

All fifty questions are compulsory and must be attempted

Question 1:

Which of the following statement is true?

- A. Strong values improve corporate performance.
- B. Strong values can replace rule and controls in an organisation.
- C. Strong values minimize conflict within an organisation.
- D. Strong values are dangerous if they filter out uncomfortable environmental information.

Question 2:

Corporate governance is essentially of what significance?

- A. Control system.
- B. Strategic importance.
- C. Risk management.

Question 3:

Breaking up the market is to different group, which each have common needs, wants preferences is Known as

Which of the options below correctly fills blank?

- A. Undifferentiated marketing.
- B. Marketing mix.
- C. Mass marketing.
- D. Market.

Question 4:

According to the theory of the firm, which of the following statements describes an oligopoly?

- A. There are no barriers to entry into or exit from the market.
- B. There is only one producer in the market.
- C. There are four producers exerting considerable influence in the market.
- D. There are many producers but they each use product differentiation to distinguish themselves from each other.

Question 5:

Using the point method, what is the price elasticity of demand of product X as price falls from its current price of \$ 20 to \$ 15?

	Old	New
Price	20	15
Quantity	10	15

- A. 0.5
- B. 1
- C. 1.5
- D. 2

Question 6:

Suppose that, in a certain advanced industrialised country, the government has applied price control over rents of both public and private rented accommodation for a number of years, and serious problem at widespread homelessness has built up. Dust recently; the rent price controls have been eased. Which of the following consequences should now occur?

- 1. An increase in homelessness.
 - 2. In the longer term, an increase in new building work.
 - 3. The provision of more rented accommodation.
 - 4. Fewer owner-occupied dwellings.
- A. Consequences 1 and 2.
 - B. Consequences 2 and 3.
 - C. Consequences 3 and 4.
 - D. Consequences 1 and 4.

Question 7:

What is an inferior good?

- A. A good of such poor quality that demand for it is very weak.
- B. A good for which the cross elasticity of demand with substitute product is greater than 1.
- C. A good for which demand will fall as household income rises.

Question 8:

ABC produces a variety of soft drink. It has two competitors but all three producers use product differentiation to distinguish themselves from each other. What type of the market is this?

- 1) Perfect competition.
- 2) Monopoly.
- 3) Monopolistic competition.
- 4) Oligopoly.

Question 9:

The following with one exception, are areas in which an integrated accounting software package has advantages compared to a series of separate (stand - alone) dedicated programs. Which is the exception?

- A. Efficiency in updating data
- B. Flexibility.
- C. Data integrity.
- D. Specialised.

Question 10:

Which function in an organisation is responsible for ensuring that only properly authorised purchases which are necessary for the business are made?

- A. Goods in wards.
- B. Finance/account.
- C. Purchasing/procurement.
- D. Production/operation.

Question 11:

Which of the following is a benefit of decentralisation?

- A. Decision is made at one place in the organisation.
- B. Reduction in bureaucracy.
- C. Better crisis management.
- D. Improves motivation of junior managers.

Question 12:

A narrow span of control would be suitable where:

- A. The team is not dispersed across a wide area.
- B. The work is of a routine nature.
- C. There is little similarity between team members work.
- D. The team is very experienced.

Question 13:

Which of the following features of organisational structure is not associated with flexibility and adaptability?

- A. Horizontal structure.
- B. Shamrock organisation.
- C. Scalar chain.

Question 14:

Which of the following is the role of the secondary secretary of a committee?

- A. Guiding discussion in committee meetings.
- B. Selecting members of the committee.
- C. Taking and circulating minutes of the meeting.
- D. Determining the agenda of the meeting.

Question 15:

Which two of the following steps would be classified as job enrichment?

- A. Giving an employee freedom to decide how the job should be done.
- B. Increasing the number of tasks an employee participates in.
- C. Transferring an employee from one job to another.
- D. Encouraging employee participation in planning decisions of superiors.
- E. Dividing a job up into a small number of sequential tasks.

Question 16:

Data security is crucially important to an organisation certain types of data may be particularly at risk. To which of the following would this apply?

- A. Personal and private information.
- B. Information relating to the security of the organisation.
- C. Information integral to the outcome dealings in the organisation.
- D. Information integral to the organisation standing and competitive advantage.

