

# DUMPS ARENA

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**QUESTION NO: 1**

Michael

E. Porter introduced a framework describing which three competitive strategies?

- A. Low-cost leadership, Productivity and Focus
- B. Low-cost leadership, Differentiation and Focus
- C. Official goals, Differentiation and Design
- D. Low-cost leadership, Differentiation and Effectiveness

E. Porter introduced a framework describing which three competitive strategies?

**ANSWER: B**

**QUESTION NO: 2**

The most common inventory control system used for handling dependent demand inventory is called:

- A. Dependent demand Inventory planning
- B. Enterprise Inventory planning
- C. Material requirements planning
- D. Inventory factoring planning

**ANSWER: C**

**QUESTION NO: 3**

Some employees have a \_\_\_\_\_ program in which vacation time, holidays, and sick leave for each employee are combined into its that account.

- A. non-faulty
- B. paid time-off
- C. value-added
- D. relief-sanction

**ANSWER: B**

**QUESTION NO: 4**

Which of the following is NO the step in developing job descriptions and job specifications?

- A. Draft job descriptions and specifications
- B. Review and compile data
- C. Review drafts with managers and employees
- D. Identify recommendations

**ANSWER: B**

**QUESTION NO: 5**

When inventory moves so fast that firms essentially hold zero inventory on hand, they are following a system known as:

- A. slant supply chain
- B. lean supply chain
- C. slender supply chain
- D. spare supply chain

**ANSWER: B**

**QUESTION NO: 6**

The formula used to calculate the Contribution Margin Ratio is:

- A. Contribution Margin Ratio = (purchases – fixed costs) / sales
- B. Contribution Margin Ratio = (purchases – variable costs) / sales
- C. Contribution Margin Ratio = (sales – fixed costs) / sales
- D. Contribution Margin Ratio = (sales – variable costs) / sales

**ANSWER: D**

**QUESTION NO: 7**

\_\_\_\_\_ has a wide span, is horizontally dispersed, and has fewer hierarchical levels.

- A. Tall structure
- B. Centralized structure
- C. Flat structure
- D. Decentralized structure

**ANSWER: C****QUESTION NO: 8**

What brought by a shareholder or a class of shareholders against the corporation based upon the ownership of shares?

- A. Direct suits
- B. Derivative suits
- C. Shareholder suits
- D. Capital suits

**ANSWER: A****QUESTION NO: 9**

\_\_\_\_\_ are targets and tolerances determined by designers of products and services.

- A. Terms
- B. Specifications
- C. Constraints
- D. Provision

**ANSWER: B****QUESTION NO: 10**

Which strategy is made complex by momentary exchange factors as well as by firms often being required to countertrade, that is, to trade by barter or a similar system?

- A. International service strategy
- B. Standardize productivity strategy
- C. International pricing strategy
- D. Information technology and service strategy

**ANSWER: C**

#### **QUESTION NO: 11**

What refers to the basic management systems necessary to function effectively and carryout the principles of total quality?

- A. Infrastructure
- B. Practices
- C. Processes
- D. None of the above

**ANSWER: A**

#### **QUESTION NO: 12**

Instead of requiring the payment of cash at the time services are provided or goods are sold, a business may accept payment at a later date, such revenues are called:

- A. fees on account
- B. earnings on account
- C. credit on account
- D. liability on account

**ANSWER: A**

#### **QUESTION NO: 13**

Form of brand promotion that ties a brand to a meaningful cultural, social, athletic, or other type of high-interest public activity is known as:

- A. Purchase-related marketing
- B. Cause-related marketing
- C. Even-related marketing
- D. Corporate-related marketing

**ANSWER: C**

**QUESTION NO: 14**

The process of planning and executing the conception, pricing, promotion, and distribution of ideas, goods, and services to create exchanges that satisfy individual and organizational goals is called:

- A. Marketing
- B. Promotion
- C. Selling
- D. Advertising

**ANSWER: A**

**QUESTION NO: 15**

In which phase, the builders create the files from transactional databases and save them on the server that will hold the data warehouse?

- A. Extraction phase
- B. Cleansing phase
- C. Loading phase
- D. Execution phase

**ANSWER: A**