



IIA-CIA-PART3-3P^{Q&As}

CIA Exam Part Three: Business Knowledge for Internal Auditing

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**QUESTION 1**

A manager has difficulty motivating staff to improve productivity, despite establishing a lucrative individual reward system. Which of the following is most likely the cause of the difficulty?

- A. High degree of masculinity.
- B. Low uncertainty avoidance.
- C. High collectivism.
- D. Low long-term orientation.

Correct Answer: C

QUESTION 2

A restaurant decided to expand its business to include delivery services rather than relying on third-party food delivery services. Which of the following best describes the restaurant's strategy?

- A. Diversification
- B. Vertical integration
- C. Risk avoidance
- D. Differentiation

Correct Answer: B

QUESTION 3

Which of the following costs would be incurred in an inventory stockout?

- A. Lost sales, lost customers, and backorder.
- B. Lost sales, safety stock, and backorder.
- C. Lost customers, safety stock, and backorder.
- D. Lost sales, lost customers, and safety stock.

Correct Answer: A

QUESTION 4

During which phase of the contacting process are contracts drafted for a proposed business activity?

- A. Initiation phase



- B. Bidding phase
- C. Development phase
- D. Management phase

Correct Answer: A

QUESTION 5

Which of the following best describes the concept of relevant cost?

- A. A future cost that is the same among alternatives.
- B. A future cost that differs among alternatives.
- C. A past cost that is the same among alternatives.
- D. A past cost that differs among alternatives.

Correct Answer: B

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