



# IIA-CIA-PART4<sup>Q&As</sup>

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### QUESTION 1

A country has a comparative advantage in international trade when

- A. Firms in the country have a lower cost of production because of natural resources.
- B. It has an absolute advantage with respect to at least one input to production.
- C. Firms in the country have a lower cost of production because of transportation and other geographic factors.
- D. It produces whatever it can produce most efficiently.

Correct Answer: D

A country has a comparative advantage when it can achieve a lower cost of production due to a focus on and a cooperative specialization in a particular product. The greatest advantage from trade is obtained when each nation specializes in producing what it can produce most efficiently. If nations specialize and then exchange with others, more is produced and consumed than if each nation tries to be self-sufficient. Specialization of labor is beneficial for individuals; the same principle applies to nations.

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### QUESTION 2

The most likely span of control to apply over 14 data-entry clerks who do essentially the same job and work in the same office would be:

- A. Close.
- B. Narrow.
- C. Moderate.
- D. Wide.

Correct Answer: D

In any situation, there are underlying variables that influence the number of subordinates a manager can supervise. In general, if jobs are similar, procedures are standardized, and physical dispersion is minimized, a wide span of control is most effective.

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### QUESTION 3

Conflict maybe:

- I. Cooperative
- II.
- Competitive
- A.



I only.

B.

II only.

C.

Both I and II.

D.

Neither I nor II

Correct Answer: C

Conflict may be either cooperative or competitive. Cooperative conflict is constructive and competitive conflict is destructive.

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#### QUESTION 4

A corporation produces uniforms that it sells and rents to businesses. The corporation recently acquired a textile mill that produces synthetic cloth. This acquisition is an example of:

A. Horizontal integration Forward integration

B. Horizontal integration Backward integration

C. Vertical integration Forward integration

D. Vertical integration Backward integration

Correct Answer: D

The degree of backward and forward vertical integration along the value chain varies with the industry. The corporation acquired one of its suppliers, which is on a different level of the value chain. Thus, the combination involved vertical integration. Moreover, the acquisition of a supplier is characteristic of backward integration.

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#### QUESTION 5

Which one of the following will not help overcome communication problems between the Accounting Department and other departments?

A. Interdepartmental task forces.

B. Cross training and job rotation.

C. Organization-wide social events.

D. A performance appraisal prepared by your immediate supervisor.

Correct Answer: D



Horizontal communication between departments is often subject to more problems than either upward or downward communication within a single department. Examples of these problems include the use of technical terms understood by only one side in the communication process, faulty channel selection, and interpersonal problems. To overcome these difficulties, the sender must encode the message in the context of the receiver's perceptions; that is, the sender must understand the receiver. The sender must establish an interpersonal climate that encourages the elimination of interpersonal barriers to communication. A performance appraisal prepared by the accountant's supervisor will not help the accountant understand the perceptions of people in other departments.

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