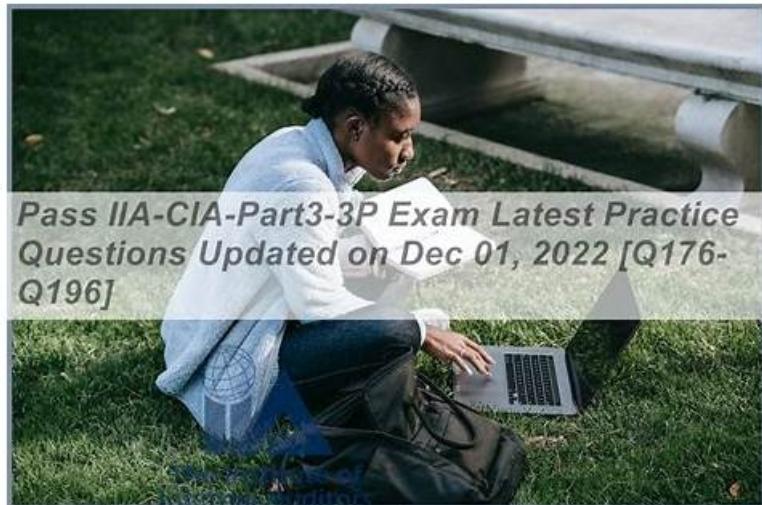


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IIA Business Knowledge for Internal Auditing Sample Questions (Q141-Q146):

NEW QUESTION # 141

Selling film for use with a camera is an example of which product-mix pricing strategy?

- A. By-product pricing.
- B. Product bundle pricing.
- C. Optional product pricing.
- D. **Captive product pricing.**

Answer: D

Explanation:

Captive products are those that must be used along with the main product. Sellers often make their money on the captive products, rather than on the main product that is sold at a low price. The captive products will therefore be priced well above the storage and delivery costs.

NEW QUESTION # 142

The data below were gathered on two different machine centers and two products.

	Product Hours per Unit		Hours Available
	A	B	
Machine Center 1	2.5	4	60
Machine Center 2	6	3	70
Contribution per unit	US \$4	US \$5	

Which item below would be part of a linear programming formulation of this problem?

- A. Subject to: $4A + 5B < 130$.
- B. Maximize: Contribution $> 4A + 5B$.
- C. Subject to: $A < 0$.
- D. **Subject to: $2.5A + 4B < 60$.**

Answer: D

Explanation:

The linear programming solution is subject to constraints on the availability of machine hours in both centers. For example, products A and B require 2.5 and 4 hours per unit, respectively, in Machine Center 1, but only 60 hours are available. Hence, the optimal production of A and B to the following constraint:

$$2.5A + 4B < 60$$

NEW QUESTION # 143

The practice of recording advance payments from customers as a liability is an example of applying the:

- A. Going concern assumption.
- B. **Revenue recognition principle.**
- C. Monetary unit assumption.
- D. Historical cost principle.

Answer: B

Explanation:

Recognition of revenue occurs when the flow of future economic benefits to the enterprise is probable and such benefits are reliably measurable. Recording advance payments as a liability reflects a determination that the receipt of future economic benefits is not sufficiently certain to merit revenue recognition, given that the enterprise has not yet performed its obligations.

NEW QUESTION # 144

The use of teams in total quality management (TQM) is important because:

- A. The use of teams eliminates the need for supervision, thereby allowing a company to become leaner and more profitable.
- B. Employee motivation is higher for team members than for individual contributors.
- C. **Well-managed teams can be highly creative and are able to address complex problems better than individuals can.**

- D. Teams are quicker to make decisions, thereby helping to reduce cycle time.

Answer: C

Explanation:

Teams can use the diverse knowledge and skills of all team members. Employee involvement means training and empowering employees to harness their creativity for problem solving. Quality control circles are used to obtain input from employees and to locate the best perspective on problem solving.

NEW QUESTION # 145

The primary reason for adopting TQM was to achieve:

- A. Reduced delivery time.
- B. Reduced delivery charges.
- C. Greater employee participation.
- D. **Greater customer satisfaction.**

Answer: D

Explanation:

TQM is an integrated system that anticipates, meets, and exceeds customers' needs, wants, and expectations.

NEW QUESTION # 146

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