

# IIA-CIA-PART3<sup>Q&As</sup>

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### QUESTION 1

The manager of customer service checking at the bank is most likely to encounter conflicts) because of:

- A. The department's reliance on the savings manager and the money market manager.
- B. The manager of customer service checking providing services for customers who do not have checking accounts.
- C. The requirement that the manager of customer service checking must report directly to both the president and the vice president for customer accounts.
- D. A potential disagreement with the director of personnel about a subordinate's performance appraisal.

Correct Answer: D

The director of personnel (DP) must coordinate all employee evaluations. Although the manager of checking services is in a line position that is not under the DP, s)he works with the DP when hiring, dismissing, transferring, or evaluating employees.

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### QUESTION 2

When a multinational firm decides to sell its products abroad, one of the risks the firm faces is that the government of the foreign market charges the firm with dumping. Dumping occurs when

- A. The same product sells at different prices in different countries.
- B. A firm charges less than the cost to make the product so as to enter or win a market.
- C. Lower quality versions of the product are sold abroad so as to be affordable.
- D. Transfer prices are set artificially high so as to minimize tax payments.

Correct Answer: B

Dumping is an unfair trade practice that violates international agreements. It occurs when a firm charges a price (1) lower than that in its home market or (2) less than the cost to make the product. Dumping may be done to penetrate a market or as a result of export subsidies.

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### QUESTION 3

Which of the following factors is considered a disadvantage of vertical integration?

- A. It may reduce the flexibility to change partners.
- B. It may not reduce the bargaining power of suppliers.
- C. It may limit the organization's ability to differentiate the product.
- D. It may lead to limited control of proprietary knowledge.

Correct Answer: A

**QUESTION 4**

One change control function that is required in client/server environments, but is not required in mainframe environments, is to ensure that:

- A. Program versions are synchronized across the network.
- B. Emergency move procedures are documented and followed.
- C. Appropriate users are involved in program change testing.
- D. Movement from the test library to the production library is controlled.

Correct Answer: A

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**QUESTION 5**

A weakness of cohesive groups may be:

- A. Conformity.
- B. Groupthink.
- C. The development of norms.
- D. Commitment by members.

Correct Answer: B

Groupthink occurs when a cohesive group's members tend to conform and ignore a relevant individual input that is at variance with the perceived group opinion.

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