

1. What type of debtor-creditor relationship involves the acquisition and use of credit cards?
 - A. Customary
 - B. Unintentional
 - C. Voluntary
 - D. Implied
2. A manufacturer advises its distributors that they must achieve an extremely high level of sales next year to continue as channel members. This action is most likely to create
 - A. vertical conflict.
 - B. channel enlargement.
 - C. complex distribution patterns.
 - D. a comparative advantage.
3. When the salesperson did not return Mr. Adkins' calls about the status of his backordered stove, he cancelled his order. The salesperson lost the order because s/he
 - A. ordered the wrong stove.
 - B. failed to provide customer service.
 - C. couldn't get a hold of the vendor.
 - D. had incorrect customer contact information.
4. To build and repair bridges, Campbell Construction Company buys steel beams from Horton Manufacturing. In this situation, Campbell Construction Company is the
 - A. indirect agent.
 - B. wholesaler.
 - C. producer.
 - D. industrial user.
5. Tying agreements are illegal under which of the following conditions:
 - A. When they limit liability
 - B. When they prohibit monopolies
 - C. When they regulate promotion
 - D. When they reduce competition
6. What information should a business provide its suppliers to ensure that products will be available to meet demand?
 - A. Cash-flow analysis
 - B. Annual report
 - C. Sales forecast
 - D. Media schedule
7. Which of the following is a common reason for horizontal conflict among distribution channel members:
 - A. Transportation issues
 - B. Territorial boundaries
 - C. Direct distribution
 - D. Shipping errors
8. Which of the following is an example of a company procedure:
 - A. To order supplies, employees must complete the R-3 form and then give it to their immediate supervisor.
 - B. Employees are permitted to wear open-toed shoes to work, but they may not wear flip-flops.
 - C. After five years of service, staff members receive four weeks of paid vacation.
 - D. Triton Manufacturing pays employees the standard gas mileage reimbursement rate of \$.55 per mile.
9. Which of the following gestures would indicate a speaker's nervousness during an oral presentation:
 - A. Standing up straight
 - B. Maintaining eye contact
 - C. Speaking very quickly
 - D. Fidgeting with accessories
10. Which of the following is an example of organizing business information by location:
 - A. Corinne prepares a real-estate guide that lists homes for sale in ascending order by selling price.
 - B. Ben's history assignment is to create a timeline to illustrate his family's immigration from Ireland.
 - C. Elizabeth structures a national insurance company's financial reports by branch.
 - D. Jacob structures a research report by providing the most important information in the first section of the document.
11. Using the APA writing style, Ella compiles a list of the books, web sites, and journals that she used when developing a complex research report. What is Ella developing?
 - A. The executive summary
 - B. An index
 - C. The bibliography
 - D. A glossary

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