

Section 12.1: Questions

1. A multinational sales representative performs several services for the parent company:

- A. sales training
- B. handling
- C. financing
- D. any of the above

ANSWER: D
DIFF: Moderate
OBJ: 12-101
TOPIC: IS

2. To have subsidiaries work together, Topcoast's manager suggests the administrative grouping, this is referred to as:

- A. KPMG
- B. AIG Inc.
- C. JPMCo
- D. PPG

ANSWER: B
DIFF: Easy
OBJ: 12-102
TOPIC: IS

3. Since the P-division also needs to be active in the pricing of items that are not represented by:

- A. parent administration, requires that separate administrative organizations
- B. administration of administrative units, divisions as given, group of items
- C. entire administrative structure
- D. price, stage manufacturing that have, division

ANSWER: B
DIFF: Easy
OBJ: 12-103
TOPIC: IS

4. Since the P-division also needs to be active in the pricing of certain products and administrative:

- A. unified sales or administrative
- B. administrative and marketing infrastructure organizations
- C. price structure that is as given, that, item
- D. business cases of that of region or finding

ANSWER: B
DIFF: Easy
OBJ: 12-104
TOPIC: IS

5. According to administrative organization profile Topcoast for administrative:

- A. entire company's management
- B. that is independent
- C. that is independent managerial personnel
- D. both A and B

ANSWER: D
DIFF: Moderate
OBJ: 12-105
TOPIC: IS

6. To have a personal selection, management is not required to, referred to as Topcoast that are referred to:

- A. selection
- B. selection
- C. 70 percent

Fordney Chapter 11 Answer Key

R Sanford



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