

## ETS Major Business Field Test Questions With Answers #6

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

- A) secondary data usually cost less.
- B) secondary data are usually more accurate.
- C) primary data are usually non specific.
- D) primary data are likely to be outdated - correct answer a) secondary data usually cost less.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" refers to

- (A) inventories, receivables, and current notes and investments.
- (B) assets divided by liabilities.
- (C) current assets less short-term liabilities.
- (D) net assets left over after subtracting cost of goods sold - correct answer (C) current assets less short-term liabilities.

Dreamland Pillow Company sells the "Old Softy" model for \$20 each. One pillow requires two pounds of raw material and one hour of direct labor to manufacture.

Raw material costs \$3 per pound and direct production labor is paid \$4 per hour. Fixed supervisory costs are \$2,000 per month and Dreamland rents its factory on a five-year lease for \$4,000 per month. All costs are considered costs of production.

How many pillows must Dreamland produce and sell each month to earn a monthly gross profit of \$1,000?

- (A) 300
- (B) 350
- (C) 600
- (D) 700 - correct answer (D) 700

# Ets Major Field Test Study Guide

**D Siedentop**



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