixed number of years
- b) The cash flows that occur earlier are more valuable than cash flows that occur later
- c) A series of unequal payments at equal time periods which are guaranteed for a fixed number of years
- d) The cash flows that occur earlier are less valuable than cash flows that occur later

**46. What is a par value of a bond?**

- a) The amount borrowed by the issuer of the bond and returned to the investors when the bond matures
- b) The overall return earned by the bond investor when the bond matures
- c) The difference between the amount borrowed by the issuer of bond and the amount returned to investors at maturity
- d) The size of the coupon investors receive on an annual basis

**47. When the price of a bond is above the face value, the bond is said to be**

- a) Trading at a premium
- b) Trading at par
- c) Trading at a discount
- d) Trading below par

**48. The concept of time value of money is that**

- a) The cash flows that occur earlier are more valuable than cash flows that occur later

- b) The cash flows that occur earlier are less valuable than cash flows that occur later
  - c) The longer the time cash flows are invested, the more valuable they are in the future
  - d) The future value of cash flows are always higher than the present value of the cash flows
- 49. Preference shareholders are entitled to be refunded their investment before unsecured creditors in the event of an insolvent company's liquidation.**
- a) False
  - b) True
- 50. A company's market capitalization = Number of issued shares \* market price per share.**
- a) True
  - b) False
- 51. Which of the following is an example of indirect transfer of capital through a financial intermediary?**
- a) Insurance company uses the premiums paid by the policy holder's to invest in corporate bonds
  - b) An investment Bank underwrites a stock issue for Corporation
  - c) A private Equity Firm buys the majority of shares outstanding and a corporation
- 52. A school teacher makes a contribution to building a nonprofit Community Hospital is an example of:**
- a) Direct transfer of capital
  - b) Indirect transfer of capital through a financial intermediary
  - c) Indirect transfer of capital through an investment Bank
- 53. Calling my stock broker and buying a hundred shares of Home Depot stock is an example of:**
- a) Buying on the secondary Market
  - b) Buying on a money market
  - c) Buying on a private Market
  - d) Buying on a primary Market
- 54. Income per share tells us:**
- a) Total income divided by the number of shares of stock
  - b) The amount of income that shareholders receive in dividends for each share they own
  - c) Sales revenue allocated to each share of stock
  - d) Profit from selling a share of stock from one year to the next
- 55. Bonds can be issued by:**
- a) All answers
  - b) Corporations
  - c) State governments
  - d) Local government
- 56. Which of the following types of organizations are owned by stockholders?**
- a) Corporation
  - b) Proprietorships
  - c) Partnerships
  - d) All answers
- 57. In an IPO, a company:**
- a) Issues new stock
  - b) Declares bankruptcy
  - c) Buys back stock

d) Pays off the balance of outstanding bonds

**58. PT Co has just paid a dividend of 15 cents per share and its share price one year ago was \$3.00 per share. The total shareholder return for the year was 25%. What is the current share price (\$)?**

- a) 3.60
- b) 3.80
- c) 2.50
- d) 2.90

**59. Shareholder wealth maximization is the primary financial objective for a company listed on a stock exchange:**

- a) True
- b) False

**60. Accounting profit is not the same as economic profit**

- a) True
- b) False

**61. Profit takes account of risk**

- a) False
- b) True

**62. Accounting profit can be manipulated by managers**

- a) True
- b) False

**63. Cash flow forecasting is primarily the responsibility of financial reporting**

- a) False
- b) True

**64. Monetary policy seeks to influence aggregate demand by increasing or decreasing the money raised through taxation**

- a) False
- b) True

**65. Fiscal policy seeks to influence the economy and economic growth by increasing or decreasing interest rates**

- a) False
- b) True

**66. The main goal of state regulation of the capital market is**

- a) ensuring equal access of investors to information about issuers
- b) the complete elimination of information asymmetry
- c) ensuring a guaranteed minimum of return to investors
- d) ensuring a guaranteed minimum of income to investors

**67. The concept of the cost of capital is that**

- a) each source of financing has its own cost
- b) capital becomes more expensive over time
- c) capital becomes cheaper over time
- d) the cost of capital affects market conditions

**68. The cost of capital of the enterprise shows:**

- a) the minimum level of profitability required to maintain the financing of the enterprise
- b) the average level of liquidity of the assets of the enterprise

- c) the average level of solvency of the enterprise at the moment
- d) the interest rate at which the enterprise will borrow capital in the future

**69. The categories of financial management include:**

- a) Cash flows
- b) Profit
- c) Depreciation
- d) Discounting

**70. The main objectives of financial management include:**

**I. organization of financial management of the company**

**II. information support of financial activities**

**III. preparation of financial statements of the enterprise**

**IV. conducting an internal audit of the company's activities**

- a) only I
- b) only I and II
- c) only I, II and IV
- d) I, II, III and IV

**71. The main objectives of financial management include:**

- a) finding sources of enterprise financing
- b) information support of financial activities
- c) preparation of the sales budget of the enterprise
- d) preparation of financial statements of the enterprise

**72. Among the activities listed below, highlight those that are NOT related to the main objectives of financial management:**

- a) conducting an internal audit of the company's activities
- b) determining the size and composition of the assets of the enterprise
- c) assessment of risk and profitability of certain types of activities
- d) organization of current financial management

**73. Ensuring an increase in the welfare of the owners of a joint-stock company means:**

- a) an increase in the total market value of the shares of this company
- b) a reduction in unproductive expenses
- c) an increase in the profitability of production
- d) growth of the company's earnings per share indicator

**74. The main purpose of financial management of a commercial organization is:**

- a) maximizing the company's market price
- b) profit maximization
- c) leadership in the fight against competitors
- d) steady growth in sales volumes

**75. The main purpose of financial management of a joint-stock company is:**

**I. achieving the highest market value of the company's shares**

**II. maximizing the wealth of the owners of the company**

**III. maximizing the market valuation of the firm's equity**

**IV. maximizing the return on equity of the company**

- a) only I, II and III
- b) only I
- c) only I and II
- d) I, II, III and IV

**76. Profitable activity of a commercial organization**

- a) is a necessary condition for the increase of its shareholder value



- b) is a sufficient condition for the increase of its shareholder value
- c) acts as the main goal of financial management of this organization
- d) is a necessary and sufficient condition for the growth of its shareholder value

**77. Maximizing the profit of the enterprise and maximizing its market price, considered as the goals of financial management**

- a) have different time horizons
- b) focused on different groups of owners
- c) identical
- d) cannot be achieved simultaneously

**78. Maximizing the wealth of shareholders and maximizing the profit of the enterprise, as the goals of financial management, may not coincide due to the influence of the following factors:**

**I. different time horizons**

**II. different investment horizons**

**III. attitude to investment risks**

**IV. different approaches to assessing the economic efficiency of the company**

- a) only I, II and III
- b) only III
- c) only I and II
- d) I, II, III and IV

**79. The object of management in financial management is (are)**

- a) cash flows, conditions for the movement of financial resources, financial relations between economic entities
- b) a special group of people who, through various forms of managerial influence, carry out the purposeful functioning of the object
- c) a way of influencing the economic process through financial relations
- d) methods and techniques for achieving financial goals in specific conditions

**80. The subject of management in financial management is**

- a) a special group of people who manage financial relations
- b) a set of conditions for the implementation of monetary turnover, the movement of financial resources, financial relations between economic entities
- c) a way of influencing the economic process through financial relations
- d) specific methods and techniques for achieving goals in specific conditions

**Управление персоналом**

**ПК-1, ПК-2**

**Personnel Management: ПК-1**

**1. The author of the "administrative doctrine":**

- a) A. Fayol;
- б) D. Mooney;
- в) L. Urvik;
- г) E Mayo

**2. What is the merit of the classical school of management?**

- a) the creation of a systematized theory of management, the allocation of management as a special kind of activity;
- б) the creation of a "philosophy of practice";
- в) development of the staff management principle;
- г) development of competency models;

д) creating a humanistic approach to management

**3. Henry Ford is famous for:**

- а) wrote "The Twelve Principles of Production";
- б) formulated 14 universal principles of management;
- в) developed the headquarters management principle;
- г) was the first to use a camera and a movie camera to study movement workers;
- д) created a sociological laboratory at the enterprise to study the conditions work, life and leisure of employees

**4. Who formulated the new responsibilities of the administration?**

- а) F. Taylor;
- б) E. Mayo;
- в) N. Wiener;
- г) D. Carnegie;
- д) To Marx

**5. Who is not a representative of the school of human relations?**

- а) A. Fayol;
- б) G. Munsterberg;
- в) M. P. Follet;
- г) A. Maslow

**6. The founder of the school of scientific management is considered to be:**

- а) E. Mayo;
- б) N. Wiener;
- в) F. Taylor;
- г) G. Gantt;
- д) U. Ouchi

**7. The main drawback of the scientific management system is F. Taylor?**

- а) divorced from the real problems of management;
- б) designed for disciplined workers;
- в) the employee's remuneration does not depend on the results of work;
- г) payment based on labor results (smaller results — less pay, larger results — more pay);
- д) maintaining friendly relations between

**8. Which direction is A. Maslow a representative of?**

- а) the school of human relations;
- б) school of scientific management;
- в) management;
- г) classical school;
- д) quantitative school;
- е) situational approach

**9. What scientist's name is associated with the emergence of the school of human relations?**

- а) G. Minstberger;
- б) G. Gantt;
- в) E. Mayo;
- г) A. Maslow;
- д) D. Carnegie

**10. The existence and development of the classical school of management covers the following time period:**

- a) 1930 -1960;
- б) 1920- 1950;
- в) 1885- 1920;
- г) 1950 to the present;
- д) 1970-1991

**11. One of the principles of the "school of scientific management"?**

- a) the principle of vertical division of labor;
- б) the principle of equality of opportunity;
- в) the principle of payment for work;
- г) personal responsibility;

**12. Japanese Personnel management includes**

- a) lifetime employment
- б) principles of seniority in payment and appointment
- в) collective responsibility
- г) informal control.

**13. Which school of management aimed to create universal principles of management:**

- a) school of scientific management
- б) classical school or school of administration
- в) school of human relations

**14. What management action is not related to the functions of personnel management?**

- a) planning
- б) motivation;
- в) preparation of reports.

**15. Which list of tasks exactly characterizes the content of personnel management**

- a) use of own human resources, division of labor, strengthening of labor discipline
- б) monitoring of compliance with labor legislation by the company's administration
- в) recruitment, organization of work performance, evaluation, motivation and development of personnel

**16. What does the recruitment process represent?**

- a) the reception employees to work
- б) creating a fairly representative list of qualified candidates for a vacant position from a variety of reviewed resumes

**17. The universally recognized Father of Management is**

- a) Albert Einstein
- б) Elton Mayo
- в) Henry Ford
- г) Frederick Taylor

**18. .... were among the first to develop their own model of personnel management (fill in the space)**

- a) Japanese
- б) Russians
- в) Americans

**19. Disadvantages of American Management (select 3 options)**

- a) too large amounts of instructions
- б) preference for narrow specialists
- в) conservative
- г) difficult payment system

**20. Check out 1 Additional HR functions**

- a) Training
- б) Supervising
- в) Evaluating
- г) Motivating
- д) Counseling techniques

**21. The ..... is characterized by the desire to achieve success and to establish itself independently (fill in the space)**

- a) Europe
- б) United States

**22. Principle "Older employees get paid more" is used in**

- a) Russia
- б) USA
- в) Japan

**23. Principle "Increase in pay for each year of service" is used in**

- a) Europe
- б) USA
- в) China
- г) Japan
- д) Russia

**24. Kaizen & Kanban are principles of management in**

- a) Japan
- б) China
- в) USA
- г) Russia
- д) Europe

**25. Early mandatory retirement age, (55-62) popular in**

- a) China
- б) Japan
- в) United States

**26. A human resource manager aims to:**

- a) Match employee skills to the strategic decisions of the business
- б) Improve communications with clients
- в) Develop supply chains
- г) Monitor customer behavior

**27. The basic managerial skill is**

- a) To supervise
- б) To stimulate
- в) To motivate

**28. The systematic process of matching the internal and external supply of people with job openings anticipated in the organization over a specified period of time is referred to as**

- a) human resource planning.
- б) recruitment.
- в) selection.
- г) performance appraisal

**29. What are potential employees located within the geographic area from which employees are recruited called?**

- a) forecasted allocation
- б) labor market
- в) workers
- г) workforce

**30. Which of the following is NOT a human resource management function?**

- a) staffing
- б) training and development
- в) human resource research

**31. Human Resource Management develops which of the following that influence employees' behavior?**

- a) Practices
- б) Policies
- в) Laws
- г) Systems
- д) Policies, "practices," and "systems"

**32. Which of the above is a type of organizational impact and is most often aimed at operational regulation of the management process in a short time and is intended for a limited number of employees?**

- a) the order;
- б) order;
- в) instructions;
- г) instruction
- д) reprimand

**33. The order is a form of:**

- a) administrative influence;
- б) organizational impact;
- в) disciplinary action;
- г) economic impact;
- д) psychological impact

**34. In which theory of motivation were described hygienic factors affecting employee satisfaction with the work environment?**

- a) Maslow's Pyramid of Needs
- б) F. Herzberg's two-factor motivation model
- в) V. Vroom 's theory of expectations
- г) The theory of three factors (ERG) by K. Alderfer
- д) L. Porter — E. Lawler 's Theory of Justice
- е) D. McClelland's theory of acquired needs

**35. What kind of needs in the theory of A. Maslow belong to the needs for self-esteem, personal achievements, competence, respect from others?**

- a) Social needs
- б) Self-expression needs
- в) The need for respect
- г) Physiological needs
- д) Needs for security and confidence in the future

**36. What kind of needs in A. Maslow's theory does the need for support and affection belong to?**

- a) The need for respect

- б) Social needs
- в) Physiological needs
- г) Self-expression needs
- д) Needs for security and confidence in the future

**37. To what kind of needs in the theory of A. Maslow belong the needs for food, water, shelter, rest?**

- а) Self-expression needs
- б) The need for respect
- в) Physiological needs
- г) Needs for security and confidence in the future
- д) Social

**38. What type of prevailing needs within the framework of D. McLelland's theory are people who prefer to occupy such positions in the organization and perform such work that would allow them to actively interact with colleagues and clients?**

- а) The needs of complicity
- б) Needs achievements
- в) Needs for power

**39. In what period of professional activity is the motivation of work formed?**

- а) before the beginning of professional activity;
- б) after acquiring 10-15 years of work experience;
- в) during adaptation in the team;
- г) after receiving the desired return from work;
- д) after recognizing the importance of work.

**40. In accordance with the theory of "X" by Douglas McGregor, a person:**

- а) strive for the manifestation of independence;
- б) has creative thinking;
- в) shows interest in work regardless of the forms of motivation;
- г) does not like to work and tries to avoid responsibility;

**41. What is the main idea of the classical theory of motivation?**

- а) self-affirmation is the only motivating factor in work;
- б) money is the only motivating factor in work;
- в) thirst for power is the main motivating factor in work;
- г) motivates the desire to expand the scope of control;
- д) a person is motivated by the needs of higher levels.

**42. What is the purpose of stimulating staff?**

- а) to encourage a person to avoid conflicts;
- б) encourage a person to do more and better than what is due to labor relations;
- с) to encourage a person not to exceed his authority;
- д) inspire a person with a sense of self-worth;
- е) to provide a person with a decent standard of living.

**43. Overstating the employee's compensation usually leads to:**

- а) a constant increase in the efficiency of his work;
- б) a temporary increase in the efficiency of its work;
- с) a constant decrease in the efficiency of its work;
- д) a temporary decrease in the effectiveness of its work;
- е) reduction of employee motivation.

**44. Which group of motivation theory representatives are Abraham Maslow, David McClelland, Frederick Herzberg?**

- a) meaningful;
- b) procedural;
- c) classical;
- d) quantitative;
- e) administrative.

**45. Procedural theories of motivation include:**

- a) Herzberg's theory of two factors;
- b) the theory of expectations;
- c) Alderfer's ERG theory;
- d) the theory of A.Maslow;
- e) the theory of A. Fayol.

**46. What is the conditional name of Viktor Vroom's theory of motivation?**

- a) the theory of expectations;
- b) the theory of justice;
- c) theory X, Y;
- d) the pyramid of Vroom;
- e) meaningful theory.

**47. Which group of needs is the primary, basic in the hierarchy of A.Maslow?**

- a) in self-expression, self-determination;
- b) in public recognition;
- c) safe;
- d) physiological;
- e) social.

**48. Which of the proposed modern concepts of motivation was developed by Professor V. Ouchi of the University of California?**

- a) theory x;
- b) theory y;
- c) theory z;
- d) pyramid of needs;
- e) the theory of expectation.

**49. Which theory of motivation includes the following variables: effort, perception, results, reward, degree of satisfaction?**

- a) the theory of expectation;
- b) the Porter-Lawler model;
- c) Adams' theory of justice;
- d) Alderfer's ERG theory;
- e) the theory of A.Maslow.

**50. Which of the above needs are common to all people?**

- a) in self-expression, self-determination;
- b) in public recognition;
- c) safe;
- d) physiological;
- e) social.

**51. What are the main forms of incentives?**

- a) coercion, material encouragement, moral encouragement, self-affirmation;
- b) moral stimulation, material stimulation, functional stimulation, structural stimulation;
- c) incentive, motive, need, need;
- d) praise, request, persuasion;
- e) salary, bonus, gifts.

**52. Which of the following points does not apply to the main factors of labor motivation?**

- a) interesting work;
- b) promotion;
- c) salary level;
- d) work experience;
- e) working conditions.

**53. Which of the scientists analyzed and compared the two motivational theories "X" and "Y"?**

- a) Abraham Maslow;
- b) Frederick Herzberg;
- c) F. Taylor;
- d) D. McGregor;
- e) V. Vroom.

**54. Which of the scientists identified hygienic motives in a separate group when classifying motives?**

- a) K.Madsen;
- b) A.Maslow;
- c) F. Herzberg;
- d) K. Alfred;
- e) V. Vroom.

**55. Which two groups are divided into modern theories of motivation?**

- a) classical, progressive;
- b) social, economic;
- c) substantive, procedural;
- d) theoretical, empirical;
- e) scientific, practical.

**56. According to Herzberg, the main factor affecting job satisfaction is:**

- a) the independence of employees at their workplace;
- b) orientation of employees to achievements;
- c) favorable relationship with the manager;
- d) freedom to choose the time of rest during the working day;
- e) satisfaction of physiological needs.

**57. The term "motivation" means:**

- a) human behavior aimed at achieving a certain goal;
- b) a set of processes that motivate and orient human behavior;
- c) human-chosen goals and means to achieve them;
- d) a person's reaction to any psychological effects;
- e) the meaning of work.

**58. The principles of E. Mayo, the hierarchy of needs of W.Maslow, the Hawthorne experiments are contributions to the theory of management:**

- a) behaviorists;
- b) schools of human relations;
- c) classical school of management;
- d) schools of scientific management;
- e) administrative school.

**59. Procedural theories of motivation study**

- a) the content of human needs and motives;
- b) factors influencing the formation of needs;



- c) the relationship between behavior and its expected results;
- d) the main methods of forced labor;
- e) the influence of psychological characteristics of a person on motivation.

**60. free, determined by internal motives, human actions aimed in achieving their goals, the realization of their interests are:**

- a) incentives;
- b) motives;
- c) motivational activity;
- d) needs;
- e) goals.

**61. The strength of the motive is determined by:**

- a) the degree of relevance of a particular need for the employee;
- b) the orientation of the need;
- c) the degree of self-confidence;
- d) the character of a person;
- e) the degree of variability of needs.

**62. Meaningful theories of motivation are based on:**

- a) the idea of the fairness of remuneration;
- b) analysis of the work execution process;
- c) concepts of employee needs;
- d) the idea of job satisfaction;
- e) evaluation of the ratio of efforts and the result obtained.

**63. The theories of motivation of Vroom, Porter and Lawler are:**

- a) meaningful;
- b) procedural;
- c) system;
- d) organizational;
- e) descriptive.

**64. A person is lazy, tries to avoid work. People need to be forced to work – this is:**

- a) theory "X";
- b) the theory of "Y";
- c) the theory of "Z";
- d) the theory of expectations;
- e) the theory of justice

**65. What is leadership?**

- a) Management;
- b) Type of managerial interaction;
- c) Management method;
- d) The method of influencing subordinates.

