

**Question 1**

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Flag question

Someone who invests money but has no part in managing the business is:

- a. Silent partner
- b. Sole proprietor
- c. General partner
- d. Principal

**Question 2**

Not yet answered

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Flag question

The most important step in the process of starting a business is \_\_\_\_\_

- a. creating a business plan
- b. getting financing
- c. generating a mission statement
- d. assembling a team of managers

**Question 3**

Not yet answered

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Flag question

In a SWOT analysis, strengths and weaknesses are factors that are \_\_\_\_\_ to the firm, while opportunities and threats are factors that are \_\_\_\_\_ to the firm.

- a. internal; external
- b. relevant; irrelevant
- c. external; internal
- d. irrelevant; relevant

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**Question 4**

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Flag question

The process of planning, organizing, leading, and controlling of a firm's sources to achieve its goals.

- a. management
- b. conceptual skills
- c. controlling
- d. time management skills

**Question 5**

Not yet answered

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Flag question

In a(n) \_\_\_\_\_, the buyer tries to convince enough shareholders to go against management and vote to sell.

- a. leveraged buyout
- b. initial public offering
- c. buy-in
- d. hostile takeover

**Question 6**

Not yet answered

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Flag question

What is the oldest, simplest, and the most common form of business ownership?

- a. cooperative
- b. sole proprietorship
- c. corporation
- d. partnership

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**Question 7**

Not yet answered

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Flag question

Which type of manager spends most of their time working with and supervising the employees who re

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- a. chief executive officers
- b. first-line managers
- c. information managers
- d. top managers

**Question 8**

Not yet answered

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Flag question

After Ramzi retired from the fire department, he decided to open a sandwich shop near the beach. He paid his start-up costs—licenses, building rental, refrigeration, ingredients, and

employee initial pay—with a loan he took out against his house. When a customer sued Ramzi, claiming she got sick from spoiled roast beef, Skip lost not only the business but also his house, his car, and part of his pension fund from the fire department. Which of the five disadvantages of being a sole proprietorship explains Ramzi fate

- a. being overstressed about time
- b. having management problems
- c. having unlimited financial liability
- d. not being able to sell the business

**Question 9**

A \_\_\_\_\_ is a legal entity, distinct from any individual



- a. being overstressed about time
- b. having management problems
- c. having unlimited financial liability
- d. not being able to sell the business

**Question 9**

Not yet answered

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Flag question

A \_\_\_\_ is a legal entity, distinct from any individual persons, with the power to own property and conduct business.

- a. sole proprietorship
- b. limited partnership
- c. corporation
- d. general partnership

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**Question 10**  
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Flag question

Bank of Palestine is organized as a corporation. Its income will be taxed at the corporate level and also on shareholder returns as dividends. What is this situation known as?

- a. double taxation
- b. double ownership
- c. regulatory costs
- d. dual costs

**Question 11**  
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Flag question

If PepsiCo sets out to increase its share of the snack food market by 10 percent during the next eight years, what kind of goal is the organization setting?

- a. a tactical goal
- b. an intermediate goal
- c. a long-term goal
- d. a short-term goal

**Question 12**  
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Flag question

A(n) \_\_\_\_\_ is a plan which is decided by a firm's top management and which reflects the company's priorities, as well as the steps needed to meet strategic goals.

- a. standing plan
- b. strategic plan
- c. tactical plan
- d. operational plan

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**Question 13**

Not yet answered

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Flag question

The past two decades have seen a \_\_\_\_ in the number of businesses owned by women and minorities.

- a. good decrease
- b. good increase
- c. moderate decrease
- d. no change

**Question 14**

Not yet answered

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Flag question

Which of the following is not a key advantage of sole proprietorships?

- a. ease of formation
- b. privacy
- c. satisfaction of working for oneself
- d. limited liability

**Question 15**

Not yet answered

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Which one is not a recognised key skill of management?

