

# 2024 ETS MFT BUSINESS ACTUAL QUESTIONS WITH COMPLETE ANSWERS

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

- a. secondary data costs less
- b. secondary data is more accurate
- c. primary data are not specific
- d. primary data are likely outdated - CORRECT ANSWER>>>>a. Secondary data costs 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 - CORRECT ANSWER>>>>a. Enforcement of internal policies

The term "net working capital" refer to:

- a. inventories, receivables and current notes & investments
- b. assets divided by liabilities
- c. current assets less (-) short term liabilities
- d. net assets left over after subtracting cost of goods sold (COGS) - CORRECT ANSWER>>>>c. current assets less (-) short term liabilities

Dreamland Pillows: Q4: How many pillows must dreamland produce and sell each month to earn a gross profit of \$1000?

(model = \$20, 1 pillow = 2pds = \$6 material cost, 1 hr of labor = \$4, Fixed cost \$6000)

- a. 300
- b. 350
- c. 600
- d. 700 - CORRECT ANSWER>>>>700

$$(20x) - (6x + 4x + 6000) = 1000$$

# Ets Mft Business Study Guide

**JL Elias**



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