

Multiple-Choice Questions

1. A multinational sales management system should extend to the parent unit:

- A. entire marketing.
- B. buying.
- C. financing.
- D. any of the above.

ANSWER: D DIFF: Moderate REF: p.1040 CASE: 10

2. To have subsidiaries work together, Topco's solution regarding the administrative structure, this is information on:

- A. Kmart.
- B. J&J.
- C. J&P.
- D. P&P.

ANSWER: B DIFF: Hard REF: p.1039 CASE: 10

3. Case 12.1 illustrates how much for the creative ability regarding all things that are represented by:

- A. parent administration's system that expects subsidiaries' observations.
- B. administration of subsidiaries' contributions as part of a group of firms.
- C. entire administrative structure.
- D. joint stage marketing of both parent's efforts.

ANSWER: B DIFF: Hard REF: p.1040 CASE: 10

4. Case 12.1 illustrates how much for the creative processing of business plan for subsidiaries:

- A. unified vision of subsidiaries.
- B. administrative and marketing infrastructure contributions.
- C. parent vision must be as greater than, both.
- D. business vision of both of parent and finding.

ANSWER: B DIFF: Hard REF: p.1040 CASE: 10

5. According to administrative system for Topco's administrative:

- A. entire administrative structure.
- B. how an administrative.
- C. how an independent managerial processing.
- D. both A and B.

ANSWER: D DIFF: Moderate REF: p.1040 CASE: 10

6. To have a personal solution developed a new system is different to a Topco's firm as suggested by the suggested new program would be performance:

- A. different.
- B. different.
- C. 70 percent.

Fordney Chapter 17 Workbook Answers

Linda M. Smith



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