**66. What style of leadership is used most often in management?**

- a) Authoritarian;
- b) Democratic;
- c) Liberal;
- d) Mixed.

**67. Liberal leadership style:**

- a) Motivates subordinates for fruitful work;
- b) Stimulates professional growth, promotes the acquisition of experience and creative skills;

- c) Negatively perceived by experienced workers;
- d) Can not maintain labor productivity for a long time.

**68. One of the advantages of the democratic style –**

- a) All employees are involved in the labor process, there are no sabotaging the goals of the organization in which they work;
- b) Conditions are created for the professional growth of subordinates.
- c) There are no conflicts in connection with innovations;
- d) The majority decision (which is typical for Democrats) is always in the best interests of the organization.

**69. When should an authoritarian management style be followed?**

- a) When an employee needs help, in managing;
- b) Only in the presence of highly qualified personnel;
- c) If an employee can take responsibility for doing the work and making all decisions;
- d) When the employee wants to take responsibility for himself and make all decisions regarding the obligations assumed.

**70. What is power from the point of view of a leader?**

- a) A way to achieve the goal.
- b) Access to unlimited resources.
- c) Work for the benefit of society.
- d) The possibility of modernization and development of the enterprise.

**71. Douglas McGregor in his research says:**

- a) Subordinates behave the way their management forces them to behave;
- b) The behavior of management directly depends on the behavior of subordinates;
- c) The behavior of subordinates is not affected by the head in any way;
- d) It does not depend on the boss what and how the subordinate will do.

**72. Leadership in management theory can be defined as ...:**

- a) victory in a conflict
- b) conditions for the functioning of the organization
- c) the amount of the manager's salary
- d) the ability to influence individuals and groups of people

**73. The leader is:**

- a) a person who is able to use all available sources of power to transform the vision of reality created for others;
- b) a person with great charisma;
- c) a person who helps people to fully reveal their abilities, who knows how to create an ideal and strive for it;
- d) all the answers are correct.

**74. The leader must have the following main features:**

- a) the ability to determine the location of the failure and take corrective measures;
- b) the ability to solve personal conflicts that arise with strong-willed decisions;
- c) be sociable;
- d) the ability to communicate with people, the ability to recognize the potential of each person and interest him in the full use of this potential

**75. The team is:**

- a) a group of employees striving to achieve the company's goals;
- b) a small group of employees striving to achieve a common goal;
- c) a group of employees with common interests.

**76. Organizational culture includes:**

- a) ideas, beliefs, traditions and values that are expressed in the dominant management style, in the methods of employee motivation, the image of the organization, etc.
- b) a set of ways through which the labor process is first divided into separate work tasks, and then coordination of actions to solve tasks is achieved;
- c) approaches to the research and design of the organization, organizational communication, personnel management strategy.

**77. The main difference between a team and a regular working group is:**

- a) the presence of a leader;
- b) size;
- c) group like-mindedness;
- d) the presence of a role structure;
- e) the presence of a synergistic effect.

**78. The approach of understanding the essence of leadership offers the greatest efficiency in modern conditions:**

- a) from the standpoint of personal qualities;
- b) behavioral;
- c) situational;
- d) adaptive.

**79. The power built on the strength of personal qualities or the ability of a leader is:**

- a) dictatorial;
- b) expert;
- c) forced;
- d) charismatic.

**80. Adaptation is a stage of team development at which:**

- a) team members exchange information, know tasks, do not trust each other;
- b) team members exchange information, form tasks, polite and cautious relationships;
- c) team members exchange information, know their tasks, and trust each other.

**Personnel Management: IIIK-2**

**1. A pre-conflict situation is:**

- a) the increase in social tension between opponents - potential participants in the conflict due to the contradictions that have arisen;
- b) the use of threats as a way to influence an opponent during negotiations;
- c) an action that is directed against someone else.

**2. Stimulating conflict involves:**

- a) purposeful actions of the subject of management aimed at the emergence of a constructive conflict;
- b) deliberate disruption of the workflow in the form of refusal or improper performance of their duties;
- c) persistent struggle for their own interests that contradict others.

**3. The conflict prevention is:**

- a) actions of the manager to prevent and neutralize the factors of conflict;
- b) punishment of opposing opponents for participating in the conflict;
- c) peaceful settlement of the contradictions that have arisen before the start of an open conflict.

**4. The stages of the conflict include:**

- a) pre-conflict situation; open conflict with incident, escalation and termination; post-conflict period;
- b) the emergence of contradictions, the stage of attempts to reduce tension, the growth of contradictions, conflict resolution;
- c) incident, escalation, reconciliation.

**5. The subject of conflictology are:**

- a) patterns of occurrence and development of conflict contradictions, dynamics and directions of development of conflict situations, methods and methods of prevention, resolution and management of conflicts;
- b) causes of conflicts in different social spheres and ways to resolve them;
- c) prerequisites for the emergence of contradictions in various social strata of society, their prevention and peaceful resolution.

**6. Negotiations as a way to resolve the conflict are:**

- a) putting forward their demands to each of the parties with simultaneous willingness to compromise;
- b) seeking the help of a third party;
- c) -obligations given by the parties to the conflict to restore peaceful relations.

**7. What is the reason for the emergence of personnel management as a special type of activity**

- a) with the state legislative regulation of personnel work, the complexity of the scale of economic organizations, the development of organizational culture
- b) with the growing scale of economic organizations, increasing dissatisfaction with the working conditions of the majority of employees

**8. What is not included in the current trends in human resources management**

- a) Gamification
- b) hr-analytics
- c) hr-marketing
- d) e-learning
- e) new methods of personnel evaluation

**9. The process of attracting individuals on a timely basis, in sufficient numbers, and with appropriate qualifications, to apply for jobs with an organization is referred to as**

- a) human resource planning.
- b) selection.
- c) appraisal.
- d) recruitment.

**10. The process of choosing from a group of applicants the individual best suited for a particular position and the organization is known as**

- a) recruitment.
- b) human resource planning.
- c) human resource scrutiny.
- d) selection

**11. An ongoing process where an individual sets career goals and identifies the means to achieve them is called**

- a) succession planning.
- b) career development.
- c) career planning.
- d) management staffing.

**12. Development programs often focus on:**

- a) preparing employees for management responsibility.
- b) identifying the top qualities employers look for in employees.
- c) enabling employees to learn job-related knowledge, skills, and behaviour.
- d) ensuring that employees' activities and outputs match the organization's goals

**13. What are the rules for managing a career?**

- a) principles of individual behavior in society
- b) principles of individual behavior in the organization
- c) principles of individual planning behavior and career development functions

**14. What are the benefits of the career planning and development process for the employee?**

- a) the ability to go to another country
- b) better earning opportunity
- c) high loyalty among colleagues and employees
- d) the ability to plan professional growth

**15. A group of employees selected for promotion to certain positions based on the results of an assessment of their professional knowledge, skills and abilities, business and personal qualities is**

- a) personnel reserve
- b) highly qualified employees
- c) top managers

**16. A formalized idea a specialist should take in order to gain the necessary knowledge and master the necessary skills to work effectively at a particular place is**

- a) the careerogram
- b) the Gantt chart
- c) career development plan

**17. Sources of personnel attraction are divided into**

- a) simple and complex
- b) public and private
- c) external and internal

**18. Comprehensive function of HR services or recruitment agencies, requiring careful and comprehensive study labor market, labor demand, preferences and needs of employers and workers, planning and forecasting of professions in demand in the future is called**

- a) staff analytics
- b) personnel HR policy
- c) personnel strategy

**19. Delegation of authority is an integral part of:**

- a) bureaucracy;
- b) decentralization;
- c) centralization;
- d) concentrations;
- e) cooperation

**20. What are the administrative methods of managerial influence on personnel based on?**

- a) on power, discipline, penalties;
- b) on the authorities;
- c) on power, discipline;
- d) on moral values.

**21. A purposeful process of establishing the compliance of the qualitative characteristics of personnel (abilities, motivations and properties, competencies) with the requirements of a position or workplace is**

- a) the personnel reserve
- b) the careerogram
- c) attestation
- d) assessment of the staff

**22. Which one is not the specific goal of human resource management?**

- a) Attracting applicants
- b) Separating employees
- c) Retaining employees
- d) Motivating employees

**23. At which phase of the conflict the resolution possibilities are the highest:**

- a) the initial phase;
- b) the lifting phase;
- c) the peak of the conflict;
- d) the phase of decline.

**24. One of the main and effective forms of third person participation in conflict resolution is:**

- a) negotiation process;
- b) cooperation;
- c) compromise.

**25. A conflict situation is:**

- a) accidental collisions of interests of subjects of social interaction;
- b) accumulated contradictions related to the activities of subjects of social interaction, which create the ground for confrontation between them;
- c) the process of confrontation between the subjects of social interaction aimed at clarifying the relationship;
- d) the cause of the conflict;
- e) the stage of development of the conflict.

**26. The cause of the conflict is:**

- a) opposite motives of subjects of social interaction;
- b) a combination of circumstances that manifest a conflict;
- c) phenomena, events, facts, situations that precede a conflict and, under certain conditions of activity of subjects of social interaction, cause it;
- d) accumulated contradictions related to the activities of subjects of social interaction, which create the ground for a real confrontation between them;
- e) what causes the conflict.

**27. What type of coplyctogens are the following actions: "Command, threat, remark, criticism, accusation, ridicule":**

- a) condescending attitude;
- b) negative attitude;
- c) mentoring relationships;
- d) violation of ethics;
- e) dishonesty and insincerity.

**28. Conflict management is:**

- a) purposeful impact on the process of its dynamics;
- b) purposeful, determined by objective laws, influence on the process of its dynamics in the interests of the development or destruction of the social system to which this conflict relates;

c) purposeful influence on the conflicting parties in the interests of reducing the level of tension between them.

**29. Preconditions for conflict resolution are:**

- a) sufficient maturity of the conflict, the need for conflict subjects to resolve it, the availability of the necessary resources and means to resolve the conflict;
- b) sufficient maturity of the conflict, high authority of one of the conflicting parties;
- c) the availability of the necessary resources and means to resolve the conflict, the need for conflict subjects to resolve it, the collective form of activity;
- d) high authority of one of the conflicting parties, collective form of activity, leadership in the group.

**30. The main models of personality behavior in conflict are:**

- a) constructive, rational, destructive;
- b) compromise, struggle, cooperation;
- c) rational, irrational, conformist;
- d) constructive, destructive, conformist;
- e) struggle, concession, compromise.

**31. Determine the type of conflict personality by the following behavioral characteristics: wants to be the center of attention; adapts well to various situations; carries out situational planning of his activities; avoids painstaking, systematic work:**

- a) hard type;
- b) unmanaged type;
- c) demonstrative type;
- d) ultra-precise type;
- e) "conflict-free type".

**32. The communicative aspect of communication reflects the desire of communication partners to:**

- a) exchanging information;
- b) establishing good relationships;
- c) achieving mutual understanding;
- d) expanding the topic of communication;
- e) strengthening the informational impact on the partner.

**33. Technologies of rational behavior in conflict are:**

- a) a set of methods of psychological correction aimed at ensuring constructive interaction of conflicts based on self-control of their emotions;
- b) a set of ways to influence the opponent to achieve their goals in the conflict;
- c) a type of psychological influence, the skillful execution of which leads to the latent arousal of the opponent's intentions that do not coincide with his actual desires/

**34. An interpersonal conflict is:**

- a) deep emotional experiences by the personality of their failures;
- b) the state of anxiety caused by the upcoming difficult situation;
- c) the clash of oppositely directed motives of personality;
- d) the collision of oppositely directed behavioral characteristics of the individual;
- e) internal fluctuations of the person facing the choice of means to achieve a specific goal.

**35. Group conflicts include conflicts:**

- a) personality - group;
- b) group – group;
- c) personality - group and group - group;
- d) team leader;
- e) microgroup – a microgroup within a team.

**36. Conflict in society is:**

- a) conflicts in any social groups;
- b) conflicts in large social groups;
- c) conflicts in various spheres of public life (economic, political, social and spiritual)

**37. Conflict in an organization is:**

- a) conflicts between subjects of social interaction arising within the organization;
- b) conflicts between subjects of social interaction arising inside and outside the organization;
- c) conflicts between the management of the organization and its employees;
- d) conflicts between various structural elements of the organization;
- e) conflicts over the organizational structure of the team.

**38. Conflicts in the field of management are understood as:**

- a) conflict between subjects and objects of management;
- b) conflicts that arise in the systems of social interaction of subjects and objects of management;
- c) conflicts between management entities of different levels;
- d) conflicts between the manager and subordinates;
- e) conflicts in the process of making managerial decisions.

**39. The modern model of communication is more complete, since it reflects communication as:**

- a) instrument;
- b) method;
- c) process.

**40. The "soft" organization of communications involves:**

- a) multivariate behaviors;
- b) specified behaviors;

**41. The staff of the organization is:**

- a) the totality of employees of the organization, united in specialized services
- b) allocation of employees by socio-demographic groups
- c) the totality of individual employees united on any basis
- d) the personnel of the organization who are employed and have certain characteristics

**42. The essence of human resource management is that:**

- a) there is a transfer of the technocratic approach to the practice of organizing production and labor processes.
- b) People are considered as the property of the company in the competition.
- c) there is an increase in the entrepreneurial activity of the staff.

**43. In adapting staff to possible changes in the work of the company at the stabilization stage, the personnel service applies:**

- a) A system of negotiations and agreements to convince staff of the need for change.
- b) Involvement of employees in the implementation of a specific innovation project.
- c) Measures of explicit and implicit influence (sanctions, punishments).
- d) All the answers are correct.

**44. The main features of the Russian approach to personnel management in the organization**

- a) the main thing is the realization of duties;
- b) the main thing is the implementation of work tasks;
- c) low guarantees for the employee;
- d) high guarantees for the employee;



**45. What should be understood by the category of "staff"?**

- a) a part of the population with physical development, mental abilities and knowledge that are necessary to work in the economy;
- b) the able-bodied population within a separate organization, at the micro level;
- c) an association of employees who jointly realize the goal of producing goods or providing services, acting in accordance with certain rules and procedures within a certain form of ownership.

**46. The organizational structure is:**

- a) features of the organization of the workspace and working mode;
- b) the distribution of functions between individual divisions and the distribution of power between administrative positions;
- c) the system of personal relationships between employees;
- d) communication system in the organization;
- e) the totality of buildings, structures, production equipment of the enterprise.

**47. A specially formed group of employees whose qualities meet the requirements for managers of a certain rank, who have passed certification selection, special management training and achieved positive results in the production and commercial activities of the organization:**

- a) reserve of managers for nomination;
- b) attestation commission;
- c) personnel service;
- d) candidates for dismissal.

**48. Social partnership is:**

- a) relations of power- subordination in an organization, pressure on a person from above, control over the distribution of material goods;
- b) relationships based on shared values developed in the organization, social norms, attitudes of behavior and regulating the actions of employees without apparent coercion;
- c) relations of constructive interaction of the main subjects of modern economic processes by coordinating their interests;
- d) relations based on the purchase and sale and the balance of interests of the seller and the buyer.

**49. What does the personnel management system include:**

- a) functional divisions;
- b) functional divisions and their managers;
- c) functional divisions, their managers and line managers;
- d) management of the production units of the organization;
- e) only top management managers

**50. Labor capacity is ...**

- a) a part of the population with physical development, mental abilities and knowledge that we need to work in the economy;
- b) the totality of a person's spiritual and physical abilities, which he uses whenever he creates use values;
- c) the ability of the personnel of the organization in the presence of certain qualitative characteristics of the corresponding socially-economic, organizational conditions to achieve a certain end result (the total capacity of the staff).

**51. The business style of the partners' interaction includes:**

- a) Weakening of control over social status and etiquette norms
- b) Recognition of the value and significance of each other's behavioral actions

- c) Rational use of supportive techniques by partners
- d) The ability of partners to adapt their own professional knowledge to each business situation

**52. Communication is:**

- a) The process of transmitting information
- b) The process of establishing contacts between people
- c) The process of formation and development of personality
- d) All the answers are correct

**53. Oral communication is carried out with the help of:**

- a) Gestures
- b) Information technology
- c) A certain pace of speech
- d) Pats on the shoulder
- e) Oral speech

**54. The relationship between the subjects, which is characterized by their confrontation and based on oppositely directed opinions and judgments:**

- a) business conversation;
- b) conflict of interests;
- c) conflict.

**55. One of the existing communication barriers:**

- a) ideological barrier;
- b) semantic barrier;
- c) psychological barrier.

**56. One of the components of the culture of business communication is:**

- a) mutual praise;
- b) service etiquette;
- c) a clash of interests.

**57. Tactfulness in business relations is:**

- a) the behavior of a person who takes it as a habit to respect the honor and dignity of the interlocutor, we are tolerant of his views and worldview;
- b) the condition of a person who easily exercises internal self-control even in the most stressful life situations;
- c) distribution of professional responsibilities between members of a business organization.

**58. The methods of conducting business negotiations include the following:**

- a) method of exchange of opinions, compromise method, identification method;
- b) method of falsification, method of possible assumptions, method of integration;
- c) compromise method, integration method, variational method.

**59. Finding a solution that satisfies the interests of both parties is:**

- a) avoidance
- b) compromise
- c) rivalry
- d) adaptation

**60. Conflicts are not always destructive. The positive ones include:**

- a) constructive
- b) interpersonal
- c) intrapersonal

**61. The compromise is:**

- a) one of the ways to resolve conflicts
- b) one of the ways of business etiquette
- c) one of the ways of conducting negotiations

**62. The sum of moral norms, rules and ideas governing the behavior and attitudes of people in the process of their production activities is**

- a) ethics of business communication;
- b) the morality of business communication;
- c) business etiquette.

**63. The set of professional moral norms that determines a person's attitude to his professional duty is called:**

- a) situational ethics;
- b) ethics of interpersonal communication;
- c) professional ethics;
- d) regulatory ethics;
- e) applied ethics

**64. Communication is ...**

- a) memorizing the rules when mastering the culture of relationships;
- b) sensitivity, responsiveness, kindness, empathy, understanding;
- c) the complex process of establishing and developing contacts between people.

**65. Improves the moral and psychological climate in the team and takes the relationship to a new level:**

- a) constructive conflict
- b) destructive conflict
- c) interpersonal conflict

**66. Destructive level conflict:**

- a) destroys relationships
- b) improves the moral and psychological climate of the team
- c) does not have any influence on the activities of the team

**67. What is a business conversation?**

- a) transfer or exchange of information, opinions or concerns
- b) a method of open collective discussion of problems by a group of specialists
- c) the process of interconnection and interaction, during which information and experience are exchanged

**68. A conflict situation is:**

- a) a situation in which two or more parties contradict each other
- b) a situation in which there is an incident
- c) a situation in which one of the parties is present

**69. Polite, silences which should be respected at the meetings. This refers to:**

- a) the Japanese
- b) the British
- c) Americans
- d) the French
- e) the Germans

**70. They highly value their individuality, attach great importance to the difference between people, value freedom of choice, are easy to communicate, save time on everything, are alien to prudery. This characterizes:**

- a) americans
- b) Japanese
- c) the English
- d) the French
- e) Chinese

**71. The type of communication in which communication partners are united by the interests of the case, joint activity.**

- a) business style of communication
- b) friendly communication style
- c) demanding communication style
- d) remote communication style
- e) flirtatious communication style

**72. The American approach to management is characterized by the following provision**

- a. flexible informal relationships
- b. formal supervision of the head
- c. lifetime employment

**73. the participant-participant relationship characterizes the following type of leadership relationship**

- a. actual management
- b. effective leadership
- c. self-government

**74. the characteristics of an effective leader are:**

- a. actions according to the rules
- b. focus on the goals set by the higher level
- c. the ability to inspire people by passing on their vision of the future

**75. a set of decisions on the future state of the organization with the indication of goals, necessary resources and ways of their most rational use is**

- a. motive
- b. method
- c. plan

**76. the process of communication is different from the process of transmitting information**

- a. availability of feedback
- b. encoding information using symbols
- c. using the transmission channel

**77. the main functions of management include**

- a. planning of the organization's activities
- b. financial condition analysis
- c. recruitment of employees

**78. one of the characteristics of the Japanese school of management includes**

- a. quick assessment of activities and rapid career growth
- b. highly specialized training of specialists in the organization
- c. group responsibility for the results of activities

**79. separate types of management activities, the implementation of which makes it possible for an organization to achieve its goals are**

- a. management methods
- b. management principles
- c. management functions

**80. the management style, characterized by a low degree of power and personal influence on subordinates, making decisions proposed by the group, even if they do not coincide with the opinion of the management, is:**

- a. authoritarian
- b. liberal
- c. democratic

**Маркетинг**  
**ПК-9, ПК-12**

**Marketing: ПК-9**

**1. Marketing management is \_\_\_\_\_.**

- a) Managing the marketing process.
- b) Monitoring the profitability of the company's products and services.
- c) The art and science of choosing target markets and getting, keeping, and growing customers through creating, delivering, and communicating superior customer value.
- d) Developing marketing strategies to move the company forward.