Question 17:

Which of the following is NOT likely to result from a fall in the exchange rate?

- A. Stimulus to exports.
- B. An increase in the costs of imports.
- C. Reducing demand for imports.
- D. Reduction in the rate of domestic inflation.

Question 18:

Most management reports are made meaning full by the use at comparison. Which of the following comparison is/are likely to be made by an organisation in reviewing financial data?

- A. With other organisation.
- B. With budget.
- C. With forecast.
- D. With periods.

Question 19:

These are several possible risks to data in the work place. These include human error, technical malfunction and which of the following?

- A. Catastrophic errors.
- B. Malicious damage.
- C. Dishonesty.
- D. Political upheaval.

Question 20:

Which type of an employment arises from a permanent reduction in demand for the products supplied by single industry or group industries with traditionally large work force?

- A. Frictional.
- B. Structural.
- C. Cyclical.
- D. Seasonal.

Question 21:

The learning cycle developed by David Kolb is process for..... learning.
Which of the following words correctly completes this sentence?

- A. Programmed.
- B. Experiential.
- C. Action.

Question 22:

The bargaining power of customers in an industry will be greater in which of the following circumstances?

- A. There are one or two dominant suppliers in the industry.
- B. The product is highly important to the customers' business.
- C. There are many customers in the industry.
- D. Switching costs are low.

Question 23:

The demand for fashion goods is not influenced by?

- A. Price.
- B. A locative inefficiency among producers.
- C. The distribution of income among households.
- D. Exception of future price changes.

Question 24:

A company has advertised for staff who must be at least 1.88 meters tall and have been continuous full-time employment for at least five years.

Which of the following is the legal term for this practice?

- A. Direct discrimination.
- B. Indirect discrimination.
- C. Victimisation.
- D. Implied discrimination.

Question 25:

Different types of power may be exercised within an organisation over different individuals.

Which type of power is associated with formal authority?

- A. Resource power.
- B. Expert power.
- C. Position power.

Question 26:

Which two of the following are criticisms of relativism?

- A. It takes no account evolving norms.
- B. It leads to a philosophy of anything goes.
- C. It makes short-term desires equivalent to longer-term interest.
- D. It is based on a fundamental contradiction.

Question 27:

Which of the following areas is not an advantage of using e-mail as a communication tool?

- A. Security.
- B. Speed.
- C. Multiple recipients.
- D. Versatility.

Question 28:

Which approach appraisal interviewing gives the interviewer least critical and dominant?

- A. Tell and sell.
- B. Tell and listen.
- C. Operational.
- D. Clan.

Question 29:

What of the following are examples of weak financial control procedures?

- A. Suppliers not being paid on time.
- B. Debtors not paying within credit limits.
- C. Excessive bad or doubtful debts.
- D. All of the above.

Question 30:

Which of the following would not form part of fraud response plan?

- A. Suspending staff suspected fraudulent activity.
- B. Investigating the activities contacts of suspected fraudster.
- C. Changing passwords for computer access.
- D. Fraud awareness training and recruitment controls.

Question 31:

Which of the following is an external stakeholder?

- A. Professional body.
- B. Customer.
- C. Supplier.
- D. Bank.

Question 32:

Businessesare a set of moral principle to guide behavior in business contexts.

Which of the following words correctly completes the sentence?

- A. Objectives.
- B. Controls.
- C. Ethics.
- D. Disciplines.

Question 33:

Which part of SWOT analysis considers external environmental factors?

- A. Strength and weaknesses.
- B. Strength and threats.
- C. Opportunities and threats.
- D. Opportunities and weaknesses.

Question 34:

Which of the following would be classed as a contingency control an information system?

- A. Password-only to access the system.
- B. System recovery procedures.
- C. Audit trails.
- D. Data validation procedures.

Question 35:

Which of the following is the MAIN function of marketing?

- A. To maximise sale volume.
- B. To identify and anticipate customer need.
- C. To persuade potential consumers to convert latent demand into expenditure.
- D. To identify suitable outlets for goods and services supplied.

Question 36:

Which of the following is not purpose of performance appraisal?

- A. Job evaluation.
- B. Identification of training needs.
- C. Succession planning.

Question 37:

The preparation and filing of account by limited companies each year is required by which of the following?

