



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

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### QUESTION 1

What kind of strategy would be most effective for an organization to adopt in order to implement a unique advertising campaign for selling identical product lines across all of its markets?

- A. Export strategy.
- B. Transnational strategy.
- C. Multi-domestic strategy.
- D. Globalization strategy.

Correct Answer: C

Reference: <https://www.globalnegotiator.com/international-trade/dictionary/multidomestic-strategy/>

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### QUESTION 2

Job enlargement is typified by:

- A. Horizontal loading of the job.
- B. Vertical loading of the job.
- C. Increased worker control of tasks.
- D. More rapid performance feedback.

Correct Answer: A

Job enlargement is a quantitative horizontal) extension of the job. It does not necessarily involve any greater worker control, responsibility, or challenge. An example is job rotation through assignment to duties requiring similar skills.

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### QUESTION 3

Which of the following statements is true regarding an investee that received a dividend distribution from an entity and is presumed to have little influence over the entity?

- A. The cash dividends received increase the investee investment account accordingly.
- B. The investee must adjust the investment account by the ownership interest.
- C. The investment account is adjusted downward by the percentage of ownership.
- D. The investee must record the cash dividends as dividend revenue.

Correct Answer: D

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#### QUESTION 4

A construction manager is using a distributive-bargaining approach in negotiating the price of lumber with a supplier. The construction manager will:

- A. Concede to the supplier's asking price in order to maintain a positive working relationship.
- B. Hire a mediator to negotiate the deal on behalf of the manager.
- C. Attempt to get agreement on a price within the settlement range (that is, within both the manager's and supplier's aspiration ranges).
- D. State the resistance point (that is, the highest price acceptable) and ask the supplier to concede.

Correct Answer: C

When using a distributive-bargaining approach, the negotiator operates with a maximum desired result (target point) and a minimum acceptable result (resistance point) in mind. If the ranges of feasible outcomes (aspiration ranges) overlap, an agreement is possible.

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#### QUESTION 5

At an organization that uses a periodic inventory system, the accountant accidentally understated the organization's beginning inventory. How would the accountant's accident impact the income statement?

- A. Cost of goods sold will be understated and net income will be overstated.
- B. Cost of goods sold will be overstated and net income will be understated.
- C. Cost of goods sold will be understated and there will be no impact on net income.
- D. There will be no impact on cost of goods sold and net income will be overstated.

Correct Answer: C

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