
ETS MFT BUSINESS EXAM

The principal difference between variable costing and absorption costing centers on:

- a) whether variable manufacturing costs should be included as product costs
- b) whether fixed manufacturing costs should be included as product costs
- c) whether fixed manufacturing costs and fixed selling and administrative costs should be included as product costs
- d) none of these. - correct answer B

General Bikes is debating which marketing research options to employ. The traditional person-to-person methods have been effective; however, the new director of market research is campaigning for online-based research. What argument for this method might he/she use?

- a) Consumers are more relaxed at home in front of their computers, therefore it is more likely the responses will be truthful
- b) Online research has been standardized for each industry, making it easier to understand them
- c) A well-designed, Internet-based marketing research project can cost less and yield information faster than offline research
- d) Person-to-person methods most often incorporate researcher bias into the surveys and observations - correct answer C

Which of the following is an appropriate Federal Reserve action to stimulate the United States economy?

- a) Selling government bonds on the open market
- b) Increasing the discount rate
- c) Reducing the reserve requirement
- d) Cutting taxes - correct answer C

A small number of people with complementary skills who are committed to a common purpose, a set of performance goals, and an approach for which they hold themselves mutually accountable is referred to as a

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J Rink



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