- a. Technical skills
- b. Conceptual skills
- c. Human skills
- d. Writing skills

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**Question 16**  
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Flag question

Which variable of SWOT analysis identifies changing consumer tastes, hostile takeover offers, and new government regulations

- a. internal factors
- b. opportunities
- c. threats
- d. strategies

**Question 17**  
Not yet answered  
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Flag question

What is the basic purpose of most cooperatives?

- a. to make a profit for its members
- b. to pay dividends to its members
- c. to make a profit for its customers
- d. to provide a service to its members

**Question 18**  
Not yet answered  
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Flag question

Sometimes a corporation buys and operates multiple businesses in compatible industries *الصناعات المتوافقة* as part of its corporate strategy. This is an example of what type of strategy

- a. e-partnering
- b. unrelated diversification
- c. customer-driven diversification
- d. Related diversification

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**Question 19**

Not yet answered

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Flag question

What is the primary purpose of setting a goal for an organization?

- a. Identifying threats and opportunities
- b. Assuring successes for the firm
- c. Providing guidance and direction for all managers
- d. Making workers think in quantitative terms

**Question 20**

Not yet answered

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Flag question

All is a person that invested money in a business, but has no part in managing the business is:

- a. Silent partner
- b. Principal
- c. General partner
- d. Sole proprietor

**Question 21**

Not yet answered

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Flag question

A business that is legally considered a separate entity from its owners and is responsible for its own debt is:

- a. A General partnership
- b. A Limited partnership
- c. A Corporation
- d. A Sole proprietorship

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**Question 22**

Not yet answered

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Flag question

A segment of the market that is not being exploited is referred to as:

- a. Established market
- b. Market segment
- c. New market
- d. Niche

**Question 23**

Not yet answered

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Flag question

What is the most important advantage of general partnerships?

- a. the ability to grow with the addition of new talent and money
- b. the increased role of luck
- c. the unlimited liability of the partnership
- d. the ease of implementing an effective control system

**Question 24**

Not yet answered

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Flag question

Which of the following business options makes it easiest for the owner to predict future business success?

- a. buying an existing business
- b. joining a cooperative
- c. spinning off from a corporation
- d. buying a franchise

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**Question 25**  
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Flag question

The process of providing focus for employees and motivating them to achieve organizational goals.

- a. Planning
- b. Effective
- c. Directing
- d. Controlling

**Question 26**  
Not yet answered  
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Flag question

Laila is a newly appointed manager. She wants to do a good job with regard to the controlling function of management. In terms of the control process, what is the first thing she should do

- a. Establish standards
- b. Adjust the standards
- c. Compare performance with standards
- d. Continue with current activities

**Question 27**  
Not yet answered  
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Flag question

Scenario.  
As a production supervisor, Joe decides on Friday afternoon how many units of output his employees will be able to produce and on which days certain products will be run in his department. He also decides which of his employees are going to be responsible for operating which machines within the department next week, as his employees are multi-skilled assemblers. On Monday, he informs his employees of their assignments to specific machines by handing out assignment sheets. He tells the



Question 27

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Flag question

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Scenario.

As a production supervisor, Joe decides on afternoon how many units of output his employees will be able to produce and on which days certain products will be run in his department. He also decides which of his employees are going to be responsible for operating which machines within the department next week, as his employees are multi-skilled assemblers. On Monday, he informs his employees of their assignments to specific machines by handing out assignment sheets. He tells the employees that the schedule is going to be difficult this week due to the increased number of units. He goes on to tell them that he is sure they can fulfill the schedule because they are such good and skilled employees. Each day during the week, Joe checks the amount of output that the employees have completed and the number of units that have been rejected.

When Joe decides how many units of output his employees will be able to produce and on which days certain products will be run, he is performing which of the management functions

When Joe checks the amount of output that the employees have completed and the number of units that have been rejected, he is performing which of the management functions

When Joe tells the employees that he is sure they can fulfill the schedule because they are such good and skilled employees, he is performing which of the management functions



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**Question 28**  
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Flag question

The ability to think abstractly, diagnose and analyse different situations and see beyond the present

- a. conceptual skills
- b. controlling
- c. decision-making skills
- d. corporate culture

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