**2. Marketers often use the term \_\_\_\_\_ to cover various groupings of customers.**

- a) People
- b) Buying power
- c) Demographic segment
- d) Market

**3. How old are the PRINCIPLES of marketing? Which of the following represent the oldest instances of individuals or organizations practicing the principles of marketing?**

- a) The traders of ancient Greece.
- b) Textile companies in Victoria England.
- c) American soap powder manufacturers in the 1930s.
- d) Service based companies from the 1960s.

**4. Is marketing an art or a science? Marketing differs from the natural sciences because:**

- a) Marketing tends to deal with open systems whereas the natural sciences tend to deal with closed systems.
- b) Marketing tends to deal with closed systems whereas the natural sciences tend to deal with open systems.
- c) It is impossible to develop a systems perspective for marketing, unlike the natural sciences.
- d) It is impossible to develop a systems perspective for the natural sciences, unlike marketing.

**5. Which of the following is NOT usually defined as an element of the marketing mix?**

- a) Products
- b) People
- c) Place
- d) Profits

**6. The promotion "P" of marketing is also known as \_\_\_\_\_.**

- a) Product Differentiation
- b) Distribution
- c) Cost
- d) Marketing Communication

**7. Which of the following statements is NOT true about the concept of a customer?**

- a) A customer and consumer are always the same thing - the terms are completely interchangeable.
- b) Customers can be described as clients.
- c) A customer doesn't necessarily consume the product that they have purchased.
- d) Students can be described as customers of a university.

**8. The \_\_\_\_\_ concept holds that consumers and businesses, if left alone, will ordinarily not buy enough of the organization's products.**

- a) Production
- b) Selling
- c) Marketing
- d) Holistic marketing

**9. Which of the following would be the best illustration of a subculture?**

- a) A religion.
- b) A group of close friends.
- c) Your university.
- d) Your occupation.

**10. The buying process starts when the buyer recognizes a \_\_\_\_\_.**

- a) Product
- b) An advertisement for the product
- c) A salesperson from a previous visit
- d) Problem or need

**11. If actual performance exceeds the expected performance of the product, then customer is \_\_\_\_.**

- a) Satisfied
- b) Dissatisfied
- c) Delighted
- d) Neutral

**12. Which of the following is the best definition of value?**

- a) A technical measure of a company's selling price relative to its production costs.
- b) A measure of the mark-up charged by companies.
- c) The lowest prices available to consumers.
- d) The best ratio of benefits to costs available to buyers.

**13. One of the key tasks of marketers is \_\_\_\_\_ and to create consumer perceptions that the product is worth purchasing.**

- a) To make products easily visible and available.
- b) To promote sales of products.
- c) To differentiate their products from those of competitors.
- d) To do marketing surveys.

**14. Bread and milk are which kind of products?**

- a) Specialty Products
- b) Convenience products
- c) Shopping products
- d) Unsought products

**15. Which of the following is true about marketing planning at the bottom of a business cycle?**

- a) This is the worst time to invest because the market is weak.
- b) If it is fairly certain that the bottom of the cycle has been reached, this is the time to begin increasing investment.
- c) Planning should continue on the basis of no change in the level of national economic activity.
- d) There is greater certainty at this stage in the cycle.

**16. \_\_\_\_\_ markets are made up of members of the distribution chain.**

- a) Consumer
- b) Business-to-business (industrial)
- c) Channel
- d) Institutional

**17. A value chain in marketing is:**

- a) An operator of discount stores with many branches.
- b) A factory outlet store.
- c) A process by which goods gain value as they pass through different levels of intermediaries.
- d) A process by which companies target value-conscious customers.

**18. If a firm is practicing \_\_\_\_\_, the firm is training and effectively motivating its customer-contact employees and all of the supporting service people to work as a team to provide customer satisfaction.**

- a) Double-up marketing
- b) Interactive marketing
- c) Service marketing
- d) Internal marketing

**19. Which of the following is LEAST likely to be associated with a firm's macro-environment?**

- a) Study of the changing birth rate
- b) Analysis of household savings ratios
- c) A new staff incentive scheme
- d) Cultural convergence

**20. Which of the following represents the most directly important reason why firms monitor their demographic environment?**

- a) To explain historical trends
- b) To predict political change
- c) To predict the size of market segments
- d) To predict business cycles

**21. Which of the following is NOT part of an organization's micro-environment?**

- a) Customers
- b) Suppliers
- c) Competitors
- d) Government legislation

**22. Which of the following is an element of an organization's internal environment?**

- a) Competitors
- b) Employees
- c) Wholesalers
- d) Retailers

**23. A method of comparing the internal capabilities of an organization with the demands and challenges of its external environment is referred to as:**

- a) SHOT analysis
- b) SWOT analysis

- c) Stakeholder analysis
- d) Shareholder analysis

**24. Adding new features to a product is advocated by which of the approaches?**

- a) Product Approach
- b) Production Approach
- c) Marketing Approach
- d) Selling Approach

**25. What is the last stage of the consumer decision process?**

- a) Problem recognition
- b) Post purchase behavior
- c) Alternative evaluation
- d) Purchase

**26. Which of the following is considered a “key player” in the marketing industry?**

- a) Marketer
- b) Suppliers or vendors
- c) Distributors or retailers
- d) All of the above

**27. When a company distributes its products through a channel structure that includes one or more resellers, this is known as \_\_\_\_\_.**

- a) Indirect marketing
- b) Direct marketing
- c) Multi-level marketing
- d) Integrated marketing

**28. Which of the following is NOT considered a type of reseller?**

- a) Wholesaler
- b) Retailer
- c) Manufacturer
- d) Distributor

**29. Listing alternatives that will solve the problem at hand and determining the characteristics of each occurs during which stage of the final consumer’s decision process?**

- a) Information search
- b) Purchase
- c) Evaluation of alternatives
- d) Post purchase

**30. The act of trading a desired product or service to receive something of value in return is known as which key concept in marketing?**

- a) Product
- b) Exchange
- c) Production
- d) Customer

**31. The most basic level of a product is called the:**

- a) Core product
- b) Central product
- c) Fundamental product
- d) Augmented product

**32. Anything that can be offered to a market for attention, acquisition, use, or consumption that might satisfy a want or need is called a(n):**



- a) Idea
- b) Demand
- c) Product
- d) Service

**33. In \_\_\_\_\_ consumers may share a strong need that cannot be satisfied by an existing product.**

- a) Negative demand
- b) Latent demand
- c) Declining demand
- d) Irregular demand

**34. Marketing is both an “art” and a “science” there is constant tension between the formulated side of marketing and the \_\_\_\_\_ side.**

- a) Creative
- b) Selling
- c) Management
- d) Behavior

**35. Mr. Smith buys goods and services for use in the production of products that are sold and supplied to others. Mr. Smith is involved in \_\_\_\_\_.**

- a) Consumer buying behavior
- b) Post-purchase dissonance
- c) Retail buyer behavior
- d) Business buyer behavior

**36. The four unique elements to services include:**

- a) Independence, intangibility, inventory, and inception
- b) Independence, increase, inventory, and intangibility
- c) Intangibility, inconsistency, inseparability, and inventory
- d) Intangibility, independence, inseparability, and inventory

**37. The \_\_\_\_\_ holds that the organization’s task is to determine the needs, wants, and interests of target markets and to deliver the desired satisfactions more effectively and efficiently than competitors in a way that preserves or enhances the consumer’s and the society’s well-being.**

- a) Customer-centered business
- b) Focused business model
- c) Societal marketing concept
- d) Ethically responsible marketing

**38. A change in an individual's behavior prompted by information and experience refers to which one of the following concept?**

- a) Learning
- b) Role selection
- c) Perception
- d) Motivation

**39. Holistic marketers achieve profitable growth by expanding customer share, \_\_\_\_\_, and capturing customer lifetime value.**

- a) Undermining competitive competencies
- b) Building customer loyalty
- c) Milking the market for product desires
- d) Renewing a customer base

**40. \_\_\_\_\_ pricing is the approach of setting a low initial price in order to attract a large number of buyers quickly and win a large market share.**

- a) Market-skimming
- b) Value-based
- c) Market-penetration Leader
- d) Leader

**41. While buying milk which kind of behavior is displayed by a person?**

- a) Extensive problem solving behavior
- b) Routinized buying behavior
- c) Variety seeking behavior
- d) None of the above

**42. \_\_\_\_\_ markets include a wide variety of profit and nonprofit organizations, such as hospitals, government agencies, and schools, which provide goods and services for the benefit of society.**

- a) Consumer
- b) Business-to-business (Industrial)
- c) Reseller
- d) Institutional

**43. Which of the following is NOT considered a type of reseller?**

- a) Wholesaler
- b) Retailer
- c) Manufacturer
- d) Distributor

**44. Listing alternatives that will solve the problem at hand and determining the characteristics of each occurs during which stage of the final consumer's decision process?**

- a) Information search
- b) Purchase
- c) Evaluation of alternatives
- d) Post purchase

**45. The act of trading a desired product or service to receive something of value in return is known as which key concept in marketing?**

- a) Product
- b) Exchange
- c) Production
- d) Customer

**50. Anything that can be offered to a market for attention, acquisition, use, or consumption that might satisfy a want or need is called a(n):**

- a) Idea
- b) Demand
- c) Product
- s) Service

**51. In \_\_\_\_\_ consumers may share a strong need that cannot be satisfied by an existing product.**

- a) Negative demand
- b) Latent demand
- c) Declining demand
- d) Irregular demand

**52. While buying salt which kind of behavior is displayed by a person?**

- a) Extensive problem solving behavior
- b) Routinized buying behavior
- c) Variety seeking behavior
- d) None of the above

**53. Whether to sell via intermediaries or directly to consumers, how many outlets to sell through, and whether to control or cooperate with other channel members are examples of decisions marketers must make about\_\_\_\_\_ .**

- a) Promotion
- b) Price
- c) Distribution
- d) Product

**54. The extended Ps of service marketing mix are:**

- a) People, Product, Place
- b) Price Physical Evidence, Promotion
- c) Physical Environment, Process, People
- d) Product, Process, Physical Environment

**55. A social and managerial process by which individuals and organizations obtain what they need and want through value creation refers to which one of the following concepts?**

- a) Selling
- b) Advertising
- c) Barter
- d) Marketing

**56. What is the basic property of a service which makes it different from a product.**

- a) Shape
- b) Size
- c) Very expensive
- d) Intangibility

**57. Which one of the following phrases reflects the marketing concept?**

- a) The supplier is a king in the market .
- b) Marketing should be viewed as hunting not gardening .
- c) This is what I make, won't you please buy it?
- d) This is what I want, won't you please make it?

**58. The task of any business is to deliver \_\_\_\_\_ at a profit.**

- a) Customer needs
- b) Customer value
- c) Products and services
- d) Improved quality

**59. The solution to price competition is to develop a differentiated:**

- a) Product, price, and promotion
- b) Offer, delivery, and image
- c) Package and label
- d) International Web site

**60. You purchase cleaning supplies for your custodial help regularly. It is showing which buying situation?**

- a) Modified rebuy
- b) Straight rebuy

- c) Modified straight rebuy
- d) Consumer buy

**61. Customer's evaluation of the difference between all the benefits and all the costs of a marketing offer relative to those of competing offers refers to which of the following options?**

- a) Customer perceived value
- b) Marketing myopia
- c) Customer relationship management
- d) Customer satisfaction

**62. Buying goods and services for further processing or for use in the production process refers to which of the following markets?**

- a) Consumer markets
- b) Government markets
- c) Business markets
- d) International markets

**63. Marketing managers should adapt the marketing mix to \_\_\_\_\_ and constantly monitor value changes and differences in both domestic and global markets.**

- a) Sales strategies
- b) Marketing concepts
- c) Cultural values
- d) Brand images

**64. The \_\_\_\_\_ refers to the various companies that are involved in moving a product from its manufacturer into the hands of its buyer.**

- a) Distribution chain
- b) Network chain
- c) Supply chain
- d) Promotion network

**65. \_\_\_\_\_ is the study of how individuals, groups, and organizations select, buy, use, and dispose of goods, services, ideas, or experiences to satisfy their needs and wants.**

- a) Target marketing
- b) Psychographic segmentation
- c) Product Differentiation
- d) Consumer behavior

**66. A person's \_\_\_\_\_ consist(s) of all the groups that have a direct (face-to-face) or indirect influence on his/her attitudes or behavior.**

- a) Culture
- b) Subculture
- c) Psychographics
- d) Reference groups

**67. Product choice is greatly affected by economic circumstances. All of the following would be among those circumstances EXCEPT \_\_\_\_\_.**

- a) Spendable income
- b) Debts
- c) Occupation
- d) Borrowing power

**68. \_\_\_\_\_ is a set of distinguishing human psychological traits that lead to relatively consistent and enduring responses to environmental stimuli.**

- a) Image

- b) Personality
- c) Beliefs
- d) Culture

**69. \_\_\_\_\_ portrays the “whole person” interacting with his or her environment.**

- a) Attitude
- b) Reference group
- c) Lifestyle
- d) Subculture

**70. A \_\_\_\_\_ when it is aroused to a sufficient level of intensity.**

- a) Need becomes a motive
- b) Motive becomes a need
- c) Desire becomes a reality
- d) Unfulfilled demand becomes a crisis

**71. The five-stage model of the consumer buying process includes all of the following stages EXCEPT \_\_\_\_\_.**

- a) Problem recognition
- b) Information search
- c) Social interaction
- d) Purchase decision

**72. If performance meets consumer expectations, the consumer is \_\_\_\_\_.**

- a) Delighted
- b) Satisfied
- c) Disappointed
- d) Surprised

**73. Product planners need to think about products and services on three levels. Each level adds more customer value. Which one of the following is the most basic level that addresses the question, “What is the buyer really buying?”**

- a) Actual product
- b) Augmented product
- c) Core benefit
- d) Co-branding

**74. The mental act, condition or habit of placing trust or confidence in another shows which of the following options?**

- a) Motive
- b) Belief
- c) Behavior
- d) Attitude

**75. How do consumers respond to various marketing efforts the company might use? What is a starting point of a buyer’s behavior?**

- a) Belief
- b) Subculture
- c) Post purchase feeling
- d) Stimulus-response Model

**76. Which one of the following factor relates to family that influences consumer behavior?**

- a) Cultural
- b) Social
- c) Personal

d) Business

**77. Unique psychological characteristics that lead to relatively consistent and lasting responses to one's own environment refers to which one of the following?**

- a) Belief
- b) Culture
- c) Personality
- d) Self-awareness

**78. Which one of the following statements by a company chairman BEST reflects the marketing concept?**

- a) We have organized our business to satisfy the customer needs.
- b) We believe that marketing department must organize to sell what we produce.
- c) We try to produce only high quality, technically efficient products.
- d) We try to encourage company growth in the market.

**79. Which one of the following is a key to build lasting relationships with consumers?**

- a) Price of the product
- b) Need recognition
- c) Customer satisfaction
- d) Quality of product

**80. The factors such as the buyer's age, life-cycle stage, occupation, economic situation, lifestyle, personality and self-concept that influences buyer's decisions refers to which one of the following characteristic?**

- a) Personal characteristics
- b) Psychological characteristics
- c) Behavioral characteristics
- d) Demographical characteristics

### Marketing: IIK-12

**1. The \_\_\_\_\_ is practiced most aggressively with unsought goods, goods that buyers normally do not think of buying, such as insurance, encyclopedias, and funeral plots.**

- a) Marketing concept
- b) Selling concept
- c) Production concept
- d) Product concept

**2. The \_\_\_\_\_ concept holds that consumers will favor those products that offer the most quality, performance, or innovative features.**

- a) Product
- b) Marketing
- c) Production
- d) Selling

**3. \_\_\_\_\_ marketing has the aim of building mutually satisfying long-term relations with key parties such as customers, suppliers, distributors, and other marketing partners in order to earn and retain their business.**

- a) Holistic
- b) Demand-based
- c) Direct
- d) Relationship

**4. The traditional view of marketing is that the firm makes something and then \_\_\_\_\_ it.**

- a) Markets
- b) Sells
- c) Distributes
- d) Prices

**5. \_\_\_\_\_ is the single factor that best indicates social class.**

- a) Time
- b) Money
- c) Occupation
- d) Fashion

**6. Marketing strategies are often designed to influence \_\_\_\_\_ and lead to profitable exchanges.**

- a) Consumer decision making
- b) Sales strategies
- c) Advertising strategies
- d) Export strategies

**7. \_\_\_\_\_ refers to the information a consumer has stored in their memory about a product or service.**

- a) Cognitive dissonance
- b) Product knowledge
- c) Product research
- d) Marketing research

**8. When consumers are seeking low-involvement products, they are unlikely to engage in extensive search, so \_\_\_\_\_ is important.**

- a) Order processing
- b) Order booking
- c) Ready availability
- d) Information about warranty

**9. \_\_\_\_\_ constitutes moderate consumer behavior, but still involves time and effort searching for and comparing alternatives.**

- a) Limited decision making
- b) Need recognition
- c) Routine decision making
- d) Post purchase evaluation

**10. Experimental sources of information for consumers refer to \_\_\_\_\_.**

- a) Advertising, marketing, selling, and profit making
- b) Handling, examining, and trying the product while shopping
- c) Buying after a demonstration
- d) Buying the product directly from a manufacturer

**11. Which of the following is NOT one of the four philosophies of marketing?**

- a) Production orientation
- b) Societal marketing orientation
- c) Sales orientation
- d) Promotion orientation

**12. Of the four competing philosophies, the Furniture Industry is an example of what kind of orientation:**

- a) Sales Orientation

- b) Societal Marketing Orientation
- c) Marketing Orientation
- d) Production Orientation

**13. Marketing is defined by the American Marketing Association as the activity, set of institutions, and processes for \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ offerings that have value for customers, clients, partners, and society at large.**

- a) Making, Arranging, Maintaining and Selling
- b) Creating, Communicating, Delivering, and Exchanging
- c) Creating, Advertising, Selling, and Transferring
- d) Performing, Displaying, Offering, and Exchanging

**14. The focus of marketing today is \_\_\_\_\_.**

- a) Value and Satisfaction
- b) Quality and Long Term Relationships
- c) All of the Above
- d) None of the Above

**15. Which of the following firms emphasizes on product's benefits to the customers rather product attributes?**

- a) Product oriented
- b) Market oriented
- c) Sales oriented
- d) Production oriented

**16. "Buy it now" refers to which one of the following options?**

- a) Personal selling
- b) Advertising
- c) Sales promotion
- d) Publicity

**17. At least how many parties should be included in "Exchange"?**

- a) Two
- b) Three
- c) Four
- d) Five

**18. The buyer decision process consists of five stages. Which of the following IS NOT one of these stages?**

- a) Evaluation of Alternatives
- b) Information search
- c) Variety-seeking buying behavior
- d) Post purchase behavior

**19. You are planning to install a steel manufacturing plant in your city. For that purpose you want to have a supplier who supplies you the steel in raw form for manufacturing. Here supplier supplies you which of the following form of industrial product?**

- a) Material and parts
- b) Capital items
- c) Supplies and services
- d) None of the given options

**20. "How are you telling consumers in your target group about your product" This question belongs to which marketing concept?**

- a) Product



- b) Price
- c) Place
- d) Promotion

**21. A transaction in which the organization is making an initial purchase of an item to be used to perform a new job refers to which of the following purchases?**

- a) Straight rebuy purchase
- b) Delayed purchase
- c) New-task purchase
- d) Modified rebuy purchase

**22. Which of the following is NOT included as a basic idea in the definition of marketing concepts?**

- a) Total company effort
- b) Profit
- c) Productivity
- d) Customer satisfaction

**23. Which of the following is the most recent stage of marketing evolution?**

- a) Marketing department era
- b) Production era
- c) Sales era
- d) Marketing company era

**24. Which of the following is NOT included as a basic idea in the definition of marketing concepts?**

- a) Total company effort
- b) Profit
- c) Productivity
- d) Customer satisfaction

**25. \_\_\_\_\_ is defined as the difference between the benefits a customer sees from a market offering and the costs of obtaining those benefits.**

- a) Customer value
- b) Satisfaction scale
- c) Profit margin
- d) Competitive benefit

**26. Which of the following is NOT included in the marketing management process used by the marketing manager to achieve its objectives?**

- a) Planning marketing activities
- b) Raising funds to finance the marketing projects
- c) Controlling marketing plans
- d) Directing implementation of the marketing plans

**27. \_\_\_\_\_ is defined as communication with large numbers of customers at the same time.**

- a) Personal selling
- b) Sales promotion
- c) Mass selling
- d) All of the above

**28. In a \_\_\_\_\_ orientation, the role of marketing research is to determine customer needs and how well the company is satisfying them.**

- a) Marketing
- b) Production

- c) Both of the above
- d) None of the above

**29. Which of the following is NOT consistent with a manager having a marketing orientation?**

- a) Inventory levels are set with customer requirements and costs in mind.
- b) Customer relationship focuses on customer satisfaction before and after sale, leading to a profitable long-run relationship.
- c) Focus of advertising is on product features and how products are made.
- d) Packaging is designed for customer convenience and as a selling tool.

