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1) Public Accountants generally perform these services:

- A. Income tax services, Management Advisory services, and independent auditing services
- B. Internal auditing, Income tax services and management controlling.
- C. Public accounting, private accounting and budgeting.
- D. None of the above is correct.

2) Identify the organization created by Congress to regulate security markets including flow of information from companies to public:

- A. TVM
- B. NPV
- C. IRR
- D. SEC

3) Select the term that describes a cash distribution to a Corporation's Stockholders:

- A. Paid out Capital
- B. Cash Management
- C. A dividend
- D. None of these

E. All of the above are correct

4) Frederick Winslow Taylor work/book entitled the principles of Scientific Management is published, in:

- A. 1875
- B. 1901
- C. 1911
- D. None of these

5) One of the most successful Industrialists and the father of Modern Personnel Management is:

- A. F.W. Taylor
- B. James Watt
- C. C. Babbage
- D. Robert Owen

6) Who has the major Contributions in the Theory of Bureaucracy:

- A. Henry Gantt
- B. Hanri Fayal
- C. W.D. Scatt
- D. Max Weber
- E. None of these

7) Which one, of the following MNCs Multinational Co.) has the higher revenues

**during mid.
1990s:**

- A. General Motor
- B. IBM
- C. AT &T
- D. General Electric
- E. None of the above

8) Give the, name of the author who has the major contributions in the field of marketing:

- A. H. Koontz
- B. W.J. Stanton
- C. P.B. Miller
- D. Gitt Man
- E. All of these

9) The profit margin is a ratio between the corporation"s net income and:

- A. Total expense
- B. Total assets
- C. Cost
- D. Total revenues
- E. None of the above

10) MNCs are responsible for the majority of Foreign Direct Investment FDIs) and have a higher revenues than the national income of some of the

countries they serve:

- A. Fully agreed
- B. Not agreed
- C. It is not possible
- D. None of these

11) Earned but uncollected revenues, that are recording the adjusted process, recorded with a credit to the revenues and debit to the expense is called:

- A. Adjusted Trail balance
- B. Expenses
- C. Accrued revenues
- D. None of these

12) Which one of the following is not a part/variable of the marketing Mix 4Ps):

- A. Product
- B. Price
- C. Place
- D. Person
- E. None of these

13) The major steps in the accounting cycle are the following:

- A. The procedure used in worksheet
- B. Begin with Trail Balance
- C. Completed only once in business life
- D. None of the above
- E. All of these

14) Which of the following items is not unique to the financial statements of merchandising Companies?

- A. Cost of good sold
- B. Gross profit
- C. Account receivable
- D. Net sales
- E. All of the above
- f) None

15) The repairs made to keep a plant/asset in normal and good operating condition are called:

- A. Plant Management
- B. Operation Management
- C. Ordinary repairs

16) A company that owns more than 50% shares of another company and controls that corporation is known as:

- A. Subsidizing
- B. Consolidated CO.
- C. None of these

17) The process of individual growth in the full utilization of a person"s managerial capabilities is called management development:

- A. True

B. False

18) Promotion is not a part of marketing:

- A. Agreed
- B. Not agreed
- C. None of these

19) A way of analyzing leadership style where leaders are classified on a grid with TWO dimensions is called:

- A. Managerial grid
- B. Two way theory
- C. None

20) Robert Owen is known as the Father of Modern Personnel Management:

- A. Yes
- B. No
- C. May be Taylor