Business Decision Making

1) Which one of these represent the broad statements of where the organization wants to be in the future?
   a. strategic goals
   b. tactical goals
   c. tactical plans
   d. operational goals

   Competency: Business plans

2) Which one of the following is not a part of the business plan?
   a. economics of the business
   b. critical risks, problems, and assumptions
   c. exit strategies
   d. market research and analysis

   Competency: Business plans

3) There are five levels of concern in business ethics. The most fundamental effort should be directed at the __________ level.
   a. organizational
   b. international
   c. societal
   d. individual

   Competency: Ethics and social responsibility

4) What are the basic financial statements provided in an annual report?
   a. balance sheet, income statement, statement of cash flows, and statement of owner's equity
   b. balance sheet and income statement
   c. statement of financial earnings and statement of stockholder’s equity
   d. balance sheet, income statement, and statement of cash flows

   Competency: Financial management plan
5) The Federal Trade Commission (FTC) has a number of tools for ensuring compliance. The one most commonly used is:
   a. trade regulation rules
   b. voluntary compliance
   c. cease and desist orders
   d. consent orders

   **Competency:** Government regulations

6) Which one of the following tests provides the most valid results for an assembly line position?
   a. work sample test
   b. written aptitude test
   c. personality test
   d. intelligence test

   **Competency:** Human Resource management

7) Georgia enacts a state law that violates the U.S. Constitution. Which one of the following is true?
   a. It can be enforced by the United State Supreme Court only.
   b. It can be enforced by Georgia only.
   c. It can be enforced by the federal government only.
   d. It cannot be enforced.

   **Competency:** Legal issues

8) Which one of the following is **not** a common use of the Internet in the globalization of the marketplace?
   a. product support
   b. direct marketing
   c. denigrate the competition
   d. linking of vendors to buyers all along the supply chain

   **Competency:** Marketing management
9) Which one of the following is not one of Mintzberg's three managerial roles?
   a. supervisor
   b. interpersonal
   c. informational
   d. decisional

   **Competency:** Principles of business ownership and management

10) The standard-setting organization that establishes modified accrual accounting standards for not-for-profits is called:
   a. Federal Accounting Standards Advisory Board (FASAB)
   b. Government Accounting Standards Board (GASB)
   c. Security and Exchange Commission (SEC)
   d. Financial Accounting Standards Board (FASB)

   **Competency:** Taxation

**ANSWER KEY**
1. a
2. c
3. d
4. a
5. b
6. a
7. d
8. c
9. a
10. b