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**QUESTION 1**

Buy-sell agreement in which issuing corporation or partnership buys the interest from the transferring party or from the deceased party is called:

- A. Repurchase agreement
- B. Entity purchase agreement
- C. Redemption agreement
- D. Cross purchase agreement

Correct Answer: ABC

QUESTION 2

When is the guideline merged and acquired company method most useful?

- A. The initial value derived from the guideline merged and acquired company method, before adjustment for factors such as size of subject block and degree of marketability, is an indication of transaction prices of major ownership interest, usually controlling ownership interests.
- B. When same acquisition target has different buyers both due to perception and reality
- C. At the time of achieving synergies
- D. In estimation of enterprise value

Correct Answer: A

QUESTION 3

Qualitative factors might also cause the required yield to be higher or lower than that based solely on the quantitative ratio analysis. Which of the following is NOT out of such quantitative factors?

- A. The competitive environment in the industry
- B. Depth and competence of management
- C. Trends in diversification of revenue sources
- D. Trends in diversification of strategies

Correct Answer: D

QUESTION 4

The advantages of having a formal, independent outside appraisal, kept current with periodic updates are many. From a



business planning perspective, the typical strong (management/ownership relationship) in a closely held business often requires a valuation study in order to support:

- A. Various ownership strategies
- B. Business directions and investments alternatives
- C. Professionally prepared approvals
- D. Acceptable valuation philosophy

Correct Answer: AB

QUESTION 5

The assumptions underlying the capital asset pricing model are as follows:

- A. Investors are risk averse
- B. Rational investors seek to hold efficient portfolios-that is, portfolios that are fully diversified
- C. All investors have identical investment time horizons (i.e., expected holding periods)
- D. The rate received from lending money is more than the cost of borrowing money

Correct Answer: D

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