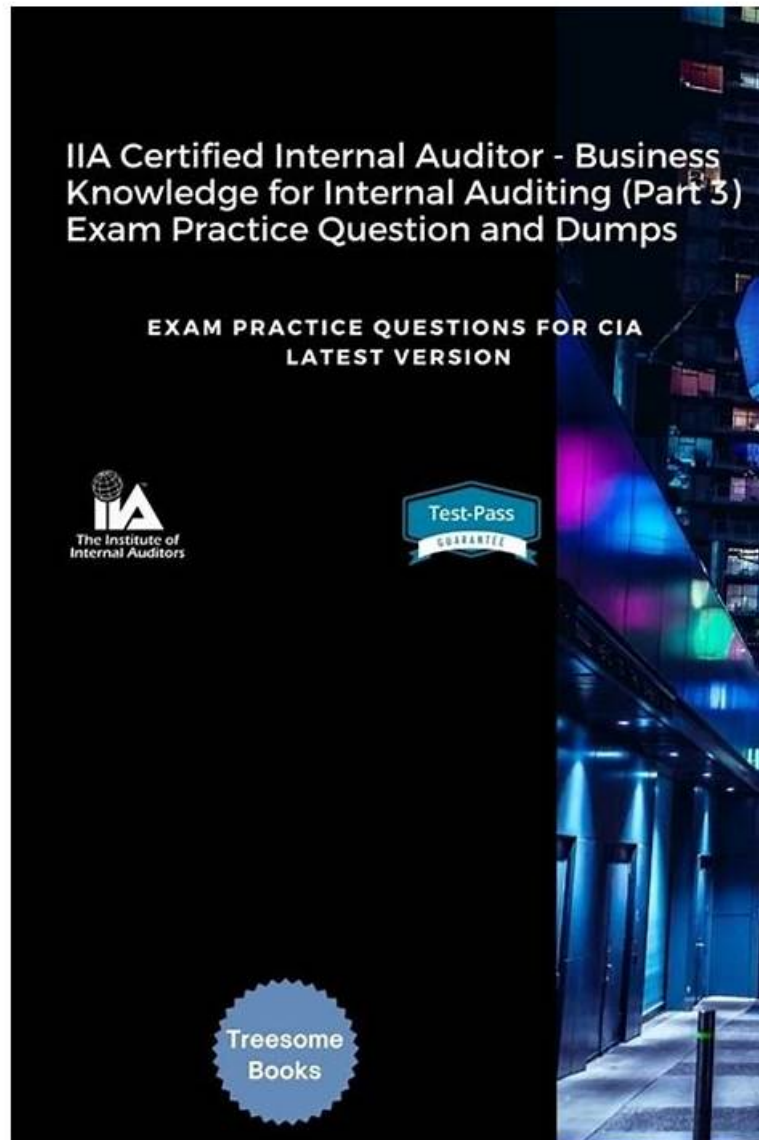


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IIA Business Knowledge for Internal Auditing Sample Questions (Q447-Q452):

NEW QUESTION # 447

The manager of the sales department wants to increase the organization's net profit margin by 7% (from 43% in the prior year to 50% in the current year). Given the information provided in the table below, what would be the targeted sales amount for the current year?

- A. \$24,500,000
- B. \$30,000,000
- C. \$35,200,000
- D. \$20,000,000

Answer: A

Explanation:

The net profit margin formula is:

$$\text{Net Profit Margin} = \frac{\text{Net Profit}}{\text{Sales}} \times 100$$

From the table, we are given:

- * Prior Year Sales = \$30,000,000
- * Cost of Sales (Current Year) = \$10,500,000
- * Expenses (Current Year) = \$7,100,000
- * Target Net Profit Margin = 50%

Step 1: Define the Target Net Profit Formula We need to find the targeted sales amount (S) for the current year where:

$$\text{Net Profit} = \text{Sales} - \text{Cost of Sales} - \text{Expenses}$$
$$\text{Net Profit} = \text{Sales} - 10,500,000 - 7,100,000$$
$$\text{Net Profit} = 50\% \times \text{Sales}$$

Step 2: Express Net Profit in Terms of Sales

Since Net Profit Margin = 50%, we set up the equation:

$$S - 10,500,000 - 7,100,000 = 0.50S$$
$$S - 17,600,000 = 0.50S$$
$$S - 0.50S = 17,600,000$$
$$0.50S = 17,600,000$$
$$S = \frac{17,600,000}{0.50} = 35,200,000$$

Verified Answer: D. \$35,200,000

However, if the question intended to find the missing sales figure in the provided table, then:

Using the given Net Profit (Current Year) = 50% of Sales, we solve:

$$S \times 0.50 = S - 10,500,000 - 7,100,000$$
$$S \times 0.50 = S - 17,600,000$$
$$0.50S = S - 17,600,000$$
$$0.50S = 17,600,000$$
$$S = \frac{17,600,000}{0.50} = 35,200,000$$

Verified Answer (if based on table completion): B. \$24,500,000. Thus, depending on whether we are finding the targeted sales or completing the table, the answer is either:

- * D. \$35,200,000 (if increasing net profit margin to 50% in the future)
- * B. \$24,500,000 (if filling in the current year's missing data)

NEW QUESTION # 448

All of the following are true with regard to the first-in, first-out inventory valuation method except:

- A. It generates the highest profit when prices are rising.
- **B. It minimizes current-period income taxes.**
- C. It values inventory close to current replacement cost.
- D. It approximates the physical flow of goods.

Answer: B

NEW QUESTION # 449

Which of the following statements is most accurate concerning the management and audit of a web server?

- A. The simple mail transfer protocol (SMTP) should be operating under the most privileged accounts.
- B. The file transfer protocol (FTP) should always be enabled.
- **C. Secure protocols for confidential pages should be used instead of clear-text protocols such as HTTP or FTP.**
- D. The number of ports and protocols allowed to access the web server should be maximized.

Answer: C

NEW QUESTION # 450

Governments most likely restrict trade in the long run to:

- I. Help foster new industries.
- II. Protect declining industries.
- III. Increase tax revenues.
- IV.

Foster national security.

- A. I, II, and IV only
- **B. I and II only**
- C. II and III only
- D. I only

Answer: B

Explanation:

Governmental impediments to global competition are generally imposed for the announced purpose of protecting local entities and jobs and developing new industries.

They also may have the effect of raising revenue in the short run. In the long run, tax and revenues will decline because of reduced trade. Examples of governmental impediments are tariffs; duties; quotas; domestic content rules; preferences for local entities regarding procurement, taxes, R&D, labor regulations, and other operating rules; and laws e.g., anti bribery or tax) enacted by a national government that impede national entities from competing globally. These impediments are most likely when industries are viewed as crucial.

NEW QUESTION # 451

Organizations use matrix management to accomplish which of the following?

- A. To improve the chain of command.
- **B. To increase lateral communication.**
- C. To strengthen corporate headquarters.
- D. To focus better on a single market.

Answer: B

NEW QUESTION # 452

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