**30. The controllable variables a company puts together to satisfy a target group is called the \_\_\_\_\_.**

- a) Marketing strategy
- b) Marketing mix
- c) Strategic planning
- d) Marketing concept

**31. In order for exchange to occur:**

- a) A complex societal system must be involved
- b) Organized marketing activities must also occur
- c) A profit-oriented organization must be involved
- d) Each party must have something of value to the other party

**32. Four competing philosophies strongly influence the role of marketing and marketing activities within an organization. Which if the following is not a component of market orientation?**

- a) Customer orientation
- b) Profitability orientation
- c) Marketing orientation
- d) Competitor orientation

**33. A market orientation recognizes that:**

- a) Price is the most important variable for customers.
- b) Market intelligence relating to current and future customer needs is important.
- c) Selling and marketing are essentially the same thing.
- d) Sales depend predominantly on an aggressive sales force.

**34. When customer expectations regarding product quality, service quality, and value-based price are met or exceeded, \_\_\_\_\_ is created.**

- a) Customer satisfaction
- b) Planning excellence
- c) A quality rift
- d) A value line

**35. A critical marketing perspective is the process of determining:**

- a) The value of a product, person, or idea.
- b) How places compete with each other.
- c) The worth and impact of marketing activities.
- d) Which type of promotional strategy works best.

**36. The way in which the product is delivered to meet the customers' needs refers to:**

- a) New product concepts and improvements
- b) Selling
- c) Advertising and promotion activities
- d) Place or distribution activities

**37. The term 'marketing mix' describes:**

- a) A composite analysis of all environmental factors inside and outside the firm.
- b) A series of business decisions that aid in selling a product.
- c) The relationship between a firm's marketing strengths and its business weaknesses.
- d) A blending of strategic elements to satisfy specific target markets.

**38. Newsletters, catalogues, and invitations to organization-sponsored events are most closely associated with the marketing mix activity of:**

- a) Pricing
- b) Distribution
- c) Product development
- d) Promotion

**39. Which of the following is not an element of the marketing mix?**

- a) Distribution
- b) Product
- c) Target market
- d) Pricing

**40. In relationship marketing firms focus on \_\_\_\_\_ relationships with \_\_\_\_\_.**

- a) Short-term; customers and suppliers
- b) Long-term; customers and suppliers
- c) Short-term; customers
- d) Long-term; customers

**41. Which of the following is NOT included as a basic idea in the definition of marketing concepts?**

- a) Total company effort
- b) Profit
- c) Productivity
- d) Customer satisfaction

**42. Which of the following is the most recent stage of marketing evolution?**

- a) Marketing department era
- b) Production era
- c) Sales era
- d) Marketing company era

**43. Which of the following is NOT included as a basic idea in the definition of marketing concepts?**

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- a) Customer value
- b) Satisfaction scale
- c) Profit margin
- d) Competitive benefit

**45. Which of the following is NOT included in the marketing management process used by the marketing manager to achieve its objectives?**

- a) Planning marketing activities
- b) Raising funds to finance the marketing projects
- c) Controlling marketing plans
- d) Directing implementation of the marketing plans

**46. \_\_\_\_\_ is defined as communication with large numbers of customers at the same time.**

- a) Personal selling
- b) Sales promotion

**Mass selling**

All of the above

**47. In a \_\_\_\_\_ orientation, the role of marketing research is to determine customer needs and how well the company is satisfying them.**

- a) **Marketing**
  - b) Production
- Both of the above  
None of the above

**48. Which of the following is NOT consistent with a manager having a marketing orientation?**

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- b) How places compete with each other.
- c) The worth and impact of marketing activities.
- d) Which type of promotional strategy works best.

**55. The way in which the product is delivered to meet the customers' needs refers to:**

- a) New product concepts and improvements
- b) Selling
- c) Advertising and promotion activities
- d) Place or distribution activities

**56. A further 3Ps are incorporated into the marketing mix:**

- a) Physical evidence, process and price
- b) Process people and promotion
- c) Physical evidence, people and production
- d) Physical evidence, process and people

**57. A marketing philosophy summarized by the phrase 'a stronger focus on social and Ethical concerns in marketing' is characteristic of the \_\_\_\_\_ period.**

- a) Production
- b) Sales
- c) Marketing
- d) Societal marketing

**58. Which of the following statements is correct?**

- a) Marketing is the term used to refer only to the sales function within a firm
- b) Marketing managers don't usually get involved in production or distribution decisions
- c) Marketing is an activity that considers only the needs of the organization; not the needs of society as a whole
- d) Marketing is the activity, set of institutions, and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners, and society at large.

**59. The basic role of promotion is \_\_\_\_\_.**

- a) Information
- b) Manipulation
- c) Communication
- d) Interpretation

**60. Intermediaries are most closely associated with the concept of:**

- a) Market targeting
- b) Market segmentation
- c) Channels of distribution
- d) Marketing information systems

**61. Intermediaries typically perform all of the following functions, except:**

- a) Breaking down bulk
- b) Making goods locally available

- c) Providing expert local market knowledge
- d) Creating direct communication from the customer to manufacturer

**62. Which type of channel of distribution is most likely to be typical of specialized, highly variable products such as adventure holidays?**

- a) Distribution through franchised network
- b) Direct sale from tour operator to consumer
- c) Use of 'High Street' travel agents
- d) Sale through wholesaler

**63. A branded, high volume, low value consumer good is most likely to be sold through which of the following types of distribution channel?**

- a) Direct sale from the manufacturer to consumer
- b) Sale through brokers
- c) Sale through specialist retail outlets
- d) Sale through many general retail outlets

**64. Which of the following is not true of franchisees?**

- a) They are always small owner managed businesses.
- b) They generally agree to charge prices in accordance with the franchisor's guidelines.
- c) They generally enter an agreement with a franchisor for a fixed period.
- d) They create legal relationships between themselves and their customers.

**65. Which of the following services is LEAST likely to be franchised?**

- a) Industrialized services
- b) Highly variable, customized, one-to-one services
- c) Mass-market services
- d) Low value services

**66. In general, as physical distribution systems develop, which of the following is most likely to be true?**

- a) Levels of stockholding increase more than proportionately
- b) Goods travel longer overall distances
- c) Goods travel shorter overall distances
- d) The number of warehouses increases more than proportionately

**67. 'Just-in-Time' systems of distribution are particularly dependent upon:**

- a) Low unit transport costs
- b) Low unit warehousing costs
- c) Information flow between channel members
- d) Large numbers of suppliers

**68. Which of the following intermediaries DOES NOT generally create legal relations between a manufacturer or service principal and its customers?**

- a) Service agents
- b) Franchisees
- c) Retail shop selling newspapers
- d) None of the above

**69. Although not a conventional product, the Russian Lottery uses which type of distribution for the sale of its tickets?**

- a) Scatter distribution
- b) Intensive distribution
- c) Exclusive distribution
- d) Selective distribution

**70. Which of the following objectives would be most appropriate to set for branch managers of a public library service?**

- a) Level of knowledge gained by users
- b) Profit contribution
- c) Number of books borrowed
- d) Quality of employee-user interaction

**71. Within financial services organizations, product management structures can result in an organization that is:**

- a) More expensive than matrix structures.
- b) Harder to control than a matrix structure.
- c) Market focused rather than product focused.
- d) Capable of developing new products quickly.

**72. Advertising, marketing research and sales are titles most likely to be attached to groups in a firm which has a \_\_\_\_\_ organizational structure.**

- a) Functional
- b) Geographical
- c) Market management
- d) Matrix

**73. For a national company selling low value, high volume consumer goods, sales management responsibilities are most likely to be allocated on the basis of a \_\_\_\_\_ organizational structure**

- a) Functional
- b) Geographical
- c) Product management
- d) Product portfolio

**74. How is a marketing strategy usually implemented?**

- a) Through a one month marketing blitz and a follow-up once a month for 18 months.
- b) Through a 12 month marketing plan which includes timings, costings, and distribution details.
- c) Through a 3-year plan that has the following format - Year 1: information gathering, Year 2: analysis and planning, Year 3 : advertising and sales promotion.
- d) A five year plan tied to the company's vision and mission statement.

**75. Managers within product management organizations typically have:**

- a) Considerable responsibility for their service, but little authority.
- b) Considerable authority over their service, but little responsibility.
- c) Considerable authority and responsibility for their service.
- d) Little authority or responsibility for their service.

**76. Marketing managers in the not-for-profit sector are likely to have more of all of the following EXCEPT which?**

- a) Managerial discretion
- b) Social goals
- c) Qualitative objectives
- d) Constraints

**77. A corporate mission statement is most important in communicating the following to an organization's employees:**

- a) Profit targets
- b) The core values of the organization
- c) Management strategy
- d) Blueprints for participation

**78. For a Russian budget hotel chain seeking expansion in overseas markets, a 'push' factor may be represented by:**

- a) New middle class consumer segment emerging in an overseas market.
- b) Subsidies given by the company's home government to encourage overseas market development.
- c) Increasing levels of competition which the company faces in its domestic market.
- d) Increasing level of competition in a potential overseas market.

**79. A theme park operator considering setting up an operation in an overseas country, is most likely to begin its research by:**

- a) Conducting secondary research in its target market.
- b) Conducting primary research in its target market.
- c) Conducting secondary research at home.
- d) Conducting primary research at home.

**80. Low Consumer involvement in purchase and little significant brand difference comes in which types of buying behaviors.**

- a) Complex buying behavior
- b) Dissonance-reducing buying behavior
- c) Habitual buying behaviors
- d) Variety-seeking buying behaviors

**Управление инновациями**

**ПК-15**

**Innovation Management**

**1. According to the recipe for the production of bitter chocolate at the factory "A", the main raw materials are cocoa mass, cocoa butter, cocoa powder, sugar, vanillin. In the manufacture of this chocolate in July, excess consumption rates of its main components, including cocoa butter, cocoa powder and sugar, were allowed. Moreover, the excess for the entire volume of output for cocoa butter was 0.2 tons, for cocoa powder 0.75 tons, and for sugar 0.8 tons. The cost of raw materials at the same time amounted to 135,000 rubles/ton for cocoa butter, 76,000 rubles/ton for cocoa powder, 20,000 rubles/ton for sugar. Calculate the amount of losses of factory "A" as a result of such overspending of raw materials.**

- a) 100 thousand rubles
- b) 50 thousand rubles
- c) 150 thousand rubles
- d) 200 thousand rubles

**2. What are the names of risky firms that are usually created in areas of entrepreneurial activity associated with an increased risk of suffering losses?**

- a) audit;
- b) leasing;
- c) venture capital;
- d) consumer

**3. The profit for an innovative project in the first year will be 25 USD, in the second year - 30 USD, in the third year - 40 USD, in the fourth year - 50 USD. Under these conditions, the return on investment in an innovative project in the amount of 100 CU will be as follows:**

- a) 3.1;
- b) 2.9;
- c) 1.8;
- d) 2.2.



**4. When implementing an innovative project, the demand for future products is unknown. What kind of risks does this situation relate to?**

- a) financial risks;
- b) market risks;
- c) investment risks.

**5. The area of probability distribution of events during the implementation of an innovative project that do not lead to the occurrence of risk is:**

- a) break-even point;
- b) risk-free zone;
- c) the "white spot" of management.

**6. What is the identification of risks of innovative projects?**

- a) in compiling a list of probable risk situations during the implementation of innovative projects, forecasting the causes and consequences of their occurrence, risk classification and risk criteria determination;
- b) in identifying risks with the highest probability of occurrence;
- c) in determining the risk criteria.

**7. The determining factor of the occurrence of risks in the management of innovations is:**

- a) alternative in making innovative decisions;
- b) uncertainty of the course of innovation processes;
- c) accelerated technological progress, characteristic of modernity.

**8. Which of the characteristics most accurately describes the risk department (division) of the enterprise?**

- a) without this department, in principle, innovation is impossible;
- b) is a secret and/or classified production;
- c) is a specialized and autonomously managed production.

**9. The risk price indicator is designed to characterize:**

- a) the most expected utility of the innovation;
- b) potential losses if the innovation "fails";
- c) the costs that should be incurred at the present time in order to reduce the risk of losses from innovation in the future.

**10. Risk is:**

- a) an adverse event entailing a loss;
- b) all prerequisites that can negatively affect the achievement of strategic goals within a strictly defined time period;
- c) the probability of occurrence of natural disasters or technical accidents;
- d) the probability of failure of the sales program.

**11. Risk management is:**

- a) rejection of a risky project;
- b) a set of measures aimed at reducing the likelihood of risk realization;
- c) a set of measures aimed at compensating, reducing, transferring, taking risk or avoiding it;
- d) a set of measures aimed at preparing for the implementation of the risk.

**12. The implementation of risk management in modern enterprises includes:**

- a) identification of the consequences of the activities of economic entities in a risk situation;
- b) forecasting this activity to reduce the level of risk;
- c) the ability to respond to possible negative consequences of this activity;
- d) the ability to eliminate such consequences.

**13. The content side of risk management includes:**

- a) planning activities for the implementation of a risky project;
- b) comparison of probabilities and risk characteristics obtained as a result of risk assessment and analysis;
- c) the choice of measures to minimize or eliminate the consequences of risk;
- d) organization of the risk management service at the enterprise.

**14. Which of the above is not an element of the risk management system?**

- a) identification of discrepancies in risk alternatives;
- b) development of specific measures aimed at minimizing or eliminating negative consequences;
- c) taking into account the psychological perception of risky projects;
- d) all of the above are elements of the risk management system.

**15. What categories of risk management tasks can be distinguished?**

- a) application of risk management;
- b) application of risk management methods;
- c) risk management by their types;
- d) accuracy of risk assessments.

**16. VAR is:**

- a) the Value-at-Risk paradigm;
- b) an indicator of the volume of profit losses (Volume at Reduce);
- c) the degree of staff resistance to risky projects (Volume at Resistance);
- d) the volume of risk (Volume of Accepted Risk).

**17. The main function of risk management is:**

- a) creation of a sensitive risk management system;
- b) risk assessment for each project in the company;
- c) risk assessment for the company as a whole;
- d) prevention of bankruptcy of the company as a result of the occurrence of accidental events.

**18. The essence of risk management is:**

- a) elimination of risk;
- b) risk management;
- c) risk reduction;
- d) the choice of risk.

**19. What are the functions of the management object in risk management?**

- a) organization of risk resolution;
- b) organization of risky capital investments;
- c) organization of work to reduce the amount of risk;
- d) all of the above are functions of the control object.

**20. Which of the above is not the functions of the subject of management in risk management?**

- a) forecasting;
- b) rationing;
- c) organization;
- d) regulation.

**21. Which of the listed sources cannot be used for information support of risk management? a) the image of the organization's management;**

- b) credit agreements;
- c) market development trends;
- d) accounting statements.

**22. What risks can bring additional profit to the company?**

- a) speculative;
- b) clean;
- c) retrospective;
- d) any.

**23. Commercial risk is a risk arising from:**

- a) commercial enterprises;
- b) when concluding commercial transactions;
- c) in the process of selling goods or services;
- d) in the process of producing goods or services.

**24. What types of financial risks are divided into?**

- a) currency;
- b) cash;
- c) project;
- d) risks of profitability distribution.

**25. Systemic risk is:**

- a) the risk of deterioration of the conjuncture of any market;
- b) the risk of destruction of the organization's management system;
- c) the general system of risks to which the organization is exposed;
- d) risk assessment and management system.

**26. Innovation risk is:**

- a) the risk of failure of deadlines for the delivery of the results of scientific and technical research;
- b) the risk that the new product will not be accepted by the market;
- c) the risk that the innovative project will not be implemented or paid off;
- d) the risk associated with the leakage of information about the innovations used by the company.

**27. The riskier the project, the rate of return it should be:**

- a) below;
- b) higher;
- c) the rate of return does not depend on the risk;
- d) there is no correct answer.

**28. In the process of making managerial decisions, it is advisable for an entrepreneur to distinguish and allocate certain areas (risk zones) depending on the level of possible (expected) losses. For this purpose, the following are developed and used:**

- a) isometric scales;
- b) impact scales;
- c) risk scales;
- d) all the answers are correct.

**29. Risk management methods involving the exclusion of risky situations from business are called:**

- a) methods of risk dissipation;
- b) methods of risk compensation;
- c) methods of risk avoidance;
- d) methods of risk localization.

**30. Risk management methods based on a clear identification of risk sources are called:**

- a) methods of risk dissipation;

- b) methods of risk compensation;
- c) methods of risk avoidance;
- d) methods of risk localization.

**31. Risk reduction due to the distribution of finished products of the enterprise between several markets or counterparties is:**

- a) diversification of the sales market (market development);
- b) diversification of economic activities;
- c) diversification of purchases;
- d) diversification of investments.

**32. The process of reducing risk by increasing the diversity of activities, sales markets or supply channels is called:**

- a) convergence;
- b) focusing;
- c) diversification;
- d) differentiation.

**33. Risk reduction due to an increase in the number of suppliers, which makes it possible to weaken the dependence of the enterprise on a particular supplier, is:**

- a) diversification of the sales market (market development);
- b) diversification of economic activities;
- c) diversification of purchases;
- d) diversification of investments.

**34. Risk reduction by expanding the range of products, services provided, and the range of technologies used is:**

- a) diversification of the sales market (market development);
- b) diversification of economic activities;
- c) diversification of purchases;
- d) diversification of investments.

**35. When obtaining a bank loan for an investment program, risks may arise:**

- a) insufficient return on invested capital;
- b) late repayment of borrowed funds in conditions of uncertainty;
- c) errors in calculating the payback period of the investment project;
- d) all the answers are correct.

**36. When obtaining a bank loan for an investment program, uncertainties may arise:**

- a) uncertainty in the expected timing of cash receipts to the company's account;
- b) uncertainty of the loan repayment period;
- c) uncertainty of the absolute amount of money paid for the use of a bank loan;
- d) all the answers are correct.

**37. The planned values during the implementation of the forecast are estimated by the concept of:**

- a) expectations;
- b) uncertainties;
- c) probabilities;
- d) surprises.

**38. The subjective method of determining probability is based on:**

- a) expert assessments;
- b) calculating the frequency with which some events occur;
- c) combining the calculation of the frequency with which some events occur with expert estimates;

d) there is no correct answer.

**39. Financial risk is maximal:**

- a) with an innovative strategy;
- b) with a simulation strategy;
- c) with a venture strategy;
- d) the same for all types of investment strategies.

**40. The commercial risk is greater with:**

- a) a fundamental product innovation;
- b) modifying innovation;
- c) technological innovation;
- d) a comprehensive innovation.

**41. When summarizing the results for the third quarter of 2021, the following information was made public at enterprise "B". The exchange value of securities (shares) owned by the company in the third quarter of 2021 fell by 18% relative to their value at the end of the second quarter of 2021. At the same time, the total number of shares is 200 pcs., the cost per share at the end of the second quarter of 2021 was 1980 rubles. Overdue debt in the amount of 38,000 rubles was revealed. Set the amount of financial losses of the company.**

- a) 109280 rubles;
- b) 111360 rubles;
- c) 108740 rubles;
- d) 110390 rubles.

