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## IIA Business Knowledge for Internal Auditing Sample Questions (Q289-

## Q294):

### NEW QUESTION # 289

An entity sells a durable good to a customer on January 1, Year 1, and the customer is automatically given a 1-year warranty. The customer also buys an extended warranty package extending the coverage for an additional 2 years to the end of Year 3. At the time of the original sale, the company expects warranty costs to be incurred evenly over the life of the warranty contracts. The customer has only one warranty claim during the 3-year period, and the claim occurs during Year 2. The company will recognize income from the sale of the extended warranty:

- A. On January 1, Year 1
- **B. In Year 2 and Year 3.**
- C. At the time of the claim in Year 2.
- D. December 31, Year 3, when the warranty expires.

**Answer: B**

Explanation:

Because warranty costs are expected to be incurred evenly over the life of the warranty contracts, the income should be recognized on the straight-line basis over the life of the extended warranty contract.

### NEW QUESTION # 290

The procedure employed in zero-based budgeting is to:

- A. Ascertain the outputs that are desired and work backward to determine the amount of inputs that will be required to generate the desired outputs.
- B. Require managers to establish priorities by including a description of what activities or changes would occur if the budget were increased and decreased by a fixed percentage amount.
- C. Review the prior period's budget along with actual results for that period and the actions for the coming period to develop more realistic budget amounts for the coming period.
- **D. Budget from the ground up whereby every proposed expenditure for every unit is reviewed as though the budget was being prepared for the very first time.**

**Answer: D**

Explanation:

Zero-based budgeting treats the budget as if it were being initiated for the first time. Thus, all costs are reexamined each period.

Beginning with the smallest budgetary subunits, managers must determine objectives, operations, and cost for all activities.

Alternative methods of conducting each activity are considered, different levels of service are evaluated for each activity, means of measuring work and performance are determined, and activities are ranked in order of importance to the organization.

### NEW QUESTION # 291

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 # 292

According to Maslow's hierarchy of needs theory, which of the following best describes a strategy where a manager offers an assignment to a subordinate specifically to support his professional growth and future advancement?

- A. Sense of belonging in the organization
- B. Esteem by colleagues
- **C. Self-fulfillment**

- D. Job security

**Answer: C**

Explanation:

Reference: IIA Business Knowledge for Internal Auditing, Motivation Theories section.

### NEW QUESTION # 293

The cost to enter a foreign market would be highest in which of the following methods of global expansion?

- A. Licensing
- **B. Overseas production.**
- C. Exporting
- D. Joint ventures.

**Answer: B**

### NEW QUESTION # 294

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