

C8^{Q&As}

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QUESTION 1

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

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

Correct Answer: D

QUESTION 2

An organization whose focus is on obtaining capital, marketing products or services, sales growth and cash conservation is most likely to be in what stage of the business lifecycle?

- A. Start-up
- B. Growth
- C. Mature
- D. Decline
- Correct Answer: A

QUESTION 3

Internal process metrics are most useful in which of the following situations?

- A. Assessing how well the business is running
- B. Determining employee satisfaction levels
- C. Measuring the financial success of the business
- D. Evaluating customer perceptions of products or services

Correct Answer: A

QUESTION 4

Which of the following best describes the guiding principles and/or beliefs shared by stakeholders in an organization?

A. Mission



- B. Vision
- C. Values
- D. Strategy
- Correct Answer: C

QUESTION 5

What best describes the most effective tactic for getting stakeholders\\' attention and buy-in?

A. Ask them to review or provide feedback, especially on something you have done for them

B. Talk to the individuals they report to in advance and gain their support so the stakeholders realize upper management already supports your position

C. Schedule a meeting of all stakeholders and make a strong case that overcomes all of their objections

D. Explain in precise terms to each stakeholder how your position is the most realistic approach to the issue or concern

Correct Answer: A

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