**42. The company produces its products from three types of raw materials. The purchase price of raw materials 1 was 120 rubles per ton, raw materials 2 - 350 rubles per ton and raw materials 3 - 400 rubles per ton. The production of one package of the product requires 100 kg of raw materials of the first type, 50 kg of raw materials of the second type and 200 kg of raw materials of the third type. This month, under the influence of inflation, suppliers raised the selling price of raw materials 1 and 3 to the level of 130 rubles and 420 rubles per ton, respectively. In addition, during the manufacture of products, a violation of production technology was committed, as a result of which 2 raw materials were consumed 1.5 times more. In total, 20 packages of the product were produced in a month. Calculate the full value of the company's losses in value terms.**

- a) 275,000 rubles;
- b) 195,000 rubles;
- c) 100,000 rubles;
- d) 255,000 rubles.

**43. The modern concept of "risk"**

- a) is used to denote possible material damage;
- b) is associated with both possible material damage and possible gain;
- c) is identified only with the material damage received.

**44. Classical theory of entrepreneurial risk (J. Mill, N. Senior) identifies risk with ...**

- a) the mathematical expectation of possible losses from entrepreneurial activity;
- b) the probability of occurrence of a risky event;
- c) uncertainty of entrepreneurial activity.

**45. What is the reason for the emergence of social uncertainty when making risky decisions?**

- a) with the influence of personal characteristics of the manager and performers;
- b) with the uncertainty of the external environment;
- c) with the emergence of various social connections and communications in the implementation of solutions.

**46. How do the concept of "uncertainty" and the concept of "risk" relate?**

- a) in real business, these concepts are synonymous;
- b) risk characterizes a situation where the occurrence of certain events can be quantified, and uncertainty implies the impossibility of assessing the probability of the occurrence of such events;
- c) uncertainty characterizes the conditions of the external environment, and risk - the actions of the entrepreneur, so these concepts are not related.

**47. The business activity of the enterprise, marketing strategy, personnel management policy, production potential are**

- a) external risk factors;
- b) internal risk factors.

**48. Speculative (dynamic, commercial) risks -**

- a) always bear losses for entrepreneurial activity;
- b) may incur both losses and additional profit;
- c) characterize additional profit opportunities.

**49. The risk of losses associated with the inefficient use of fixed and current assets by the enterprise relates to:**

- a) commercial risk;
- b) production risk;
- c) financial risk;
- d) insurance risk.

**50. The risks associated with the purchasing power of money include:**

- a) liquidity risks, currency, deflationary, inflation risks;
- b) the risk of declining profitability, the risk of direct financial losses, the risk of lost profits;
- c) investment and financial risks.

**51. The risk of incorrect choice of types of capital investment, type of securities for investment in comparison with other types of securities when forming an investment portfolio is:**

- a) selective risk;
- b) exchange risk;
- c) business risk;
- d) credit risk.

**52. Risks caused by mistakes of the company's management (including when making decisions), its employees; problems of the internal control system, poorly developed work rules relate to:**

- a) business risks;
- b) organizational risks;
- c) legal risks;
- d) managerial risks.

**53. Identification of risks is:**

- a) analysis of existing types of business risk;
- b) assessment of the consequences of risky events;
- c) identification of types, sources of risks and knowledge of the nature of their origin, taking into account the specifics of the organization's activities.

**54. Risks, the consequences of which can be determined with a high degree of reliability and which can be identified when analyzing statistical or accounting statements relate to:**

- a) known risks;

- b) foreseeable risks;
- c) unforeseen risks.

**55. The quantitative expression of the fact that as a result of the decision, the expected income will not be received in full or entrepreneurial resources will be lost is:**

- a) the risk factor;
- b) risk indicator;
- c) the type of risk.

**56. Indirect profit losses associated with exposure to risk factors are:**

- a) losses from non-fulfillment of the transaction, non-conclusion of the transaction, non-sale of goods;
- b) the costs of organizing and conducting risk management activities;
- c) possible losses arising from a business transaction.

**57. Critical risk is characterized by:**

- a) losses equal to the property status of the enterprise;
- b) losses equal to the estimated revenue;
- c) losses of expected profit.

**58. The assessment of the risk of loss of solvency is based on:**

- a) analysis and comparison of groups of assets and liabilities of the balance sheet, formed by the degree of risk;
- b) assessment of the company's own and borrowed funds;
- c) assessment of current assets and sources of their formation.

**59. The purpose of risk management as part of financial management in an organization is:**

- a) maintaining all or part of its resources and obtaining the expected result (profit) at an acceptable level of risk;
- b) avoiding all possible risks when the company carries out financial, production, etc. types of activities;
- c) reducing the impact of external risk factors on the company's activities.

**60. Which of the tasks is not included in the risk management system of the organization?**

- a) establishment of a hierarchical system of rules (criteria) for choosing a risk solution for implementing a risk management strategy, taking into account the relationship of the business entity to the consequences of risk;
- b) development of a risk management program, organization of its implementation, including monitoring and analysis of the results obtained;
- c) making management decisions on various types of activities of the organization in a risky business environment.

**61. The initial stage of implementing a risk management system in an organization is ...**

- a) determining the purpose of risk and the goals of risky capital investments;
- b) the occurrence of a risk problem associated with a loss of profit;
- c) creation of a specialized position or structural unit for the risk management of the organization.

**62. Taking a risk decision in management practice should ...**

- a) be carried out only collectively, because risk decisions are most often complex and ambiguous in nature and it is necessary to consider all sides and possible consequences of risk decisions;
- b) be carried out by the financial manager (risk manager) alone, because the decision always assumes responsibility for possible losses.

**63. Regulation in the risk management system implies:**

- a) encouraging financial managers and other specialists to be interested in reducing the level of risks and possible losses;
- b) the current impact on the control object to eliminate the deviations that have arisen;
- c) ensuring the consistency of the relations of the management object, the management subject, the management apparatus and the individual employee.

**64. The main role in the implementation of management actions on risk in the risk management system of the organization belongs to:**

- a) external mechanisms of their neutralization, i.e. various types of insurance as a means of risk transfer;
- b) internal mechanisms for influencing risk, which are selected and implemented by the business entity itself as part of its activities.

**65. Risk resolution methods are used in a situation where:**

- a) an entrepreneur prefers to act for sure, abandoning risky projects, transferring the risk to a third party or guarantors;
- b) the situation is characterized by a high level of risk and high potential profitability, which forces the entrepreneur to take risks.

**66. Methods of abandoning risky projects, unreliable partners, risky financial transactions, a large share of borrowed capital belong to:**

- a) methods of risk transfer;
- b) methods of risk avoidance;
- c) methods of risk distribution;
- d) methods of risk diversification.

**67. Diversification of activities as a method of risk management involves:**

- a) development of new markets, orientation to different groups of consumers, expansion of the range of products;
- b) preference of several investment projects of small capital intensity to a large investment project that absorbs all the financial reserves of the enterprise;
- c) organization of business relationships with several partners.

**68. The creation of venture enterprises that ensure the implementation of high-risk projects is called:**

- a) localization;
- b) by limiting;
- c) hedging;
- d) concentration.

**69. Note the losses that can be attributed to the loss of time**

- a) failure to meet deadlines for the delivery of the object;
- b) losses of securities;
- c) payment of a fine;
- d) decrease in revenue due to lower prices for products sold.

**70. Risk analysis is ...**

- a) systematization of a set of risks based on any signs and criteria that allow combining subsets of risks into more general concepts;
- b) systematic scientific research of the degree of risk to which specific objects, activities and projects are exposed;
- c) the initial stage of the risk management system, consisting in the systematic identification of risks specific to a particular type of activity and the determination of their characteristics.

**71. Risk identification is...**



- a) systematization of a set of risks based on any signs and criteria that allow combining subsets of risks into more general concepts;
- b) the initial stage of the risk management system, consisting in the systematic identification of risks specific to a particular type of activity and the determination of their characteristics;
- c) systematic scientific research of the degree of risk to which specific objects, activities and projects are exposed.

**72. The consequences of risk may be**

- a) rather positive;
- b) both positive and negative;
- c) only negative.

**73. The risks, as a result of which the enterprise is threatened with loss of profit, are called**

- a) catastrophic;
- b) critical;
- c) acceptable.

**74. The risks, as a result of which the company faces a loss of revenue (i.e. losses exceed the expected profit), are called**

- a) catastrophic;
- b) critical;
- c) acceptable.

**75. Damage to property is initially expressed in ...**

- a) in kind;
- b) in monetary form;
- c) both options are correct.

**76. The monetary form of damage is called**

- a) loss;
- b) lost profits;
- c) financial losses.

**77. Systematization of a set of risks based on any signs and criteria that allow combining subsets of risks into more general concepts is called**

- a) risk identification;
- b) risk analysis;
- c) classification of risks.

**78. Factors that affect the level of financial risks are divided into:**

- a) objective and subjective;
- b) positive and negative;
- c) simple and complex.

**79. What is the principle of the diversification mechanism?**

- a) risk avoidance;
- b) risk sharing;
- c) risk reduction.

**80. How can risk be taken into account when calculating net present value?**

- a) in the denominator of the NPV formula by adjusting the discount rate;
- b) combination of NPV formula by adjusting net cash flows;
- c) in the numerator of the NPV formula by adjusting net cash flows;
- d) all options are correct.

**БУХГАЛТЕРСКИЙ УЧЕТ**

**ОПК-5, ПК-14**

**Accounting – ОПК-5**

**1. Indicate asset account:**

- a) Cash
- б) Salaries Payable
- в) Accounts Payable
- г) Owner's Capital

**2. Indicate liability account:**

- a) Land
- б) Salaries Payable
- в) Accounts Receivable
- г) Owner's Capital

**3. Indicate owner's equity account:**

- a) Cash
- б) Salaries Payable
- в) Accounts Receivable
- г) Owner's Capital

**4. Indicate what account below would be shown on the income statement:**

- a) Repair Revenue
- б) Automobile
- в) Cash
- г) Accounts Payable

**5. Indicate what account below would be shown on the statement of owner's equity:**

- a) Repair Revenue
- б) Automobile
- в) Fuel Expense
- г) Withdrawals

**6. Indicate what account below would be shown on the balance sheet.**

- a) Repair Revenue
- б) Automobile
- в) Fuel Expense
- г) Rent Expense

**7. Which of the following is not a step in the accounting process?**

- a) Identification
- б) Recording
- в) Economic entity
- г) Communication

**8. Which of the following statements about users of accounting information is incorrect?**

- a) Management is an internal user
- б) Taxing authorities are external users
- в) Present creditors are external users
- г) Regulatory authorities are internal users

**9. Which of the following statements is false?**

- a) A statement of cash flows summarizes information about the cash inflows (receipts) and outflows (payments) for a specific period of time
- б) A balance sheet reports the assets, liabilities, and owner's equity at a specific date

- b) An income statement presents the revenues, expenses, changes in owner's equity, and resulting net income or net loss for a specific period of time
- r) An owner's equity statement summarizes the changes in owner's equity for a specific period of time

**10. The three types of business entities are:**

- a) proprietorships, small businesses, and partnerships
- b) proprietorships, partnerships, and corporations
- B) proprietorships, partnerships, and large businesses
- r) financial, manufacturing, and service companies

**11. Which of the following statements is incorrect concerning the worksheet?**

- a) The worksheet is essentially a working tool of the accountant
- b) The worksheet is distributed to management and other interested parties
- B) The worksheet cannot be used as a basis for posting to ledger accounts
- r) Financial statements can be prepared directly from the worksheet before journalizing and posting the adjusting entries

**12. The main aim of accounting is to:**

- a) Provide financial information to users of such information
- b) Produce a trial balance
- B) Record every financial transaction individually
- r) Maintain ledger accounts for every asset and liability

**13. In the unadjusted trial balance of its worksheet for the year ended December 31, 20X1, Knox Company reported Equipment of \$120,000. The year-end adjusting entries require an adjustment of \$15,000 for depreciation expense for the equipment. After the adjusted trial balance is completed, what amount should be shown in the financial statement columns?**

- a) A debit of \$105,000 for Equipment in the balance sheet column
- b) A credit of \$15,000 for Depreciation Expense—Equipment in the income statement column
- B) A debit of \$120,000 for Equipment in the balance sheet column
- r) A debit of \$15,000 for Accumulated Depreciation—Equipment in the balance sheet column

**14. An account that will have a zero balance after closing entries have been journalized and posted is:**

- a) Service Revenue
- b) Supplies
- B) Prepaid Insurance
- r) Accumulated Depreciation of Equipment

**15. When a net loss has occurred, Income Summary is:**

- a) debited and Owner's Capital is credited
- b) credited and Owner's Capital is debited
- B) debited and Owner's Drawings is credited
- r) credited and Owner's Drawings is debited

**16. The closing process involves separate entries to close (1) expenses, (2) drawings, (3) revenues, and (4) income summary. The correct sequencing of the entries is:**

- a) (4), (3), (2), (1)
- b) (3), (1), (4), (2)
- B) (1), (2), (3), (4)
- r) (3), (2), (1), (4)

**17. Which types of accounts will appear in the post-closing trial balance?**

- a) Permanent (real) accounts

- б) Temporary (nominal) accounts
- в) Accounts shown in the income statement columns of a worksheet
- г) None of these answer choices is correct

**18. All of the following are required steps in the accounting cycle except:**

- а) journalizing and posting closing entries
- б) preparing financial statements
- в) journalizing the transactions
- г) preparing a worksheet

**19. The proper order of the following steps in the accounting cycle is:**

- а) prepare unadjusted trial balance, journalize transactions, post to ledger accounts, journalize and post adjusting entries
- б) journalize transactions, prepare unadjusted trial balance, post to ledger accounts, journalize and post adjusting entries
- в) journalize transactions, post to ledger accounts, prepare unadjusted trial balance, journalize and post adjusting entries
- г) prepare unadjusted trial balance, journalize and post adjusting entries, journalize transactions, post to ledger accounts

**20. When Ramirez Company purchased supplies worth \$500, it incorrectly recorded a credit to Supplies for \$5,000 and a debit to Cash for \$5,000. Before correcting this error:**

- а) Cash is overstated and Supplies is overstated
- б) Cash is understated and Supplies is understated
- в) Cash is understated and Supplies is overstated
- г) Cash is overstated and Supplies is understated

**21. Entries for cash dividends are required on the:**

- а) declaration date and the payment date
- б) record date and the payment date
- в) declaration date, record date, and payment date
- г) declaration date and the record date

**22. Preferred stock may have priority over common stock except in:**

- а) dividends
- б) assets in the event of liquidation
- в) cumulative dividend features
- г) voting

**23. Encore Inc. declared an \$80,000 cash dividend. It currently has 3,000 shares of 7%, \$100 par value cumulative preferred stock outstanding. It is one year in arrears on its preferred stock. How much cash will Encore distribute to the common stockholders?**

- а) \$38,000
- б) \$59,000
- в) \$42,000
- г) None.

**24. Which of the following is not an information need for the 'Investor' group?**

- а) Measuring performance, risk and return
- б) Assessment of repayment ability of an entity
- в) Taking decisions regarding holding investments
- г) Taking buy/sell decisions

**25. Raptor Inc. has retained earnings of \$500,000 and total stockholders' equity of \$2,000,000. It has 100,000 shares of \$8 par value common stock outstanding, which is currently selling for \$30 per share. If Raptor declares a 10% stock dividend on its common**

**stock:**

- a) net income will decrease by \$80,000
- б) retained earnings will decrease by \$80,000 and total stockholders' equity will increase by \$80,000
- в) retained earnings will decrease by \$300,000 and total stockholders' equity will increase by \$300,000
- г) retained earnings will decrease by \$300,000 and total paid-in capital will increase by \$300,00

**26. Which of the following can cause a restriction in retained earnings?**

- a) State laws regarding treasury stock
- б) Long-term debt contract terms
- в) Authorizations by the board of directors in light of planned expansion of corporate facilities
- г) All of these answer choices are correct

**27. All but one of the following is reported in a statement of changes in owner's equity. The exception is:**

- a) cash and stock dividends
- б) net income and net loss
- в) sales revenue
- г) prior period adjustments

**28. A prior period adjustment is:**

- a) reported in the income statement as a nontypical item
- б) a correction of an error that is recorded directly to retained earnings
- в) reported directly in the stockholders' equity section
- г) reported in the retained earnings statement as an adjustment of the ending balance of retained earnings

**29. In the stockholders' equity section, Common Stock Dividends Distributable is reported as a(n):**

- a) deduction from total paid-in capital and retained earnings
- б) addition to additional paid-in capital
- в) deduction from retained earnings
- г) addition to capital stock

**30. During 20X1, Talon Inc. had sales revenue \$376,000, gross profit \$176,000, operating expenses \$66,000, cash dividends \$30,000, other expenses and losses \$20,000. Its corporate tax rate is 30%. What was Talon's income tax expense for the year?**

- a) \$18,000
- б) \$112,800
- в) \$52,800
- г) \$27,000

**31. The income statement for Nadeen, Inc. shows income before income taxes \$700,000, income tax expense \$210,000, and net income \$490,000. If Nadeen has 100,000 shares of common stock outstanding throughout the year, earnings per share is:**

- a) \$7.00
- б) \$2.10
- в) \$4.90
- г) No correct answer is given

**32. On the last day of the period, Alan Cesska Company buys a \$900 machine on credit. This transaction will affect the:**

- a) income statement only
- б) balance sheet only
- в) income statement and owner's equity statement only

r) income statement, owner's equity statement, and balance sheet

**33. The financial statement that reports assets, liabilities, and owner's equity is the:**

- a) income statement
- b) owner's equity statement
- c) balance sheet
- d) statement of cash flows

**34. An account that will have a zero balance after closing entries have been journalized and posted is:**

- a) Drawings
- b) Salaries payable
- c) Provisions for bad debts
- d) Accumulated Depreciation — Equipment

**35. When a net profit has occurred, Income Summary is:**

- a) debited and Owner's Capital is credited
- b) credited and Owner's Capital is debited
- c) debited and Owner's Drawings is credited
- d) credited and Owner's Drawings is debited

**36. Which of the following is not an element of the fraud triangle?**

- a) Rationalization
- b) Financial pressure
- c) Segregation of duties
- d) Opportunity

**37. An organization uses internal control to enhance the accuracy and reliability of accounting records and to:**

- a) safeguard assets
- b) prevent fraud
- c) produce correct financial statements
- d) deter employee dishonesty

**38. Current assets are listed:**

- a) by importance
- b) by longevity
- c) by expected conversion to cash
- d) alphabetically

**39. In a classified balance sheet, assets are usually classified using the following categories:**

- a) current assets; long-term investments; tangible assets; and intangible assets
- b) current assets; long-term investments; property, plant, and equipment; and intangible assets
- c) current assets; long-term assets; property, plant, and equipment; and tangible assets
- d) current assets; long-term investments; property, plant, and equipment; and tangible assets

**40. In a bank reconciliation, deposits in transit are:**

- a) deducted from the book balance
- b) added to the book balance
- c) added to the bank balance
- d) deducted from the bank balance

**41. The reconciling item in a bank reconciliation that will result in an adjusting entry by the depositor is:**

- a) outstanding checks

- b) a bank error
- B) deposit in transit
- r) bank service charges

**42. A company forgot to record accrued and unpaid employee wages of \$350,000 at period-end. This oversight would:**

- a) Overstate assets by \$350,000
- b) Overstate net income by \$350,000
- B) Understate net income by \$350,000
- r) Have no effect on net income

**43. Which of the following is incorrect about the statement of cash flows?**

- a) It is a fourth basic financial statement
- b) It provides information about cash receipts and cash payments of an entity during a period
- B) It reconciles the ending Cash account balance to the balance per the bank statement
- r) It provides information about the operating, investing, and financing activities of the business

**44. Which of the following is not reported in the statement of cash flows?**

- a) The net change in stockholders' equity during the year
- b) Cash payments for plant assets during the year
- B) Cash receipts from sales of plant assets during the year
- r) How acquisitions of plant assets during the year were financed

**45. The statement of cash flows classifies cash receipts and cash payments by these activities:**

- a) operating and nonoperating
- b) investing, financing, and operating
- B) financing, operating, and nonoperating
- r) investing, financing, and nonoperating

