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# ETS MAJOR FIELD TEST IN BUSINESS

## Questions & Answers

In marketing research, a firm might consider using secondary data over primary data because

- a) secondary data usually cost less
- b) secondary data are usually more accurate
- c) primary data are usually non specific
- d) primary data are likely to be outdated - ANSWERSa) secondary data usually cost less

In organizational decision making, managers are able to exercise the greatest degree of discretion in the

- a) enforcement of internal policies
- b) settlement of legal disputes
- c) restructuring of outstanding loans
- d) compliance with federal regulations - ANSWERSa) enforcement of internal policies

The term "net working capital" refers to

- (A) inventories, receivables, and current notes and investments
- (B) assets divided by liabilities
- (C) current assets less short-term liabilities
- (D) net assets left over after subtracting cost of goods sold - ANSWERS(C) current assets less short-term liabilities

Dreamland Pillow Company sells the "Old Softy" model for \$20 each. One pillow requires two pounds of raw material and one hour of direct labor to manufacture.

Raw material costs \$3 per pound and direct production labor is paid \$4 per hour. Fixed supervisory costs are \$2,000 per month and Dreamland rents its factory on a five-year lease for \$4,000 per month. All costs are considered costs of production.

How many pillows must Dreamland produce and sell each month to earn a monthly gross profit of \$1,000?

- (A) 300
- (B) 350
- (C) 600
- (D) 700 - ANSWERS(D) 700

# Ets Major Field Exams Questions

**Yan Bai**



## **Ets Major Field Exams Questions:**

## **Ets Major Field Exams Questions** Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Ets Major Field Exams Questions**," written by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we will delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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