- A. Codes of corporate governance
- B. National legislation.
- C. International accounting standards.
- D. Local accounting standards.

Question 38:

The following – with one exception, are potential problems for time management – which is the exception?

- A. An open-door policy of management.
- B. A social work group.
- C. An assertive style communication.

Question 39:

Which of the following statements is true in relation to the average revenue function of business in a perfect market?

- A. It is diagonal.
- B. It is horizontal.
- C. It is vertical.

Question 40:

The total level of demand in the company is made up of consumption,, government expenditure and net gains from international trade.

Which of the following correctly completes the sentence above?

- A. Savings.
- B. Taxation.
- C. Investment.

Question 41:

..... economic growth is determined by supply-side rather than by demand side factors.

Which word correctly completes this statement?

- A. Actual.
- B. Potential.
- C. National.

Question 42:

Which of the following is an approach to ethics which combines a concern for the law with an emphasis on managerial responsibility?

- A. Compliance based.
- B. Integrity based.
- C. Environmental based.
- D. Economic based.

Question 43:

Which of the following statements is a definition of probity?

- A. Open and clear disclosure of all relevant information.
- B. Telling the truth and not misleading stakeholders.
- C. Accepting the blame or credit for decisions.
- D. Answering in some way for the consequences of its actions.

Question 44:

An organisation is a social arrangement which pursues collective Which controls its own performance and which has a boundary separating it from its environment?

Which of the following words best completes this sentence?

- A. Ambitions.
- B. Duties.
- C. Goals.

Question 45:

Vocabulary and style should contribute to the clarity at message in a presentation. It is recommended that short simple sentences are used and the presenter should avoid certain expressions which three from the following list should be avoided?

- i. Acronyms.
 - ii. Jargon.
 - iii. Colloquialisms.
 - iv. Double meanings.
- A. (i), (ii) and (iii).
 - B. (ii), (iii) and (iv).
 - C. (i), (ii) and (iv).
 - D. (i), (iii) and (iv).

Question 46:

Which of the following costs, which might be incurred before or during the development of an information.

- i. Hardware purchase.
 - ii. Costs of testing the system.
 - iii. Software purchase cost.
 - iv. Installation costs.
- A. (i), (ii) and (iii).
 - B. (ii), (iii) and (iv).
 - C. (i), (ii) and (iv).
 - D. (i), (iii) and (iv).

Question 47:

..... are mental states (made up of thoughts, feelings and intentions) which influence an individual's response to all objects and situations with which they are related.

Which word correctly completes this definition?

- A. Personality traits.
- B. Perceptions.
- C. Attitudes.
- D. Emotional.

Question 48:

Three of the following strategies are closely related.

Which is the exception?

- A. Downsizing.
- B. Delegating.
- C. Delaying.
- D. Outsourcing.

Question 49:

The following, with one exception are claimed as advantages for job enrichment as form of job re-design. Which is the exception?

- A. It increases job satisfaction.
- B. It enhances quantity of output.
- C. It replaces monetary rewards.
- D. It reduces supervisory costs.

Question 50:

Which one of the following is not an offence relating to money laundering?

- A. Concealing the proceeds of criminal activity.
- B. Tipping off.
- C. Dealing in price affected securities.
- D. Failing to report suspicion of money laundering.

Answer F1
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First Section

- 5) **C**
- 6) **A**
- 7) **B**
- 8) **C**
- 9) **A**
- 10) **C**
- 11) **A**
- 12) **C**
- 13) **B**
- 14) **B**
- 15) **B**
- 16) **A**
- 17) **C**
- 18) **A**
- 19) **A**
- 20) **C**
- 21) **B**
- 22) **B**
- 23) **C**
- 24) **B**
- 25) **B**
- 26) **B**
- 27) **A**
- 28) **D**
- 29) **C**
- 30) **C**
- 31) **B**
- 32) **C**
- 33) **A**
- 34) **D**
- 35) **B**
- 36) **C**
- 37) **B**
- 38) **D**
- 39) **A**

- 40) **C**
- 41) **C**
- 42) **D**
- 43) **D**
- 44) **C**
- 45) **A**
- 46) **A**
- 47) **A**
- 48) **C**
- 49) **C**
- 50) **D**
- 51) **C**
- 52) **C**
- 53) **B**
- 54) **B**