**46. Which is an example of a cash flow from an operating activity?**

- a) Payment of cash to lenders for principal amount
- b) Receipt of cash from the sale of common stock
- B) Payment of cash dividends to the company's stockholders
- r) None of the above

**47. Which is an example of a cash flow from an investing activity?**

- a) Receipt of cash from the issuance of bonds payable
- b) Payment of cash to repurchase outstanding common stock
- B) Receipt of cash from the sale of equipment
- r) Payment of cash to suppliers for inventory

**48. Cash dividends paid to stockholders are classified on the statement of cash flows as:**

- a) an operating activity
- b) an investing activity
- B) a financing activity
- r) a combination of (a) and (B)

**49. Which is an example of a cash flow from a financing activity?**

- a) Receipt of cash from sale of land
- b) Issuance of debt for cash
- B) Purchase of equipment for cash
- r) None of the above

**50. Which of the following is incorrect about the statement of cash flows?**

- a) The direct method may be used to report net cash provided by operating activities

- b) The statement shows the net cash provided (used) for three categories of activity
- B) The operating section is the last section of the statement
- r) The indirect method may be used to report net cash provided by operating activities

**51. Net income is \$132,000, accounts payable increased \$10,000 during the year, inventory decreased \$6,000 during the year, and accounts receivable increased \$12,000 during the year. Under the indirect method, what is net cash provided by operating activities?**

- a) \$102,000
- b) \$124,000
- B) \$112,000
- r) \$136,000

**52. Items that are added back to net income in determining net cash provided by operating activities under the indirect method do not include:**

- a) depreciation expense
- b) an increase in inventory
- B) amortization expense
- r) loss on disposal of equipment

**53. The following data are available for Allen Clapp Corporation.**

<b>Net income</b>	<b>\$200,000</b>
<b>Depreciation expense</b>	<b>40,000</b>
<b>Gain on disposal of land</b>	<b>10,000</b>
<b>Decrease in accounts receivable</b>	<b>20,000</b>
<b>Decrease in accounts payable</b>	<b>30,000</b>

**Net cash provided by operating activities is:**

- a) \$160,000
- b) \$240,000
- B) \$220,000
- r) \$280,000

**54. The following data are available for Orange Peels Corporation.**

<b>Proceeds from sale of land</b>	<b>\$100,000</b>
<b>Proceeds from sale of equipment</b>	<b>50,000</b>
<b>Issuance of common stock</b>	<b>70,000</b>
<b>Purchase of equipment</b>	<b>30,000</b>
<b>Payment of cash dividends</b>	<b>60,000</b>

**Net cash provided by investing activities is:**

- a) \$120,000
- b) \$150,000
- B) \$130,000
- r) \$190,000

**55. The following data are available for Something Strange!**

<b>Increase in accounts payable</b>	<b>\$ 40,000</b>
<b>Increase in bonds payable</b>	<b>100,000</b>
<b>Sale of investment</b>	<b>50,000</b>
<b>Issuance of common stock</b>	<b>60,000</b>

**Net cash provided by financing activities is:**

- a) \$90,000
- b) \$160,000
- B) \$130,000
- r) \$170,000

**56. The statement of cash flows should not be used to evaluate an entity's ability to:**

- a) earn net income



- б) generate future cash flows
- в) pay dividends
- г) meet obligations

**57. Adjustments for accrued revenues:**

- а) decrease liabilities and increase revenues
- б) have an assets-and-revenues-account relationship
- в) decrease assets and revenues
- г) have a liabilities-and-revenues-account relationship

**58. In horizontal analysis of balance sheet, each item is expressed as a percentage of the:**

- а) net income amount
- б) stockholders' equity amount
- в) total assets amount
- г) base year amount

**59. Sammy Corporation reported net sales of \$300,000, \$330,000, and \$360,000 in the years, 20X1, 20X2, and 20X3, respectively. If 20X1 is the base year, what is the trend percentage for 20X3?**

- а) 77%
- б) 120%
- в) 108%
- г) 130%

**60. The following schedule is a display of what type of analysis?**

	Amount	Percent
<b>Current assets</b>	<b>\$200,000</b>	<b>25%</b>
<b>Property, plant, and equipment</b>	<b>600,000</b>	<b>75%</b>
<b>Total assets</b>	<b>\$800,000</b>	

- а) Horizontal analysis
- б) Vertical analysis
- в) Differential analysis
- г) Ratio analysis

**61. In vertical analysis, the base amount for depreciation expense is generally:**

- а) net sales
- б) depreciation expense in a previous year
- в) gross profit
- г) fixed assets

**62. Which of the following measures is an evaluation of a firm's ability to pay current liabilities?**

- а) Acid-test ratio
- б) Current ratio
- в) Both (а) and (б)
- г) None of the above

**63. A measure useful in evaluating the efficiency in managing inventories is:**

- а) inventory turnover
- б) days in inventory
- в) Both (а) and (б)
- г) None of the above

**64. Compute the days in inventory for 20X2 using the following financial statement information as of the end of each year:**

	20X2	20X1
Inventory	\$ 54,000	\$ 48,000
Current assets	81,000	106,000
Total assets	382,000	326,000
Current liabilities	27,000	36,000
Total liabilities	102,000	88,000
Preferred stock	40,000	40,000
Common stockholders' equity	240,000	198,000
Net sales	784,000	697,000
Cost of goods sold	306,000	277,000
Net income	134,000	90,000
Income tax expense	22,000	18,000
Interest expense	12,000	12,000
Dividends paid to preferred stockholders	4,000	4,000
Dividends paid to common stockholders	15,000	10,000

- a) 64.4 days
- b) 6 days
- B) 60.8 days
- r) 24 days

65. Compute the current ratio for 20X2 using the following financial statement information as of the end of each year:

	20X2	20X1
Inventory	\$ 54,000	\$ 48,000
Current assets	81,000	106,000
Total assets	382,000	326,000
Current liabilities	27,000	36,000
Total liabilities	102,000	88,000
Preferred stock	40,000	40,000
Common stockholders' equity	240,000	198,000
Net sales	784,000	697,000
Cost of goods sold	306,000	277,000
Net income	134,000	90,000
Income tax expense	22,000	18,000
Interest expense	12,000	12,000
Dividends paid to preferred stockholders	4,000	4,000
Dividends paid to common stockholders	15,000	10,000

- a) 1.26
- b) 0.80
- B) 3.0
- r) 3.75

66. Compute the profit margin for 20X2 using the following financial statement information as of the end of each year:

	20X2	20X1
Inventory	\$ 54,000	\$ 48,000
Current assets	81,000	106,000
Total assets	382,000	326,000
Current liabilities	27,000	36,000
Total liabilities	102,000	88,000

<b>Preferred stock</b>	<b>40,000</b>	<b>40,000</b>
<b>Common stockholders' equity</b>	<b>240,000</b>	<b>198,000</b>
<b>Net sales</b>	<b>784,000</b>	<b>697,000</b>
<b>Cost of goods sold</b>	<b>306,000</b>	<b>277,000</b>
<b>Net income</b>	<b>134,000</b>	<b>90,000</b>
<b>Income tax expense</b>	<b>22,000</b>	<b>18,000</b>
<b>Interest expense</b>	<b>12,000</b>	<b>12,000</b>
<b>Dividends paid to preferred stockholders</b>	<b>4,000</b>	<b>4,000</b>
<b>Dividends paid to common stockholders</b>	<b>15,000</b>	<b>10,000</b>

- a) 17.1%
- б) 37.9%
- B) 18.1%
- г) 5.9%

**67. Which of the following would not be included in intangible non-current assets in a company's financial statements?**

- a) Patents
- б) Shares held in a supplier
- B) Goodwill
- г) Development costs

**68. Compute the interest cover for 20X2 using the following financial statement information as of the end of each year:**

	<b>20X2</b>	<b>20X1</b>
<b>Inventory</b>	<b>\$ 54,000</b>	<b>\$ 48,000</b>
<b>Current assets</b>	<b>81,000</b>	<b>106,000</b>
<b>Total assets</b>	<b>382,000</b>	<b>326,000</b>
<b>Current liabilities</b>	<b>27,000</b>	<b>36,000</b>
<b>Total liabilities</b>	<b>102,000</b>	<b>88,000</b>
<b>Preferred stock</b>	<b>40,000</b>	<b>40,000</b>
<b>Common stockholders' equity</b>	<b>240,000</b>	<b>198,000</b>
<b>Net sales</b>	<b>784,000</b>	<b>697,000</b>
<b>Cost of goods sold</b>	<b>306,000</b>	<b>277,000</b>
<b>Net income</b>	<b>134,000</b>	<b>90,000</b>
<b>Income tax expense</b>	<b>22,000</b>	<b>18,000</b>
<b>Interest expense</b>	<b>12,000</b>	<b>12,000</b>
<b>Dividends paid to preferred stockholders</b>	<b>4,000</b>	<b>4,000</b>
<b>Dividends paid to common stockholders</b>	<b>15,000</b>	<b>10,000</b>

- a) 11.2 times
- б) 14.0 times
- B) 65.3 times
- г) 13.0 times

**69. The term used for bonds that are unsecured is:**

- a) callable bonds
- б) debenture bonds
- B) U.S. Treasury bonds
- г) convertible bonds

**70. The market interest rate:**

- a) is the contractual interest rate used to determine the amount of cash interest paid by the borrower
- б) is listed in the bond indenture
- B) is the rate investors demand for loaning funds
- r) More than one of the above is true

**71. Karson Inc. issues 10-year bonds with a maturity value of \$200,000. If the bonds are issued at a premium, this indicates that:**

- a) the contractual interest rate exceeds the market interest rate
- б) the market interest rate exceeds the contractual interest rate
- B) the contractual interest rate and the market interest rate are the same
- r) no relationship exists between the two rates

**72. Four-Nine Corporation issued bonds that pay interest every January 1. The entry to accrue bond interest at December 31 includes a:**

- a) debit to Interest Payable
- б) credit to Cash
- B) credit to Interest Expense
- r) credit to Interest Payable

**73. Gester Corporation redeems its \$100,000 face value bonds at 105 on January 1, following the payment of annual interest. The carrying value of the bonds at the redemption date is \$103,745. The entry to record the redemption will include a:**

- a) credit of \$3,745 to Loss on Bond Redemption
- б) debit of \$3,745 to Premium on Bonds Payable
- B) credit of \$1,255 to Gain on Bond Redemption
- r) debit of \$5,000 to Premium on Bonds Payable

**74. Howard Corporation issued a 20-year mortgage note payable on January 1, 20X1. At December 31, 20X1, the unpaid principal balance will be reported as:**

- a) a current liability
- б) a long-term liability
- B) part current and part long-term liability
- r) interest payable

**75. Andrews Inc. issues a \$497,000, 10% 3-year mortgage note on January 1. The note will be paid in three annual installments of \$200,000, each payable at the end of the year. What is the amount of interest expense that should be recognized by Andrews Inc. in the second year?**

- a) \$16,567
- б) \$34,670
- B) \$49,700
- r) \$346,700

**76. For 20X1, Corn Flake Corporation reported net income of \$300,000. Interest expense was \$40,000 and income taxes were \$100,000. The interest cover was:**

- a) 3 times
- б) 7.5 times
- B) 4.4 times
- r) 11 times

**77. Which of the following is not true about cash basis accounting?**

- a) Expenses are recorded when cash is paid
- б) It records only cash transactions
- B) It records revenue only when it has been earned
- r) Revenues are recorded when cash is received

**78. A credit balance on a ledger account indicates:**

- a) An asset or an expense
- б) A liability or a revenue
- B) A liability or an expense
- r) An amount owing to the organisation

**79. Net realisable value means? (In relation to the valuation of inventory).**

- a) The replacement cost of the inventory
- б) The expected selling price less disposals costs less, in the case of incomplete items, the cost of completion
- B) The expected selling price of the inventory
- r) The market price

**80. Opening inventory of raw materials was \$58,000, closing inventory was \$63,000, purchases were \$256,000, purchase returns were \$17,000. What was cost of sales?**

- a) \$244,000
- б) \$256,000
- B) \$239,000
- r) \$234,000

### Accounting – IIK-14

**1. A company has been notified that a receivable has been declared bankrupt. The company had previously provided for this doubtful debt. Which of the following is the correct double entry in the UK accounting system?**

- a) Dr Receivable Cr Allowance for receivables
- б) Dr Allowance for receivables Cr Receivable
- B) Dr Bad debts account Cr Receivable
- r) Dr Receivable Cr Bad debt account

**2. Which one of the following statements is true?**

- a) Prepayments are current liabilities
- б) Prepayments decrease the profit in the income statement
- B) Bad debts are an example of a prepayment
- r) Prepayments are included in current assets in the statement of financial position

**3. An accrued expenses is:**

- a) an advance payment for future expenses
- б) an expense that the business has incurred and paid
- B) an expense that the business has incurred but not yet paid
- r) a method that creates prepaid liability

**4. Which of the following refers to a schedule that details each loan payment's allocation between principal and interest and the beginning and ending loan balances?**

- a) Long-term notes payable
- б) Bond payable
- B) Mortgage payable
- r) Amortization schedule

**5. At December 31 year-end, Crain Company has an \$8,400 note receivable from a customer. Interest of 10% has accrued for 10 months on the note. What will Crain's financial statements report for this situation?**

- a) Nothing because the business has not received the cash yet
- б) The balance sheet will report the note receivable of \$8,400
- B) The balance sheet will report the note receivable of \$8,400 and interest receivable of \$700

r) The income statement will report a note receivable of \$8,400

**6. Which of the following is not true about the matching principle?**

- a) The goal is to calculate the accurate retained earnings
- b) All expenses are recorded when they are incurred during the period
- B) It is also called the expense recognition principle
- r) Expenses are matched against the revenues of the period

**7. At December 31 year-end, Crain Company has an \$8,400 note receivable from a customer. Interest of 10% has accrued for 10 months on the note. What will the income statement for the year ended December 31 report for this situation?**

- a) Interest revenue of \$700
- b) Nothing because the business has not received the cash yet
- B) Note receivable of \$8,400
- r) Both b and B

**8. A company's working capital was \$43,200. Subsequently, the following transactions occurred.**

- (a) Payables were paid \$3,000 by cheque.
- (b) A bad debt of \$250 was written off.
- (c) Inventory valued at \$100 was sold for \$230 on credit.

**Working capital is now:**

- a) \$43,080
- b) \$40,080
- B) \$42,850
- r) \$46,080

**9. When comparing two statements of financial position you notice that:**

(i) Last year the company had included in current assets investments of \$10,000. This year there are no investments in current assets.

(ii) Last year the company had an overdraft of \$8,000, this year the overdraft is \$4,000.

**In the statement of cash flows, the change in cash would be:**

- a) Increase \$6,000
- b) Increase \$4,000
- B) Decrease \$4,000
- r) Decrease \$6,000

**10. At 31 December 20X2 a company's receivables totalled \$400,000 and an allowance for receivables of \$50,000 had been brought forward from the year ended 31 December 20X1. It was decided to write off debts totalling \$38,000 and to adjust the allowance for receivables to 10% of the receivables. What charge for irrecoverable debts and receivables allowance should appear in the company's statement of comprehensive income for the year ended 31 December 20X2?**

- a) \$24,200
- b) \$74,200
- B) \$51,800
- r) \$28,000

**11. Part of the process of preparing a company's statement of cash flows is the calculation of cash inflow from operating activities.**

**Which of the following statements about that calculation (using the indirect method) are correct?**

- 1. Loss on sale of operating non-current assets should be deducted from net profit before taxation.
- 2. Increase in inventory should be deducted from operating profits.

- 3. Increase in payables should be added to operating profits.**  
**4. Depreciation charges should be added to net profit before taxation.**

- a) 1, 3 and 4
- б) 1, 2 and 4
- B) 1, 2 and 3
- r) 2, 3 and 4

**12. Which of the following items does not appear under the heading 'reserves' on a company statement of financial position?**

- a) Revaluation surpluses
- б) Share premium account
- B) Proposed dividends
- r) Retained profits

**13. Which of the following is not one of the basic types of cash flow activities?**

- a) Investing activities
- б) Operating activities
- B) Financing activities
- r) Income activities

**14. Which ONE of the following is not a book of prime entry?**

- a) The cash book
- б) The sales returns day book
- B) The petty cash book
- r) The sales ledger

**15. Which of the following is not true about the Lower-of-Cost-or-Market (LCM) Rule?**

- a) Merchandise inventory is lower than historical costs
- б) Merchandise inventory is lower than market value
- B) It shows accounting conservatism
- r) Merchandise inventory is equal to market value

**16. Allowances for receivables are an example of which accounting concept?**

- a) Accruals
- б) Prudence
- B) Consistency
- r) Matching

**17. In preparing a company's statement of cash flows, which, if any, of the following items could form part of the calculation of cash flow from financing activities?**

- 1. Proceeds of sale of premises**
- 2. Dividends received**
- 3. Bonus issue of shares**

- a) None of them
- б) 2 only
- B) 1 only
- r) 3 only

**18. A company bought a property in Chelsea four years ago on 1 January for \$ 170,000. Since then property prices have risen substantially and the property has been revalued at \$210,000. The property was estimated as having a useful life of 20 years when it was purchased. What is the amount transferred to the revaluation reserve?**

- a) \$34,000
- б) \$136,000
- B) \$74,000

r) \$210,000

**19. At 30 June 20X2 a company had \$1m 8% loan notes in issue, interest being paid half-yearly on 30 June and 31 December. On 30 September 20X2 the company redeemed \$250,000 of these loan notes at par, paying interest due to that date. On 1 April 20X3 the company issued \$500,000 7% loan notes, interest payable half-yearly on 31 March and 30 September. What figure should appear in the company's income statement for interest payable in the year ended 30 June 20X3?**

- a) \$65,000
- b) \$73,750
- B) \$82,500
- r) \$88,750

**20. Following the preparation of the income statement, it is discovered that accrued expenses of \$1,000 have been ignored and that closing inventory has been overvalued by \$1,300. This will have resulted in:**

- a) An understatement of net profit of \$300
- b) An overstatement of net profit of \$300
- B) An understatement of net profit of \$2,300
- r) An overstatement of net profit of \$2,300

**21. Rent paid on 1 October 20X2 for the year to 30 September 20X3 was \$1,200, and rent paid on 1 October 20X3 for the year to 30 September 20X4 was \$1,600. Rent payable, as shown in the income statement for the year ended 31 December 20X3, would be:**

- a) \$1,600
- b) \$1,200
- B) \$1,500
- r) \$1,300

**22. During September, your organisation had sales of \$148,000, which made a gross profit of \$40,000. Purchases amounted to \$100,000 and opening inventory was \$34,000. The value of closing inventory was:**

- a) \$42,000
- b) \$54,000
- B) \$24,000
- r) \$26,000

**23. The gearing ratio is often calculated as:**

- a) Current and long-term debt as a percentage of total net assets
- b) Long-term loans and preference shares as a percentage of total shareholders' funds
- B) Long-term loans and current liabilities as a percentage of total shareholders' funds
- r) Preference shares as a percentage of equity capital

**24. Which of the following is not a factor in calculating depreciation of a plant asset?**

- a) Estimated liability value
- b) Estimated useful life
- B) Estimated residual value
- r) Capitalized cost

**25. In times of rising prices, the FIFO method of inventory valuation, when compared to the average cost method of inventory valuation, will usually produce:**

- a) A lower profit and a lower closing inventory value
- b) A higher profit and a lower closing inventory value
- B) A lower profit and a higher closing inventory value
- r) A higher profit and a higher closing inventory value



**26. A temporary account into which revenues and expenses are transferred prior to their final transfer into the capital account is known as:**

- a) Temporary account
- б) Closing entries
- в) Permanent account
- г) Income summary

**27. Which of the following is not true about an adjusting entry?**

- a) It measure assets and liabilities on the balance sheet
- б) The cash payment occurs after an expense is incurred
- в) It measure net income (loss) on the income statement
- г) It updates the asset and liability accounts

**28. Which of the following refers to a schedule that details each loan payment's allocation between principal and interest and the beginning and ending loan balances?**

- a) Bond payable
- б) Mortgage payable
- в) Long-term notes payable
- г) Amortization schedule

**29. A book of prime entry is one in which:**

- a) Subsidiary accounts are kept
- б) Transactions are entered prior to being recorded in the ledger account
- в) Ledger accounts are maintained
- г) The rules of double-entry bookkeeping do not apply

**30. Which of the following would not be included in intangible non-current assets in a company's financial statements?**

- a) Shares held in a supplier
- б) Goodwill
- в) Development costs
- г) Patents

**31. The formula for calculating the rate of inventory turnover is:**

- a) Cost of goods sold divided by average inventory at cost
- б) Average inventory at cost divided by cost of goods sold
- в) Sales divided by average inventory at selling price
- г) Sales divided by average inventory at cost

**32. The double-entry system of bookkeeping normally results in which of the following balances on the ledger accounts?**

- a) Debit balances (Assets and revenues) Credit balances (Liabilities, capital and expenses)
- б) Debit balances (Revenues, capital and liabilities) Credit balances (Assets and expenses)
- в) Debit balances (Assets and expenses) Credit balances (Liabilities, capital and revenues)
- г) Debit balances (Assets, expenses and capital) Credit balances (Liabilities and revenues)

**33. Which one of the following would be an error of principle?**

- a) Plant and machinery purchased was debited to the equipment account
- б) Plant and machinery purchased was credited to a non-current assets account
- в) Plant and machinery purchased was debited to the purchases account

**34. An increase in both receivables' and payables' payment periods could result in:**

- a) A decrease in working capital
- б) An increase in working capital
- в) An increase in current assets and current liabilities
- г) A decrease in current assets and current liabilities

**35. Which of the following is not listed under current liabilities?**

- a) Accounts receivable
- б) Account payable
- в) Interest payable
- г) Unearned revenue

**36. A decrease in the allowance for receivables would result in:**

- a) An increase in net profit
- б) A decrease in working capital
- в) A decrease in net profit
- г) An increase in liabilities

**37. The recorded expense associated with the cost of an uncollectible account is called:**

- a) receivable expense
- б) direct write-off
- в) debit expense
- г) bad debt expense

**38. Which of the following would be recorded in the purchase day book?**

- a) Credit notes received
- б) Purchase invoices
- в) Trade discounts
- г) Discounts received

**39. Depreciation is best described as:**

- a) A means of spreading the payment for non-current assets over a period of years
- б) A decline in the market value of the assets
- в) A means of spreading the net cost of non-current assets over their estimated useful life
- г) A means of estimating the amount of money needed to replace the assets

**40. Your firm bought a machine for \$5,000 on 1 January 20X1, which had an expected useful life of four years and an expected residual value of \$1,000; the asset was to be depreciated on the straight-line basis. The firm's policy is to charge depreciation in the year of disposal. On 31 December 20X3, the machine was sold for \$1,600. What amount should be entered in the 20X3 statement of comprehensive income for profit or loss on disposal?**

- a) Loss of \$600
- б) Loss of \$400
- в) Profit of \$600
- г) Profit of \$350

**УПРАВЛЕНЧЕСКИЙ УЧЕТ**  
**ПК-14**

**Management accounting**

**1. Management accounting reports**

- a) are primarily used by parties inside the organization.
- b) must be prepared on a periodic basis.
- c) are generally publicly available.
- d) are based on generally accepted accounting principles.

