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#### QUESTION 1

is not a separate taxable entity and only the single owner is taxed.

- A. Sole stakeholder
- B. Sole proprietorships
- C. Sole possessor
- D. Sole vendor

Correct Answer: B

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#### QUESTION 2

What translate into maximizing the value of the firm as measured by the price of the firm's common stock?

- A. Stockholder wealth maximization
- B. maximize goal achievement
- C. Stock price maximization
- D. Maximize profit investments

Correct Answer: A

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#### QUESTION 3

Worker Adjustment and Retaining Notification Act states that:

- A. Employers to give a 20 day notice before a layoff or facility closing involving more than 10 people
- B. Employers to give a 40 day notice before a layoff or facility closing involving more than 30 people
- C. Employers to give a 50 day notice before a layoff or facility closing involving more than 40 people
- D. Employers to give a 60 day notice before a layoff or facility closing involving more than 50 people

Correct Answer: D

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#### QUESTION 4

Producing a plan to manufacture specific items or provide specific services within a given time period is called:

- A. Master scheduling
- B. Run-on-time scheduling



- C. Capability scheduling
- D. Production activity scheduling

Correct Answer: B

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#### QUESTION 5

A cash management arrangement used to mobilize funds from decentralized receiving locations, whether they are decentralized company locations, into one or more central cash pools is known as:

- A. Payable Concentration
- B. Concentration banking
- C. Marketable Concentration
- D. None of the above

Correct Answer: B

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#### QUESTION 6

The change in the relation of partners caused by any partner's ceasing to be associated with the carrying on of the business is called:

- A. Dissolution
- B. Disbanding
- C. Conclusion
- D. Suspension

Correct Answer: A

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#### QUESTION 7

Measuring your performance against that of best-in-class companies, determining how the best-in-class achieve those performance levels, and using the information as a basis for your own company's targets, strategies and implementation is called:

- A. Benchmarking
- B. Flowcharting
- C. Reengineering
- D. Redesign

Correct Answer: A

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### QUESTION 8

Expectation theory focuses on:

- A. Effort performance expectations
- B. Performance reward linkage
- C. Value of rewards
- D. All of the above

Correct Answer: D

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### QUESTION 9

A contingency approach to leadership specifying that the leader's responsibility is to increase subordinates' motivation by clarifying the behaviors necessary for task accomplishment and rewards is called:

- A. Path-goal theory
- B. Seek-goal theory
- C. Leader behavior theory
- D. None of the above

Correct Answer: A

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### QUESTION 10

are the external supply pool from which employers attract employees.

- A. Labor markets
- B. Recruiting markets
- C. Applicant markets
- D. Administrative markets

Correct Answer: A

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### QUESTION 11

What is speaks as offensively rather than defensively oriented, and opportunity-seeking rather than problem solving?

- A. Event marketing relations



- B. Cause-related marketing
- C. Proactive marketing public relations
- D. None of the above

Correct Answer: C

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#### QUESTION 12

An extension of the humanistic perspective in which the successful resolution of organizational problems is thought to depend on managers' identification of key variations in the situation at hand is known as:

- A. Universal view
- B. Contingency view
- C. Case view
- D. Business view

Correct Answer: B

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#### QUESTION 13

The product mix depth is the number of different product lines a company offers and the product mix width refers to the number of brands within each product line.

- A. True
- B. False

Correct Answer: B

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#### QUESTION 14

Which databases allow browsers to search items by key words or combinations of them and to do so, the site provides a local search engine that scours web pages stored in its database?

- A. Catalog
- B. Library
- C. Directory
- D. Value

Correct Answer: A

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**QUESTION 15**

A ratio that measures the instant debt-paying ability of a company is called:

- A. acid-test ratio
- B. Liquidity ratio
- C. debit ratio
- D. credit ratio

Correct Answer: A

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