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# Question 1

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**Question Type:** MultipleChoice

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Company GHI wishes to develop a linear model for forecasting tractor sales based on the number of sales people it employs. In the model, tractor sales will be the dependent variable and the number of sales people the independent variable

The company has collected sales data from each of its branches over the past year which has been reported below:

Branch	Number of Sales people	Number of Sales people <sup>2</sup>	Tractor sales (units)	Number of sales people tractors sold (x)
A	11	121	57	627
B	5	25	41	205
C	7	49	66	462
D	12	144	103	1,236
Total	35	339	267	2,530

Based on this data calculate the slope of the line (b) to two decimal places.

b =

**Options:**

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**A-** 0.80

**B-** 0.70

**C-** 0.60

**D-** 0.50

**Answer:**

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A

## Question 2

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**Question Type:** MultipleChoice

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Which of the following will result in an increase in demand for domestic currency?

**Options:**

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**A-** An increase in exports.

**B-** A rise in imports.

**C-** More domestic companies invest abroad.

**D-** Outward financial flows.

**Answer:**

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B

## Question 3

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**Question Type: MultipleChoice**

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Public goods are usually provided by the government because:

**Options:**

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- A-** individual users do not have sufficient knowledge to appreciate their importance.
- B-** individual users do not have sufficient incentives to privately fund their provision.
- C-** individual users do not have sufficient bargaining power to secure a low price.
- D-** individual users do not have sufficient funds to purchase them

**Answer:**

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B

## Question 4

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**Question Type:** MultipleChoice

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For a typical business, which of the following is NOT a potential benefit of globalisation?

**Options:**

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- A- Lower cost sites for the location of production
- B- Simultaneously improved terms of trade for all countries
- C- Wider sources of supply for inputs.
- D- Larger markets for outputs

**Answer:**

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B

## Question 5

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**Question Type:** MultipleChoice

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A company in Country M owns a subsidiary in Country O valued at OS200 million. The rate of exchange between the Country M dollar (M\$) and the Country O dollar (OS) is OS1 - MS6

If the Country M S depreciated by 10% what would be the increase or decrease in the MS valuation of the subsidiary?

Give your answer in whole millions and indicate whether it is an increase or decrease.

**Options:**

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- A- M\$120 million decrease
- B- M\$130 million decrease
- C- M\$140 million decrease
- D- M\$150 million decrease

**Answer:**

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A

## Question 6

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**Question Type:** MultipleChoice

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A business has a short-term problem with its payments exceeding its receipts. Which TWO of the following would be appropriate for meeting this financial shortfall?

**Options:**

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- A- A bank overdraft
- B- A bill of exchange
- C- A mortgage
- D- Issuing shares
- E- A leasing arrangement

**Answer:**

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A, D

## Question 7

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**Question Type:** MultipleChoice

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Which of the following are the likely consequences, in the domestic of a county, of an increase in interest rates?

1. A rise in demand for capital goods
2. A fall in demand for consumer good.
3. A fall in demand for housing
4. A rise in the exchange rate.

**Options:**

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- A-** 2,3 and 4
- B-** 1, 3 and 4
- C-** 1, 2 and 4
- D-** 1, 2 and 3

**Answer:**

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D



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