**2. Prime costs is the sum of**

- a) the direct labor costs and indirect labor costs.

- b) the direct material costs, direct labor costs, and overhead costs.
- c) the direct labor costs and overhead costs.
- d) the direct materials costs and direct labor costs.

**3. Conversion costs consist of**

- a) direct materials costs and direct labor costs.
- b) direct labor costs and overhead costs.
- c) direct materials costs and overhead costs.
- d) direct labor costs and indirect labor costs.

**4. The three elements of product costs are**

- a) direct materials, work in process, and overhead.
- b) direct materials, work in process, and finished goods.
- c) direct materials, direct labor, and overhead.
- d) direct materials, direct labor, and period costs.

**5. Materials and supplies that cannot be traced conveniently to specific products are called**

- a) indirect materials.
- b) raw materials.
- c) waste materials.
- d) direct materials.

**6. Which of the following terms apply to materials and supplies that can be traced conveniently to specific products?**

- a) Indirect materials
- b) Indirect manufacturing costs
- c) Direct costs
- d) Manufacturing overhead

**7. Which of the following costs is considered overhead?**

- a) Indirect labor costs only
- b) Direct materials costs only
- c) Both indirect materials and indirect labor costs
- d) Direct materials and direct labor costs

**8. From Jolier's year-end income statement, you observe that the finished goods inventory has doubled during the year. This would indicate that during the year Jolier**

- a) sold more goods than were produced.
- b) produced more goods than last year.
- c) produced more goods than were sold.
- d) sold more goods than last year.

**9. Consider the following information: direct materials used totaled \$124,700; direct labor amounted to \$412,000; overhead was computed to be \$789,600; Work in Process Inventory on March 1, 2014, was \$482,500; and Work in Process Inventory on March 31, 2014, was \$597,100. What was the cost of goods manufactured?**

- a) \$1,211,700
- b) \$729,200
- c) \$1,440,900
- d) \$422,100

**10. The Finished Goods Inventory and the Cost of Goods Sold for a manufacturing company for the year 2014 are as follows: May 1 Finished Goods Inventory, \$470,500; May 31 Finished Goods Inventory, \$125,000; Cost of Goods Sold for the year, \$1,110,000. The cost of goods manufactured for the month was**

- a) \$1,455,500.
- b) \$595,500.
- c) \$985,000.
- d) \$764,500.

**11. Johnson Technology specializes in graphic design and video production. In October 2014, the company incurred the following costs for providing services to one of its clients.**

<b>Supplies</b>	<b>\$ 200</b>
<b>Labor</b>	<b>1,500</b>
<b>Overhead</b>	<b>1,800</b>

**Johnson Technology's contract with the client discloses a 20% profit margin on the cost incurred. Determine the profit earned by the company by providing services.**

- a) \$3,500
- b) \$700
- c) \$4,200
- d) \$360

**12. Johnson Technology specializes in graphic design and video production. In October 2014, the company incurred the following costs for providing services to one of its clients.**

<b>Supplies</b>	<b>\$ 200</b>
<b>Labor</b>	<b>1,500</b>
<b>Overhead</b>	<b>1,800</b>

**Johnson Technology's contract with the client discloses 20% profit margin on the cost incurred. Determine the total amount to be received by the company from its client.**

- a) \$3,500
- b) \$3,860
- c) \$4,200
- d) \$2,800

**13. Delaware Inc. incurred the following costs in October, 2014, for producing 5,000 good units of personalized photo frames.**

<b>Direct materials</b>	<b>\$ 15,000</b>
<b>Direct labor</b>	<b>10,000</b>
<b>Overhead applied</b>	<b>13,500</b>

**The company sold 4,500 units. Determine the product unit cost of photo frames.**

- a) \$8.56
- b) \$7.70
- c) \$5.00
- d) \$5.56

**14. Ad-on International is an advertising company. It estimated the overhead costs for March, 2014, to be \$950,000 and direct labor hours to be 5,000 hours. In March, it incurred overhead costs of \$1,150,000 and 5,100 labor hours.**

**What is the predetermined overhead rate for March, 2014?**

- a) \$186 per direct labor hour
- b) \$190 per direct labor hour
- c) \$225 per direct labor hour
- d) \$230 per direct labor hour

**15. Ad-on International is an advertising company. It estimated the overhead costs for March, 2014, to be \$950,000 and direct labor hours to be 5,000 hours. In March, it incurred overhead costs of \$1,150,000 and 5,100 labor hours.**

**The amount of overhead costs applied by the company in March, 2014, is:**

- a) \$969,000.

- b) \$1,150,000.
- c) \$950,000.
- d) \$1,173,000.

**16. Ad-on International is an advertising company. It estimated the overhead costs for March, 2014, to be \$950,000 and direct labor hours to be 5,000 hours. In March, it incurred overhead costs of \$1,150,000 and 5,100 labor hours.**

**What is the overapplied or underapplied overhead for Ad-on International for March, 2014?**

- a) \$181,000 underapplied
- b) \$181,000 overapplied
- c) \$19,000 underapplied
- d) \$19,000 overapplied

**17. M & G TV and Appliance Store is a small company that has hired you to perform some management advisory services. The following information pertains to 2017 operations.**

Sales (2,000 televisions)	\$2,000,000
Cost of goods sold	570,000
Store manager's salary per year	130,000
Operating costs per year	280,000
Advertising and promotion per year	32,000
Commissions (2.3% of sales)	46,000

**What are the estimated total costs if the company expects to sell 3,300 units next year?**

- a) \$1,458,400
- b) \$2,803,700
- c) \$2,361,700
- d) \$517,900

**18. The Connors Company has assembled the following data pertaining to certain costs that cannot be easily identified as either fixed or variable. Connors Company has heard about a method of measuring cost functions called the high-low method and has decided to use it in this situation.**

<u>Cost</u>	<u>Hours</u>
\$23,000	5,000
\$26,000	6,450
\$34,600	7,650
\$42,000	10,000
\$38,000	9,350

**What is the estimated total cost at an operating level of 9,000 hours?**

- a) \$34,200
- b) \$38,200
- c) \$41,400
- d) \$37,800

**19. Rally Synthesis Inc. manufactures and sells 100 bottles per day. Fixed costs are \$22,000 and the variable costs for manufacturing 100 bottles are \$30,000. Each bottle is sold for \$1,200. How would the daily profit be affected if the daily volume of sales drop by 10%?**

- a) profits are reduced by \$9,000

- b) profits are reduced by \$3,000
- c) profits are reduced by \$12,000
- d) profits are reduced by \$59,000

**20. Swansea Manufacturing currently produces 3,000 tires per month. The following per unit data for 3,000 tires apply for sales to regular customers:**

<b>Direct materials</b>	<b>\$38</b>
<b>Direct manufacturing labor</b>	<b>14</b>
<b>Variable manufacturing overhead</b>	<b>19</b>
<b>Fixed manufacturing overhead</b>	<b>20</b>
<b>Total manufacturing costs</b>	<b>\$91</b>

**The plant has capacity for 5,000 tires and is considering expanding production to 4,000 tires. What is the total cost of producing 4,000 tires?**

- a) \$364,000
- b) \$344,000
- c) \$209,000
- d) \$288,000

**21. Product X sells for \$20 per unit and has variable costs of \$10 per unit. If the fixed costs amount to \$45,000, the breakeven point will be:**

- a) 4,500 units.
- b) 1,500 units.
- c) 2,250 units.
- d) 6,225 units.

**22. The new Corina watch has an expected selling price per watch of \$42, the projected variable cost per unit is \$24, and estimated fixed costs per month are \$24,120.**

**The expected breakeven point in sales dollars is**

- a) \$48,240.
- b) \$32,160.
- c) \$40,200.
- d) \$56,280.

**23. Which of the following equations provides the breakeven point in units? (Here, BE refers to breakeven, SP refers to selling price, VC refers to variable costs, FC refers to fixed costs, and CM refers to contribution margin.)**

- a)  $BE \text{ units} = (SP - VC) \div FC \text{ per unit.}$
- b)  $VC \text{ per unit} + FC = SP \text{ per unit} * BE \text{ units.}$
- c)  $BE \text{ units} = FC \div CM \text{ per unit.}$
- d)  $SP \text{ per unit} + VC \text{ per unit} = FC \div BE \text{ units.}$

**24. Campbell Inc. earned sales revenue of \$150,000 in 2014. Campbell sells each unit of its product for \$6.00 and has a 32 percent contribution margin. Campbell has fixed costs of \$36,000.**

**What is Cambell's breakeven point in sales dollars?**

- a) \$205,714
- b) \$112,500
- c) \$150,000
- d) \$69,120

**25. At the breakeven point, the total contribution margin**

- a) is at the maximum.
- b) minus total fixed costs equals a negative number.
- c) equals fixed costs.

d) is at the minimum.

**26. Walton reported sales of \$640,000, fixed costs of \$314,000, and a profit of \$92,000. If the contribution margin is \$8 per unit, how many units did Walton sell?**

- a) 11,500 units
- b) 31,125 units
- c) 50,750 units
- d) 70,375 units

**27. Edward Cheezer's Inc. makes and sells frozen four-cheese pizzas, New York-style. The expected selling price is \$10 per pizza. The projected variable cost per pizza is \$6. The estimated fixed costs per month are \$10,000.**

**The number of pizzas that must be sold to obtain a monthly profit of \$20,000 is:**

- a) 2,000 pizzas.
- b) 5,000 pizzas.
- c) 2,500 pizzas.
- d) 7,500 pizzas.

**28. Hike Sports Corporation's income statement data for last year is as follows:**

<b>Sales revenue</b>	<b>\$200,000</b>
<b>Variable costs</b>	<b>140,000</b>
<b>Fixed costs</b>	<b>30,000</b>
<b>Operating income</b>	<b>30,000</b>

**What is Hike's breakeven point in dollars?**

- a) \$100,000
- b) \$18,000
- c) \$142,000
- d) \$48,000

**29. Lilly LLC wants to make a profit of \$30,000. It has variable costs of \$99 per unit and fixed costs of \$20,000. How much must it charge per unit if 5,000 units are sold?**

- a) \$84
- b) \$69
- c) \$99
- d) \$109

**30. Tally Corp. sells software during the recruiting seasons. During the current year, 10,000 software packages were sold resulting in \$470,000 of sales revenue, \$130,000 of variable costs, and \$48,000 of fixed costs.**

**If sales increase by \$80,000, operating income will increase by \_\_\_\_\_. (Round interim calculations to two decimal places and the final answer to the nearest whole dollar.)**

- a) \$30,588
- b) \$32,000
- c) \$48,000
- d) \$57,872

**31. Fantastic Futons manufactures futons. The estimated number of futon sales for the first three months of 2010 are as follows:**

<b>January</b>	<b>40,000</b>
<b>February</b>	<b>50,000</b>
<b>March</b>	<b>60,000</b>

**Finished goods inventory at the end of 2009 was 12,000 units. On average, 25 percent of the futons are produced during the month before they are sold, which normally accounts for the ending balance in finished goods inventory. The planned selling price is \$150 per unit.**

**What would be the sales budget for March?**

- a) \$7,200,000
- b) \$8,000,000
- c) \$6,750,000
- d) \$9,000,000

**32. Fantastic Futons manufactures futons. The estimated number of futon sales for the first three months of 2010 are as follows:**

<b>January</b>	<b>40,000</b>
<b>February</b>	<b>50,000</b>
<b>March</b>	<b>60,000</b>

**Finished goods inventory at the end of 2009 was 12,000 units. On average, 25 percent of the futons are produced during the month before they are sold, which normally accounts for the ending balance in finished goods inventory. The planned selling price is \$150 per unit.**

**How many futons are budgeted to be produced in February?**

- a) 37,500
- b) 65,000
- c) 52,500
- d) 55,000

**33. Fantastic Futons manufactures futons. The estimated number of futon sales for the first three months of 2010 are as follows:**

<b>January</b>	<b>40,000</b>
<b>February</b>	<b>50,000</b>
<b>March</b>	<b>60,000</b>

**Finished goods inventory at the end of 2009 was 12,000 units. On average, 25 percent of the futons are produced during the month before they are sold, which normally accounts for the ending balance in finished goods inventory. The planned selling price is \$150 per unit.**

**Fantastic Futons buys direct materials for the futons in cloth rolls priced at \$80 each. Each roll provides direct material for 40 futons. There was one roll in the direct materials inventory at the beginning of January, and the company expects to have four rolls in inventory at the end of the month. Assuming the production budget calls for 60,000 units to be produced in January, what would be the amount of the cloth rolls direct materials purchases budget for that month?**

- a) \$119,760
- b) \$114,000
- c) \$120,000
- d) \$120,240

**34. Fantastic Futons goes through two departments in the production process. Each futon requires two direct labor hours in Department A and one hour in Department B. Labor cost is \$8 per hour in Department A and \$10 per hour in Department B.**

**The labor capacity for a normal eight-hour shift for a month is 50,000 direct labor hours each for both Departments A and B. Overtime is paid at time and a half. What would be the budgeted direct labor cost for January, assuming a budgeted production of 30,000 units?**

- a) \$900,000
- b) \$780,000
- c) \$820,000
- d) \$420,000



35. Genent Industries, Inc. (GII), developed standard costs for direct material and direct labor. In 2017, GII estimated the following standard costs for one of their major products, the 30-gallon heavy-duty plastic container.

	Budgeted quantity	Budgeted price
Direct materials	0.40 pounds	\$20 per pound
Direct labor	0.80 hours	\$15 per hour

During July, GII produced and sold 4,000 containers using 1,700 pounds of direct materials at an average cost per pound of \$15 and 3,225 direct manufacturing labor hours at an average wage of \$15.25 per hour.

The direct material price variance during July is \_\_\_\_\_.

- a) \$20,000 unfavorable
- b) \$8,500 favorable
- c) \$8,500 unfavorable
- d) \$2,000 unfavorable

36. Genent Industries, Inc. (GII), developed standard costs for direct material and direct labor. In 2017, GII estimated the following standard costs for one of their major products, the 30-gallon heavy-duty plastic container.

	Budgeted quantity	Budgeted price
Direct materials	0.20 pounds	\$40 per pound
Direct labor	0.10 hours	\$18 per hour

During July, GII produced and sold 4,000 containers using 1,000 pounds of direct materials at an average cost per pound of \$37 and 475 direct manufacturing labor hours at an average wage of \$18.75 per hour.

The direct material efficiency variance during July is \_\_\_\_\_.

- a) \$5,000 unfavorable
- b) \$7,400 favorable
- c) \$8,000 unfavorable
- d) \$5,000 favorable

37. Heavy Products, Inc. developed standard costs for direct material and direct labor. In 2017, AII estimated the following standard costs for one of their major products, the 10-gallon plastic container.

	Budgeted quantity	Budgeted price
Direct materials	0.80 pounds	\$60 per pound
Direct labor	0.10 hours	\$20 per hour

During June, Heavy Products produced and sold 15,000 containers using 25,000 pounds of direct materials at an average cost per pound of \$64 and 12,000 direct manufacturing labor-hours at an average wage of \$21.56 per hour.

June's direct material flexible-budget variance is \_\_\_\_\_.

- a) \$60,000 unfavorable
- b) \$100,000 favorable
- c) \$880,000 unfavorable
- d) \$18,720 favorable

38. Genent Industries, Inc. (GII), developed standard costs for direct material and direct labor. In 2017, GII estimated the following standard costs for one of their major products, the 30-gallon heavy-duty plastic container.

	Budgeted quantity	Budgeted price
Direct materials	0.10 pounds	\$30 per pound
Direct labor	0.30 hours	\$18 per hour

During July, GII produced and sold 4,000 containers using 600 pounds of direct materials at an average cost per pound of \$26 and 1,290 direct manufacturing labor hours at an average wage of \$18.40 per hour.

The direct manufacturing labor price variance during July is \_\_\_\_\_.

