
ANSWERS - VARIANT I

Master's Degree Admission Exam - July 2023 Session
Subjects in English

1. If the coefficient of income elasticity of demand is higher than 1 and the revenue increases, the share of expenditures for commodity X in total expenditure:
A. will increase;
B. will decrease;
C. will remain constant;
D. can not be determined.
2. The price of the product A was reduced from 100 to 90 lei and, as a result, the quantity demanded has increased from 70 to 75 units. The demand is:
A. inelastic;
B. elastic;
C. unit elastic;
D. can not be determined from the given information.
3. If the demand curve for product A moves to the right, and the price of product B decreases, it can be concluded that:
A. A and B are substitute goods;
B. A and B are complementary goods;
C. A is an inferior good, and B is a superior good;
D. both goods A and B are inferior.
4. An economic agent contracts a loan of 15.000 lei, which he will repay in three equal annual installments. What will be the total interest paid, knowing that the annual interest rate is 12% per year?
A. 3.600 lei;
B. 1.800 lei;
C. 5.400 lei;
D. 1.500 lei.
5. Which of the following statements is false:
A. perfect competition involves many sellers of standardized products;
B. monopolistic competition involves many sellers of homogeneous products;
C. the oligopoly involves several producers of standardized or differentiated products;
D. monopoly involves a single product for which there are no close substitutes.

6. The profit maximization condition for a firm in a market with monopolistic competition is the following (MR is marginal revenue, MC is marginal cost, P is price, ATC is average total cost, TR is total revenue):
- A. **MR = MC;**
 - B. MC = P;
 - C. MR = ATC;
 - D. TR to be maximum.
7. Which of the following can be considered as the basic features of public goods:
- A. are state-owned;
 - B. **are characterized by non-excludability and non-rivalry;**
 - C. are characterized by excludability and rivalry;
 - D. may be positive or negative.
8. Which of the following features define human needs:
- A. are not concurrent;
 - B. do not disappear momentarily if they are satisfied;
 - C. are unlimited in capacity;
 - D. **are unlimited in number.**
9. An entity's equity represents:
- A. the main self-financing source for the entity's assets;
 - B. the monetary expression of the economic resources invested by the owners of the entity;
 - C. **the residual interest of the owners in the assets of the entity after deducting all liabilities;**
 - D. the value of that part of the company's assets to which the owners are completely entitled.
10. The accounting of stocks according to the permanent inventory method involves:
- A. the recording of stock variation at the end of the reporting period;
 - B. the non-recording of stock exits during the period;
 - C. the recording of stock purchases as stock expenses;
 - D. **the recording of all stock entries and exits using stock accounts.**
11. Regarding the “Customers” account for January, the following information is available: total accounts receivable 250.000 lei, out of which the beginning accounts receivable balance is 50.000. The ending accounts receivable balance is 20.000. Calculate the value of sales to customers and the value of cash receipts from customers in January:
- A. Sales = 320.000 lei, Receipts = 300.000 lei;
 - B. Sales = 300.000 lei, Receipts = 320.000 lei;
 - C. Sales = 230.000 lei, Receipts = 200.000 lei;
 - D. **Sales = 200.000 lei, Receipts = 230.000 lei;**

12. The main objective of a company's pricing strategy is:
- A. to increase sales;
 - B. **to achieve profitability;**
 - C. to build customer loyalty;
 - D. to differentiate itself from the competition.
13. Which of the following is not a component of the company's microenvironment:
- A. labour providers;
 - B. **legislation;**
 - C. public bodies;
 - D. suppliers.
14. The market information function of marketing is:
- A. to maximize economic efficiency;
 - B. to meet consumers' needs;
 - C. to connect the company to the economic and social environment;
 - D. **to research the market and consumers' needs.**
15. A company's own internal sources (or self-financing) represent financial capacities set up by the company involved taking into account
- a. profit
 - b. long term loans
 - c. provisions
 - d. capital add-ons
 - e. depreciation
 - f. short term loans
- A. (a, c, e) B. (b, c, d, f) C. (d, e, f) **D. (a)**
16. The increase of share capital can have as sources:
- a. new contributions in cash or in kind of shareholders
 - b. increase in company sales
 - c. incorporation of reserves
 - d. increase of profit obtained by the company
 - e. conversion of debts in share capital contribution
- A. (a) B. (b, c) C. (d) **D. (a, c, e)**

17. Economic rate of return is given by:
- a. the ratio between total assets and debts
 - b. the ratio between profit and total assets
 - c. the ratio between equity and profit
 - d. the ratio between profit and permanent capital
- A. (a) **B. (b)** C. (d) D. (c)
18. The number of employees a manager can efficiently and effectively manage represents:
- A. **span of control;**
 - B. position;
 - C. department;
 - D. organizational level.
19. The trajectory an information or a category of information follows between the sender and the receiver defines:
- A. informational procedure;
 - B. informational flux;
 - C. information circuit;**
 - D. means of information handling.
20. The method used in management that consists in identifying the strengths and the weaknesses of the analysed area together with their respective causes, and that is finalized by making corrective or developmental suggestions – is named as:
- A. diagnosis;**
 - B. brainstorming;
 - C. Delphi;
 - D. Dashboard

Note:

1. Working time is one hour.
2. Every question has only one correct answer; questions with multiple answers will NOT be taken into consideration.
3. Every question is required to have an answer; unanswered questions will result in paper rejection.
4. The score is 0.45 points on the correct answer and one point ex officio.

Dean,
Professor, PhD. Cristina Tănăsescu