

Section 17.1: Questions

1. A multinational sales representative performs several services for the parent company:
 - A. sales training.
 - B. handling.
 - C. financing.
 - D. none of the above.

ANSWER: B DIFF: Moderate OBJ: 17-01 TYPE: MC
2. To have salespeople work together, Topcoast's incentive system requires the salesperson to provide what is called an:
 - A. effort.
 - B. effort fee.
 - C. effort fee.
 - D. effort.

ANSWER: B DIFF: Easy OBJ: 17-01 TYPE: MC
3. Since the Pythagorean theorem is for the square property of triangles that are represented by:
 - A. a set of right-angled triangles where the square of the hypotenuse is equal to the sum of the squares of the other two sides.
 - B. a set of right-angled triangles where the square of the hypotenuse is equal to the sum of the squares of the other two sides.
 - C. a set of right-angled triangles where the square of the hypotenuse is equal to the sum of the squares of the other two sides.
 - D. a set of right-angled triangles where the square of the hypotenuse is equal to the sum of the squares of the other two sides.

ANSWER: B DIFF: Easy OBJ: 17-01 TYPE: MC
4. Since the Pythagorean theorem is for the square property of triangles that are represented by:
 - A. a set of right-angled triangles where the square of the hypotenuse is equal to the sum of the squares of the other two sides.
 - B. a set of right-angled triangles where the square of the hypotenuse is equal to the sum of the squares of the other two sides.
 - C. a set of right-angled triangles where the square of the hypotenuse is equal to the sum of the squares of the other two sides.
 - D. a set of right-angled triangles where the square of the hypotenuse is equal to the sum of the squares of the other two sides.

ANSWER: B DIFF: Easy OBJ: 17-01 TYPE: MC
5. According to a multinational representative, Topcoast's incentive system requires the salesperson to provide what is called an:
 - A. effort.
 - B. effort fee.
 - C. effort fee.
 - D. effort.

ANSWER: B DIFF: Moderate OBJ: 17-01 TYPE: MC
6. To have a personal incentive system, a salesperson is required to be:
 - A. a salesperson.
 - B. a salesperson.
 - C. a salesperson.
 - D. a salesperson.

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D Kirk



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