**TEST BA FACSIMILE**

1. Which of the following business events **does not** affect profit?
2. Selling goods on credit
3. Depreciating a fixed asset
4. Repayment of a loan
5. Selling goods on cash
6. Company A sells computers. At the end of the fiscal year the company has a final inventory of 100 computers. The production cost of each computer is 50€ while the market value of each computer is 40€. What is the value of the inventory of Company A to be included among the assets?
7. 5000
8. 4000
9. 100
10. 1000

1. According to the international accounting standards, the research costs:
2. Must be capitalized
3. Must be expensed in the income statement
4. Can be capitalized only if they provide future benefits to the company
5. Can be capitalized only if they provide future benefits and the company is able to conclude the research project
6. According to the international accounting standards, an intangible assets with an indefinite useful life:
7. Must be amortized annually
8. Is subject to periodic and systematic impairment test
9. Is subject to annual impairment test
10. Must be allocated to a CGU
11. What is the operating cash flow according to the following accounting information? Total Sales 3000; Decrease in Receivables (from clients) 500; Amortization 500; Cost of Goods Sold 1000; Increase in Payables (to suppliers) 200; Decrease in Financial long term debt 1000.
12. 2300
13. 1300
14. 1700
15. 2700
16. The EBIT margin is calculated as:
17. Earnings before, interest and taxes
18. Earnings before interest and total stocks
19. Earnings before income retained and taxes
20. Earnings before income retained and third costs
21. The ROI – *Return on Invested Capital* is calculated as follow:
22. Net income/Shareholder equity
23. Operating profit margin/(Financial debts + Equity)
24. EBITDA/(Operating debts + Equity)
25. EBIT/(Financial debts + Operating Debt + Equity)
26. An allowance for doubtful debts should be accounted as:
27. Decrease in equity
28. Long term assets
29. Extraordinary costs
30. Operating costs
31. Company’s shareholders are:
32. Any person, company or institution that owns at least one share in the company
33. The most relevant individuals able to influence company’s results
34. Persons, groups or organizations that have interests or concerns in the company
35. The holders of the most relevant stakes in the board of directors
36. Organizational culture is
37. the set of shared values and norms that allows organization to reduce the external uncertainty
38. the set of shared values and norms that controls organizational member’ interaction with each other
39. the set of personal relationship that develop over time in an organization
40. the combination of shared values and formal tasks of an organization
41. When the level of coordination and mutual adjustment among functions is low, it is difficult for the organization to respond to customer and market demands. This is an example of
42. communication problem
43. measurement problem
44. customer problem
45. strategic problem
46. The role conflict is
47. the state of difficulty that occur when two functions have very different goals
48. the uncertainty that occurs for a person whose performance goal is not well defined
49. the state of opposition that occurs when two or more people have different views of what another person should do
50. the state of opposition that occurs when two or more people have different goals to reach
51. «It all depends! When you design the organizational structure, you have to consider the external forces affecting the strategy of the firm», states the
52. resource dependence theory
53. contingency theory
54. bureaucratic theory
55. taylorism
56. «The organization itself is very flat, having minimal hierarchical levels within each function and decentralized authority», said the CEO…because we adopt…
57. adhocracy
58. network structure
59. functional structure
60. divisional structure
61. Following Perrow’s model, if the task variability is low and the task analyzability is low, the technology is named:
62. craftworks
63. nonroutine research
64. routine manufacturing
65. engineering production
66. In the operations of an hotel, which of the following resources can be classified as an input transforming resource:
67. Staff who clean the hotel
68. The customers who stay in the hotel
69. The food that is used in the kitchen
70. Information about customers that are recorded in the hotel central server
71. What is the visibility dimension of an operation
72. How much the operation is exposed to its customers
73. How much the products of the operation are visible
74. How long the operation is available to be visited by customers
75. How much customers understand about the operation
76. Which of the following is an example of a mass service?
77. Restaurant
78. Consulting firm
79. TV station
80. Shop selling tailor-made suits
81. Which of the following sentences is NOT true:
82. A reduction in the dependability of the operations gives time savings
83. A reduction in the dependability of the operations increases costs due to an inefficient use of time
84. An increase in the dependability of the operations allows to improve the level of service to the customer
85. An increase in the dependability of the operations allows to improve the stability of the operations
86. A consumer who participates in the product development process is defined as a
87. Producer
88. Innovator
89. Prosumer
90. User
91. Which of the following is NOT a sampling method?
92. Simple random sample
93. Stratified random sample
94. Cheap sample
95. Convenience sample
96. Which of the following is NOT a product life cycle stage?
97. Introduction
98. Advertising
99. Growth
100. Maturity
101. In order to activate a CRM strategy, it is necessary to:
102. Gain as much information as possible on the customers
103. Give as much information as possible to the customers
104. Reach the customer anytime everywhere
105. None of the above
106. Which of the following is NOT one of the Porter’s five forces?
107. The competitive rivalry within the industry
108. The threat of new entrants
109. The bargaining power of suppliers
110. The bargaining power of labor unions
111. What is the legal minimum number of directors for a private limited company?
112. 1
113. 3
114. 5
115. 7
116. Which one of the following is not a right of a shareholder?
117. To receive a dividend declared by the company
118. To manage company affairs
119. To attend and vote a meetings
120. To receive the company's accounts
121. What are redeemable shares?
122. Shares kept by a company to be sold at a later date
123. Shares that carry rights in preference to other shares
124. Shares which when issued carry the right by the company to buy them back
125. Shares that cannot be, in any case, transferred on the stock market
126. In order to maximise its profit, a price taking firm produces a quantity of output y where its marginal cost MC exceeds its average cost AC. If p is the output price, what is the firm's marginal profit?
127. p – MC
128. p\*y – AC
129. (p-MC)y
130. (p-AC)\*y
131. In a monopoly, the demand for capital is given by
132. Rate of interest = marginal productivity of capital
133. Wages > marginal product of labour
134. Rate of interest < marginal product of capital
135. Wages=marginal product of labour
136. A monopolist's marginal cost is constant and equal to MC. The demand function the monopolist faces is p=10-2y where y is production and p is output price. To maximise its profit the monopolist sets:
137. p=MC
138. MR=10-4y=MC, where MR is marginal revenue
139. MC = minimum average cost
140. p = MR where MR is for marginal revenue