

1. Product Levels can be classified to include all of the following except:  
The health Benefits (ANS)
2. Activity ratios assess the efficiency of operations of a business.  
efficiency (ANS)
3. Cash discounts are price reductions based on promptness of payment.  
promptness (ANS)
4. Quantity-Off Offers is offering more quantity of the same product at no extra cost or with a very nominal increase in the price of the larger quantity packs  
Quantity-Off Offers (ANS)
5. A promotional strategy aims at accomplishing the promotion objectives in the allocated funds and within a scheduled period of time.  
strategy (ANS)
6. This channel of distribution for industrial goods is mostly adopted by manufacturers which wish to maintain control over their products.  
industrial (ANS)
7. Values used in calculating financial ratios are taken from from all of the following sources except:  
profit statement (ANS)
8. The units of material to be purchased are thus, determined as:  $\text{Purchases (units)} = \frac{\text{Budgeted usage} + \text{Desired ending inventory (material)} - \text{Beginning inventory (material)}}{\text{Budgeted usage}}$   
Budgeted usage (ANS)
9. Software is a set of instructions that tells the hardware what to do.  
hardware (ANS)
10. Personal selling and after sales service are generally more important for industrial products.  
industrial (ANS)

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