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QUESTION 1

What requires customers to send their payments to a post office box located in the area near where they live rather than directly to the firm is called:

- A. bolt-box system
- B. padlock system
- C. lockbox arrangement
- D. intertwine arrangement

Correct Answer: C

QUESTION 2

The risks stem from government policies and procedures that directly constrain the international management and performance of local business activities is known as:

- A. Foreign-Exchange risks
- B. Operating risks
- C. Market risks
- D. Functional risks

Correct Answer: B

QUESTION 3

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

QUESTION 4

What support the strategic decision-making needs of higher-level managers?

- A. Management Decisions



- B. Management policies
- C. Management Information System
- D. Hostile Management System

Correct Answer: C

QUESTION 5

pertains to the acquisition of needed material and financial means from the environment.

- A. Market
- B. Resources
- C. Innovation and change
- D. Employee development

Correct Answer: B

QUESTION 6

A special type of data collection forms in which the results may be interpreted on the form directly without additional processing is called:

- A. Mark sheets
- B. Processing sheets
- C. Check sheets
- D. Restraint sheets

Correct Answer: C

QUESTION 7

What is based on the presumption that it is determined by what a customer wants?

- A. Property
- B. Trait
- C. Superiority
- D. Quality

Correct Answer: D



QUESTION 8

has a wide span, is horizontally dispersed, and has fewer hierarchical levels.

- A. Tall structure
- B. Centralized structure
- C. Flat structure
- D. Decentralized structure

Correct Answer: C

QUESTION 9

What limits the economic data in the accounting system to data related directly to the activities of the business?

- A. Business entity concept
- B. Business cost concept
- C. Business data concept
- D. Business line concept

Correct Answer: A

QUESTION 10

Target levels for each category of current assets and how current assets will be financed are the firm's basic policies for:

- A. Net working capital
- B. Working capital policy
- C. Strategic policy decisions
- D. Working capital management

Correct Answer: B

QUESTION 11

Entering a foreign market, what can be done?

- A. market the same product anywhere



- B. adapt the product for foreign markets
- C. develop a totally new product
- D. All of the above

Correct Answer: D

QUESTION 12

What clearly separates the vital few from the trivial many and provides direction for selecting projects for improvement?

- A. Upgrading analysis
- B. Expansion decision
- C. Restitution analysis
- D. Pareto analysis

Correct Answer: D

QUESTION 13

What is the formula used for to calculate the Total Cost?

- A. Total Cost = (fixed cost per unit * units of production) + Variable cost
- B. Total Cost = (variable cost per unit + units of production) * Fixed cost
- C. Total Cost = (variable cost per unit * units of production) + Fixed cost
- D. Total Cost = (fixed cost per unit + units of production) * variable cost

Correct Answer: C

QUESTION 14

A universal property of systems and which refers to their tendency to run down and die is called:

- A. Closed system
- B. Subsystem
- C. Entropy
- D. None of the above

Correct Answer: C



QUESTION 15

What provides products or services that link clients from the external environment, and in doing so, allows each department to work independently in known as:

- A. Mediating technology
- B. Pooled interdependence
- C. Sequential technology
- D. None of the above

Correct Answer: A

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