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Question 1

Question Type: MultipleChoice

Gross margin is which of the following, as percent of revenue?

Options:

- A- Revenue minus cost of goods sold
- B- Expenses plus taxes and depreciation
- C- Gross profit minus expenses
- D- Cost of goods sold

Answer:

A

Question 2

Question Type: MultipleChoice

Which of the following is the earnings available to equity owners after paying debt and taxes?

Options:

A- EBIT

B- EPS

C- Net income

D- Operating profit

Answer:

C

Question 3

Question Type: MultipleChoice

What is the top line or starting point of an organization's income?

Options:

- A- Gross profit
- B- Revenue
- C- Net income
- D- Operating profit

Answer:

B

Question 4

Question Type: MultipleChoice

What do profits, equity and debt all have in common?

Options:

- A- They are all reported on the balance sheet.

- B-** They are all sources of capital.
- C-** They all incur the same costs to the business.
- D-** Nothing. Each of these is a different financial metric.

Answer:

B

Question 5

Question Type: MultipleChoice

Which financial statement or combination of statements provide(s) the most comprehensive view of the company's financial situation?

Options:

- A-** The balance sheet
- B-** The income statement
- C-** The cash flow statement and the income statement
- D-** The cash flow statement, along with the balance sheet and income statement

Answer:

D

Question 6

Question Type: MultipleChoice

What information is found on the balance sheet?

Options:

- A-** A list of what is owned, what is owed and the equity of an entity
- B-** The revenues and expenses incurred by an entity over a period of time
- C-** The change during the reporting period in cash and cash equivalents
- D-** The profitability of the company as of a specific date

Answer:

A

Question 7

Question Type: MultipleChoice

How do quarterly reports most commonly compare to the annual report?

Options:

- A- The cumulative information on the four quarterly reports adds up to the information on the annual report.
- B- The quarterly reports are more detailed. The annual report provides similar data in summary form.
- C- The annual report is required and the quarterly reports, while commonly used, are optional.
- D- The quarterly reports are not as detailed as annual reports, and might not match due to changing accounting estimates over the year.

Answer:

D

Question 8

Question Type: MultipleChoice

Quarterly financial reports typically include data for a given quarter compared to what?

Options:

- A- The previous quarter
- B- The budget
- C- The same quarter in the previous year, plus the current six-month or nine-month cumulative comparables
- D- The aggregate performance of the same quarter in the previous three years

Answer:

C

Question 9

Question Type: MultipleChoice

Information on the annual report shows results for what time period?

Options:

- A- The calendar year from January 1 to December 31
- B- The fiscal year, which matches the calendar year from January 1 to December 31
- C- The fiscal year, which shows results from July 1 to June 30
- D- The fiscal year, which may match the calendar year or may be a different 12-month period, depending on the company

Answer:

D

Question 10

Question Type: MultipleChoice

What most accurately describes a reason why organizations use financial reports?

Options:

- A- To differentiate company financial data from industry competitors to prevent loss of proprietary information
- B- To provide subjective information to key constituents that reflects the company's performance in the most favorable manner

depending on stakeholder priorities

C- To create a historical record of financial performance and identify trends that may justify changes in strategy

D- To promote consistency of communication regarding company performance and value

Answer:

D

Question 11

Question Type: MultipleChoice

Which of the following factors has the greatest impact on how aggressive a stance (high vs. low) an organization will take in terms of where it positions itself against the market with its compensation strategy?

Options:

A- The industry it operates in

B- The bottom line

C- The organizational headcount

D- The risk tolerance of compensation leaders

Answer:

B

Question 12

Question Type: MultipleChoice

If employees have a significant impact on the bottom line, what type of pay mix is most appropriate?

Options:

- A-** A varying mix depending on employee influence on goals to provide the necessary incentive to maximize profits
- B-** 100% variable pay to motivate all employees to maximize productivity and sales
- C-** 90/10 for the majority of employees (base/variable) to share in the company's success with increased variable pay for management/executives to motivate employees to seek higher positions
- D-** High base pay and low variable pay to ensure predictability of total compensation expense

Answer:

A

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