- a) \$1,620.00 unfavorable

- b) \$516.00 favorable
- c) \$480.00 favorable
- d) \$3,600.00 unfavorable

**39. Genent Industries, Inc. (GII), developed standard costs for direct material and direct labor. In 2017, GII estimated the following standard costs for one of their major products, the 30-gallon heavy-duty plastic container.**

	Budgeted quantity	Budgeted price
<b>Direct materials</b>	<b>0.40 pounds</b>	<b>\$50 per pound</b>
<b>Direct labor</b>	<b>0.50 hours</b>	<b>\$11 per hour</b>

**During July, GII produced and sold 4,000 containers using 1,750 pounds of direct materials at an average cost per pound of \$48 and 2,090 direct manufacturing labor hours at an average wage of \$11.30 per hour.**

**The direct manufacturing labor efficiency variance during July is \_\_\_\_\_.**

- a) \$990.00 unfavorable
- b) \$627.00 favorable
- c) \$1,617.00 favorable
- d) \$1,017.00 unfavorable

**40. Zitrik Corporation manufactured 110,000 buckets during February. The variable overhead cost-allocation base is \$5.45 per machine-hour. The following variable overhead data pertain to February:**

	Actual	Budgeted
<b>Production</b>	<b>110,000 units</b>	<b>110,000 units</b>
<b>Machine-hours</b>	<b>10,500 hours</b>	<b>10,000 hours</b>
<b>Variable overhead cost per machine-hour</b>	<b>\$5.55</b>	<b>\$5.45</b>

**What is the variable overhead spending variance?**

- a) \$1,050 favorable
- b) \$1,000 unfavorable
- c) \$1,050 unfavorable
- d) \$1,000 favorable

**СТАТИСТИКА**  
**СК-1**  
**Statistics**

**1. Statistics are used to:**

- a) Do predictions that affect our daily life
- b) Interpret data for the purpose of making decisions in an uncertain environment
- c) Permit us to make sense of all the data
- d) A good marriage

**2. Select possible types of variables in Statistics:**

- a) Categorical
- b) Descriptive
- c) Numerical
- d) Parameter
- e) Random

**3. Select Measurement Levels of the data in Statistics:**

- a) Ratio
- b) Ordinal data
- c) Nominal data
- d) Interval
- e) All of the above is true

#### **4. What is a Sample in Statistics?**

- a) The complete set of all items that interest an investigator
- b) The representative subset of population
- c) All potential buyers of a new product
- d) Systematic Sampling process

#### **5. What is a Population in Statistics?**

- a) The complete set of all items that interest an investigator
- b) The representative subset of items
- c) The discipline that concerns the collection, organization, analysis, interpretation, and presentation of data
- d) Systematic Sampling process

#### **6. What is the Variance in Statistics?**

- a) The expectation of the squared deviation of a random variable from its mean
- b) The standardized measure of dispersion of a probability distribution or frequency distribution
- c) The central value of a finite set of numbers
- d) The value separating the higher half from the lower half of a data sample

#### **7. What is the Coefficient of variation in Statistics?**

- a) The expectation of the squared deviation of a random variable from its mean
- b) The standardized measure of dispersion of a probability distribution or frequency distribution
- c) The central value of a finite set of numbers
- d) The value separating the higher half from the lower half of a data sample

#### **8. What is the Mean in Statistics?**

- a) The expectation of the squared deviation of a random variable from its mean
- b) The standardized measure of dispersion of a probability distribution or frequency distribution
- c) The central value of a finite set of numbers
- d) The value separating the higher half from the lower half of a data sample

#### **9. What is the Median in Statistics?**

- a) The expectation of the squared deviation of a random variable from its mean
- b) The standardized measure of dispersion of a probability distribution or frequency distribution
- c) The central value of a finite set of numbers
- d) The value separating the higher half from the lower half of a data sample

#### **10. What is the Null Hypothesis in Statistics?**

- a) A maintained hypothesis that is considered to be true unless sufficient evidence to the contrary is obtained
- b) A hypothesis against which the null hypothesis is tested and which will be held to be true if the null is declared to be false
- c) The probability of rejecting a null hypothesis that is false
- d) A hypothesis that specifies a range of values for a population parameter

#### **11. What is the Alternative Hypothesis in Statistics?**

- a) A maintained hypothesis that is considered to be true unless sufficient evidence to the contrary is obtained
- b) A hypothesis against which the null hypothesis is tested and which will be held to be true if the null is declared to be false
- c) The probability of rejecting a null hypothesis that is false
- d) A hypothesis that specifies a range of values for a population parameter

#### **12. What is the Composite hypothesis in Statistics?**

- a) A maintained hypothesis that is considered to be true unless sufficient evidence to the contrary is obtained
- b) A hypothesis against which the null hypothesis is tested and which will be held to be true if the null is declared to be false
- c) A hypothesis that specifies a single value for a population parameter of interest
- d) A hypothesis that specifies a range of values for a population parameter

**13. What is the Simple hypothesis in Statistics?**

- a) A maintained hypothesis that is considered to be true unless sufficient evidence to the contrary is obtained
- b) A hypothesis against which the null hypothesis is tested and which will be held to be true if the null is declared to be false
- c) A hypothesis that specifies a single value for a population parameter of interest
- d) A hypothesis that specifies a range of values for a population parameter

**14. What is the Hypothesis test decisions in Statistics?**

- a) A decision rule is formulated, leading the investigator to either reject or fail to reject the null hypothesis on the basis of sample evidence
- b) A hypothesis against which the null hypothesis is tested and which will be held to be true if the null is declared to be false
- c) A decision rule is formulated, leading the investigator to reject the null hypothesis
- d) A hypothesis that specifies a range of values for a population parameter

**15. What is the Significance level in Statistics?**

- a) The probability a of rejecting a null hypothesis that is true
- b) The probability of rejecting a null hypothesis that is false
- c) The probability a of rejecting an alternative hypothesis that is true
- d) The probability of rejecting an alternative hypothesis that is false

**16. What is slope coefficient in regression analysis in Statistics?**

- a)  $b_0$
- b)  $b_1$
- c)  $e$
- d)  $R^2$

**17. What is the method of least squares?**

- a) A standard approach in regression analysis to approximate the solution of overdetermined systems (sets of equations in which there are more equations than unknowns) by minimizing the sum of the squares of the residuals made in the results of every single equation
- b) A standard approach in regression analysis to approximate the solution of overdetermined systems (sets of equations in which there are more equations than unknowns) by maximizing the sum of the squares of the residuals made in the results of every single equation
- c) A standard approach in hypothesis testing to approximate the solution of overdetermined systems
- d) A standard approach to measure the central tendency of particular data set

**18. What does the value or  $R^2=0.2$  mean?**

- a) That 80% of the variability in the data can be explained by the model
- b) That 20% of the variability in the data can be explained by the model
- c) This value is impossible for  $R^2$
- d) That 120% of the variability in the data can be explained by the model

**19. What does the value or  $R^2=1.2$  mean?**

- a) That 80% of the variability in the data can be explained by the model
- b) That 20% of the variability in the data can be explained by the model
- c) This value is impossible for  $R^2$

d) That 120% of the variability in the data can be explained by the model

**20. What does the value or  $R^2=-0.7$  mean?**

- a) That 70% of the variability in the data can be explained by the model
- b) That 30% of the variability in the data can be explained by the model
- c) This value is impossible for  $R^2$
- d) That 0,7% of the variability in the data can be explained by the model

**21. What does the value  $t_{b1}=10.05$  mean, if value  $t$  from T-table equal 2.015?**

- a) That variable  $x_1$  is statistically significance in the regression model
- b) That variable  $x_1$  is not statistically significance in the regression model
- c) This value is impossible for  $t$
- d) That variable  $x_1$  should be excluded from the regression model

**22. What does the value  $t_{b1}=1.05$  mean, if value  $t$  from T-table equal 2.015?**

- a) That variable  $x_1$  is statistically significance in the regression model
- b) That variable  $x_1$  is not statistically significance in the regression model
- c) That variable  $x_2$  should be excluded from the regression model
- d) That variable  $x_3$  should be excluded from the regression model

**23. What does the value  $t_{b1}=-4.55$  mean, if value  $t$  from T-table equal 2.015?**

- a) That variable  $x_1$  is statistically significance in the regression model
- b) That variable  $x_1$  is not statistically significance in the regression model
- c) This value is impossible for  $t$
- d) That variable  $x_1$  should be excluded from the regression model

**24. What does the value  $t_{b1}=-0.075$  mean, if value  $t$  from T-table equal 2.015?**

- a) That variable  $x_1$  is statistically significance in the regression model
- b) That variable  $x_1$  is not statistically significance in the regression model
- c) That variable  $x_2$  should be included to the regression model
- d) That variable  $x_2$  should be excluded from the regression model

**25. What does the value  $f=1.05$  mean, if value  $f$  from F-table equal 5?**

- a) That regression model is statistically significance as a whole
- b) That regression model is not statistically significance as a whole
- c) That variable  $x_1$  is statistically significance in the regression model
- d) That variable  $x_1$  is not statistically significance in the regression model

**26. What does the value  $f=169$  mean, if value  $f$  from F-table equal 5?**

- a) That regression model is statistically significance as a whole
- b) That regression model is not statistically significance as a whole
- c) That variable  $x_1$  is statistically significance in the regression model
- d) That variable  $x_1$  is not statistically significance in the regression model

**27. A \_\_\_\_\_ is a numerical measure that describes a specific characteristic of a population.**

- a) Parameter
- b) Random Sampling
- c) Systematic Sampling
- d) Statistic

**28. A \_\_\_\_\_ is a numerical measure that describes a specific characteristic of a sample.**

- a) Parameter
- b) Random Sampling
- c) Systematic Sampling

d) Statistic

**29. \_\_\_\_\_ focus on graphical and numerical procedures that are used to summarize and process data.**

- a) Random Sampling
- b) Systematic Sampling
- c) Descriptive statistics
- d) Inferential statistics

**30. \_\_\_\_\_ focus on estimation and hypothesis testing approaches that are used process data.**

- a) Random Sampling
- b) Systematic Sampling
- c) Descriptive statistics
- d) Inferential statistics

**31. What is the best instrument for visualization data about Market shares of Browsers?**

- a) Bar chart
- b) Line chart
- c) Pie chart
- d) Scatter plot

**32. What is the best instrument for visualization data in case: «Surveys show that 80% of residents prefer their own car to public transport in winter, while the remaining 20% are divided between four other options»?**

- a) Pareto diagram
- b) Line chart
- c) Ogive
- d) Scatter plot

**33. What is the best instrument for visualization data about the annual GDP from 1992 through 2021?**

- a) Pareto diagram
- b) Line chart
- c) Ogive
- d) Pie chart

**34. What is the best instrument for visualization data in case: «If you want to show the increase in the additional amount of tax when increasing the engine power»?**

- a) Pareto diagram
- b) Box-and-Whisker plot
- c) Ogive
- d) Pie chart

**35. What is the best instrument for visualization data about relationship between Sales and Price?**

- a) Pareto diagram
- b) Line chart
- c) Ogive
- d) Scatter plot

**36. The \_\_\_\_\_ of a set of data is the sum of the data values divided by the number of observations.**

- a) Arithmetic mean
- b) Median

- c) Mode
- d) Statistics

**37. The \_\_\_\_\_ is the middle observation of a set of observations that are arranged in increasing (or decreasing) order.**

- a) Arithmetic mean
- b) Average tendency
- c) Mode
- d) Median

**38. A distribution with one mode is called in Statistics \_\_\_\_\_?**

- a) Modal
- b) Unimodal
- c) Bimodal
- d) Multimodal

**39. What is the Arithmetic mean for the next data set: 45 51 64 67 42 47 39 70 45?**

- a) 51,11
- b) 70
- c) 45
- d) 31

**40. What is the Median for the next data set: 45 51 64 67 42 47 39 70 45?**

- a) 51,11
- b) 70
- c) 45
- d) 31

**41. What is the Range for the next data set: 45 51 64 67 42 47 39 70 45?**

- a) 51,11
- b) 70
- c) 45
- d) 31

**42. What is the Q3 for the next data set: 2 6 3 8 4 5 9 12 18 10 5 11 3 7?**

- a) 11
- b) 10
- c) 10.25
- d) 11.25

**43. What is the Q1 for the next data set: 2 6 3 8 4 5 9 12 18 10 5 11 3 7?**

- a) 11
- b) 12
- c) 3.75
- d) 9

**44. Calculate standard deviation for data set: 45 51 64 67 42 47 39 70 45.**

- a) 10,25
- b) 10
- c) 12,24
- d) 15

**45. An \_\_\_\_\_ is any subset of basic outcomes from the sample space.**

- a) Sample space
- b) Union

- c) Joint probability
- e) Event the set of all possible outcomes or results of that experiment

**46. An \_\_\_\_\_ is the set of all possible outcomes or results of that experiment.**

- a) Sample space
- b) Union
- c) Joint probability
- e) Event

**47. Draw Venn Diagram for the Intersection of not A and B, if  $A = [2, 5, 8, 10]$ ,  $B = [1, 2, 5, 8, 9]$ ,  $S = [1, 2, 3, 4, 5, 6, 7, 8, 9, 10]$ . Intersection of not A and B is:**

- a) 3, 4, 6, 7
- b) 2, 5, 8
- c) 1, 9
- d) 1, 2, 5, 8, 9

**48. Draw Venn Diagram for the Intersection of not A and B, if  $A = [1, 5, 8, 10]$ ,  $B = [1, 2, 5, 9]$ ,  $S = [1, 2, 3, 4, 5, 6, 7, 8, 9, 10]$ . Intersection of not B and A is:**

- a) 8, 10
- b) 2, 5, 8
- c) 1, 9
- d) 1, 2, 5, 8, 9

**49. Complement Rule is:**

- a)  $P(A') = 1 - P(A)$
- b)  $P(A \cup B) = P(A) + P(B) - P(A \cap B)$
- c)  $P(A|B) = P(A \cap B) / P(B)$
- d)  $P(A|B) = P(A \cap B) * P(B)$

**50. A personnel officer has 8 candidates to fill 2 similar positions, 4 candidates are men, and 4 are women. If, every combination of candidates is equally likely to be chosen, what is the probability that women will be hired to both positions (in percentage)?**

- a) 45.56
- b) 21.43
- c) 28.00
- d) 6.00

**51 Let C and D be two events. Then Bayes' theorem states that:**

- a)  $P(C|D) = [ P(C|D) * P(D) ] / P(C)$
- b)  $P(D|C) = [ P(C|D) * P(D) ] / P(C)$
- c)  $P(D|C) = [ P(C) * P(D) ] / P(C|D)$
- d)  $P(C|D) = [ P(C) * P(D) ] / P(C|D)$

**52. Find the median to the next data set:**

Interval	Frequency	<i>S</i>
1-3	7	7
4-6	8	15
7-9	4	19
10-12	4	23
13-15	2	25

- a) 10
- b) 6.06
- c) 12.50
- d) 6.90



**53. A z-score greater than zero indicates that:**

- a) The value is greater than the standard deviation
- b) The value is greater than the mean
- c) The value is less than the mean
- d) The value is less than the standard deviation

**54. The distribution of  $\chi^2$  depends on one parameter:**

- a) df – the number of degrees of freedom
- b) s – standard deviation
- c) z-score
- d) a and b regression coefficients

**55. The  $\chi^2$  test is always testing what scientists call the null hypothesis, which states that there is:**

- a) no significant difference between z-score and observed result
- b) no significant difference between the expected and observed result
- c) no significant difference between deviations and z-score
- d) no significant difference between a and b regression coefficients

**56. Assume a normal distribution with known population variance. Calculate the width to estimate the population mean with 90% confidence level,  $n = 100$ ,  $\sigma^2 = 169$ .**

- a)  $\bar{x} \pm 2.132$
- b)  $\bar{x} \pm 4.25$
- c)  $\bar{x} \pm 1.64$
- d)  $\bar{x} \pm 0.05$

**57. Regression Analysis is a statistical technique that actually explains:**

- a) the change in dependent variable due to movement in other independent variables
- b) significant difference between the expected and observed result
- c) significant difference between a and b regression coefficients
- d) the change in independent variable due to movement in other dependent variable

**58. If turnover's quarterly growth rate is 2.1, 3.5, 5, 6 % – what will be the geometric mean of quarterly growth rate (in %)?**

- a) 4.14
- b) 0.0414
- c) 1.17
- d) 0.0117

**59. If turnover's quarterly growth rate is -2, 1.5, 3, 6 % – what will be the geometric mean of quarterly growth rate (in %)?**

- a) 1.02
- b) 2.12
- c) 2.08
- d) 0.02

**60. The \_\_\_\_\_ is a measure of relative dispersion that expresses the standard deviation as a percentage of the mean (provided the mean is positive).**

- a) IQR
- b) Coefficient of variation
- c) Variance
- d) Standard deviation

**61. Compute CV (Coefficient of variation), if Standard deviation is \$5.00, the mean is \$45.60, variance is \$25.00.**

- a) 5.48

- b) 20.00
- c) 10.96
- d) 0.55

**62. Data set: 16 12 5 34 23 8 30 17 3 7 12 28. Interquartile range (IQR) is?**

- a) 6.50
- b) 7.25
- c) 19.50
- d) 31

**63. Compute CV (Coefficient of variation), if Variance is 4.00, Median is 50.00, Mean is 8.00, IQR is 7.00.**

- a) 25.00
- b) 50.00
- c) 0.50
- d) 8.00

**64. A \_\_\_\_\_ of a population parameter is a function of the sample information that produces a single number called a point estimate.**

- a) Point estimator
- b) Estimator
- c) Unbiased estimator
- d) Random variable

**65. What is unbiased, most efficient (assuming normality) point estimator of population parameter mean?**

- a) Median
- b)  $\bar{X}$
- c) Proportion, P
- d) Variance,  $s^2$

**66. For Confident Intervals based on the Normal Distribution we should use:**

- a) Poisson formula
- b) Bernully formula
- c) z-score
- d) Confidence level always 0.05

**67. Assume a normal distribution with known population variance. Calculate the LCL for  $\bar{x} = 510$ ;  $n = 225$ ;  $\sigma^2 = 400$ ;  $\alpha = 0.10$**

- a) 562.2667
- b) 512.1867
- c) 510.0
- d) 507.8133

**68. Assume a normal distribution with known population variance. Calculate the UCL for  $\bar{x} = 85$ ;  $n = 225$ ;  $s^2 = 400$ ;  $\alpha = 0.05$**

- a) 82.3867
- b) 87.3867
- c) 111.6667
- d) 115.6667

**69. Find the standard error to estimate the population mean (population variance unknown) for  $n=25$ , 95% confidence level,  $s=9$ :**

- a) 0.7430
- b) 0.36
- c) 2.064

d) 1.96

**70. Ten people in one large metropolitan area were asked to record the time (in minutes) that it takes them to drive to work: 30 45 60 25 35 90 15 30 35 40. Calculate the width for a 95% confidence interval for the population mean time spent driving to work.**

- a) 15.0846
- b) 55.5846
- c) 30.1692
- d) 25.4154

**71. For data set, 30 45 60 25 35 90 15 30 35 40, calculate marginal error (ME):**

- a) 30.1692
- b) 15.0846
- c) 55.5846
- d) 25.4154

**72. A random variable having the chi-square distribution with  $df=n-1$  degrees of freedom will be denoted by  $X^2_{n-1}$  for which:**

- a)  $P(X^2_{n-1} > X^2_{n-1,a}) = a$
- b)  $P(X^2_{n-1}) = a$
- c)  $P(X^2) = a$
- d)  $P(x) = 1-a$

**73. Confidence Intervals for the Variance of a Normal Population is building using:**

- a) Normal distribution
- b) Chi-square distribution
- c) Poisson distribution
- d) Other

**74. Battery manufacturer claims its product lasts at least 6000 hours, on average a sample of 80 batteries is tested. The average time before failure is 5950 hours, with standard deviation 400 hours. Should the manufacturer's claim be accepted or rejected?**

- a)  $z=-1.11$ ,  $H_0$  can be accepted
- b)  $z=-1.11$ ,  $H_0$  can be rejected
- c)  $z=1.11$ ,  $H_0$  can be accepted
- d)  $z=1.11$ ,  $H_0$  can be rejected

**75. Car accumulator manufacturer claims its product lasts at least 160 000 hours, on average a sample of 60 accumulators is tested. The average time before failure is 156 000 hours, with standard deviation 4 000 hours. Should the manufacturer's claim be accepted or rejected? Draw the picture of the distribution, include critical value(s) and region(s) of rejection.**

- a)  $z=7.5$ ,  $H_0$  can be accepted
- b)  $z=7.5$ ,  $H_0$  can be rejected
- c)  $z=-7.75$ ,  $H_0$  can be accepted
- d)  $z=-7.75$ ,  $H_0$  can be rejected

**76. Visitors to a supermarket in Singapore were asked to complete a customer service survey. Does the answer to question «Have you visited this store before?» categorical or numerical?**

- a) categorical ordinal
- b) categorical nominal
- c) numerical discrete
- d) numerical continuous

**77. Visitors to a supermarket in Singapore were asked to complete a customer service survey. Does the answer to question «How would you rate the level of customer service you received today on a scale from 1 (very poor) to 6 (very good)?» categorical or numerical?**

- a) categorical ordinal
- b) categorical nominal
- c) numerical discrete
- d) numerical continuous

**78. Visitors to a supermarket in Singapore were asked to complete a customer service survey. Does the answer to question «How much money did you spend in the store today?» categorical or numerical?**

- a) categorical ordinal
- b) categorical nominal
- c) numerical discrete
- d) numerical continuous

**79. What does Box-and-Whisker Plot show?**

- a) Line graph
- b) z-score
- c) Five-number summary
- d) Confident interval

**80. What is Approximate Mean in Statistics?**

- a) Mean for interval data
- b) Mean for small sample
- c) Mean for large sample
- d) Coefficient of Variation