1. Which one of the following is most commonly used to measure corporate performance in terms of profit?
   a. PRI
   b. CAD
   c. DST
   d. ROI

2. In an organization, managers who think strategically have developed this skill.
   a. watching
   b. writing
   c. learning
   d. supervising

3. Strategic planning is best defined as:
   a. values and ideals of the organization
   b. the process to pursue an organization's mission and meet the demands of the environment
   c. short-term objectives
   d. the development of a short mission

4. NAFTA was launched during:
   a. 1996
   b. 1998
   c. 1994
   d. 1997

5. Which one of the following is an incorrect statement regarding strategic planning?
   a. A short-term commitment of resources is required by strategic planning.
   b. Effective strategic planning can aid a retailer in contending with competitors.
   c. Ineffective strategic planning can lead to a decrease in a retailer's level of profitability.
   d. Strategic planning takes into consideration how a retailer responds to the environment.

6. Which one of the following is not a major merchandising decision that a company must make during the development of the merchandise budget?
   a. What will be the anticipated sales for the department, division, or store?
   b. What additional purchases must be made during the season?
   c. What gross margin should the department, division, or store contribute to the overall profitability of the company?
   d. What markups from the original retail price must be made in order to dispose of all of the merchandise brought into the store?

7. The business community has become interested in two standards that have been developed as generic management systems standards. What are these two systems?
   a. ISO 7000 and ISO 14000
   b. ISO 9000 and ISO 14000
   c. ISO 7000 and ISO 8000
   d. ISO 7000 and ISO 9000
8. What are the two focal emphases of the ISO environmental standards?
   a. sampling and testing methods and proactive approach to environmental issues
   b. service and product quality and limited raw materials used
   c. quality raw materials and green package tracking
   d. going green and recycling of materials used

9. The ISO is a nongovernmental organization that was established in_______ to promote the development of standardization throughout the world.
   a. 1947
   b. 1937
   c. 1967
   d. 1957

10. The ISO 14000 is a set of polices to protect the:
    a. plant environment
    b. environment internationally
    c. raw materials environment
    d. local environment
Management Analysis & Decision Making Answer Key

1. D
2. C
3. B
4. C
5. A
6. D
7. B
8. A
9. A
10. B