

## Accounting

- **Accounting Data Analysis** (Questions related to liquidity, use of analysis ratios, and the operating cycle)
- **Balance Sheet Analysis** (Questions related to common-size balance sheet, credit balances, and debit balances)
- **Compliance in Accounting** (Questions related to Sarbanes-Oxley Act, annual reports, quarterly reports)
- **Dividends, Stocks, and Bonds** (Questions related to stockholders' equity, common stock, and dividend payments)
- **Financial Statement Analysis** (Questions related to valuation, revenues, and income statements)
- **Interest, Income, and Debt** (Questions related to leverage, asset turnover, and liabilities)
- **Journal Entries** (Questions related to posting transactions, accounts receivable, and accounts payable)
- **Management of Accounting** (Questions related to analysis of risk and return, profitability, liquidity, and use of financial statements)

## Business Finance

- **Asset Valuation and Inventory** (Questions related to retained earnings, inventory turnover, and ROA)
- **Balance Sheets and Financial Statements** (Questions related to income statements, operating margins, and reporting)
- **Business Analysis Ratios and Calculations** (Questions related to current ratio, free cash flow, and use of ratios in financial decision-making/analysis)
- **Interest and Dividends** (Questions related to dividend payments, interest income, and capital gains)
- **Profit, Loss, Cash Flow, and Margins** (Questions related to profit margins, positive/negative cash flows, and reporting losses)
- **Stocks and Bonds** (Questions related to bond yields, municipal bonds, and stock pricing)
- **Tax Rates, Taxes, and Tax Codes** (Questions related to alternative minimum tax, marginal tax rates, and corporate tax rates)

## Business Integration and Strategic Management

- **Business-Level Strategy** (Questions related to cost control, differentiation, and customer analysis)
- **Competition** (Questions related to multipoint competition, competitive advantages, and global competition)
- **Corporate Mission, Vision, and Values** (Questions related to mission statements, organizational culture, and vision statements)
- **Corporate Strategies** (Questions related to integration, differentiation, and industry analysis)
- **Corporate Structure and Governance** (Questions related to analysis of activity, antitrust, and strategic leadership)

- **Diversification** (Questions related to acquisitions, internal/external incentives, and levels of diversification)
- **Stakeholders and Shareholders** (Questions related to organizational stakeholders, market stakeholders, and return on investment)
- **Strategic Planning and Decision-Making** (Questions related to the strategic management process, total quality management, and strategic mission)

## Business Leadership

- **Assessing Leadership Styles** (Questions related to employment agreements, leadership relationships, motivational theories, and leadership styles)
- **Building and Leading Teams** (Questions related to stages in team development, leader-team relationships, and team building)
- **Control and Types of Leader Power** (Questions related to reward power, position power, legitimate power, and influence)
- **Employee Development** (Questions related to leader feedback, delegation, and workforce characteristics)
- **Employee Motivation and Rewards** (Questions related to Equity Theory, physiological needs, motivational theory, rewards and punishment, and authority)
- **Leader Expectations** (Questions related to Pygmalion Effect, task completion, and setting standards)
- **Leader Traits and Attributes** (Questions related to democratic leaders, leader-follower relationships, delegation, ingratiation, authoritarian leaders, Leader-Member Exchange (LMX) Theory)
- **Models of Leadership** (Questions related to leadership grid, Behavioral Leadership Theory, Expectancy Theory, Leader-Member Exchange (LMX) Theory, and situational leadership)

## Economics

- **Consumer Spending and Consumer Price Index** (Questions related to price levels, how CPI is used, and consumer transactions)
- **Economics Trends and Forecasting** (Questions related to economic growth, national savings, and economic policies)
- **Employment and Labor Supply** (Questions related to unemployment rates, recession, and supply capability)
- **Gross Domestic Product: Calculation, Use, Analysis** (Questions related to GDP defined, calculating GDP, and using GDP)
- **Inflation and Recession** (Questions related to depression/recession, inflation rates, and unemployment)
- **Interest Rates, Investment, and Fiscal Policy** (Questions related to government savings, developing fiscal policies, and monetary policy)
- **International Trade** (Questions related to imports/exports, rates, and globalization)
- **Microeconomic Trends and Analysis** (Questions related to competitive markets, production, and profit maximization)
- **Price, Cost, and Profit** (Questions related to marginal costs, revenue, variable/fixed costs)
- **Spending and Saving** (Questions related to income, individual demand, and consumption)

- **Supply and Demand** (Questions related to consumer demand, supply/demand curves, and market/supply analysis)

### Global Dimensions of Business

- Foreign Direct Investment and Trade (Questions related to FDI policies, vertical FDI, and job creation)
- International Corporate Strategies (Questions related to Multinational Enterprises (MNE), market entry, and globalization strategies)
- International Governance and Regulation (Questions related to price regulation, incentives, and market balance)
- International Patents and Protections (Questions related to antidumping, tacit collusion, and fair competition)
- Multinational Culture (Questions related to nationalism, free-market based, and culture influences)

### Legal Environment of Business

- **Antitrust** (Questions related to interstate commerce, defining antitrust, and monopolies)
- **Civil and Criminal Processes** (Questions related to subpoena, an administrative agency, and judicial review)
- **Consumer Protection** (Questions related to consumer protection laws and regulatory agencies)
- **Equal Employment Opportunity** (Questions related to contract employees, severance pay, employment agreements)
- **Financial Regulation** (Questions related to corporate income, capital, and the SEC)
- **Government Regulation of Businesses** (Questions related to administrative agencies, legislative rules, federal agencies, and interested parties)
- **Legal Agreements and Documents** (Questions related to incorporation, trademarks, shareholder agreements, and contracts)
- **Liability** (Questions related to limited liability, personal liability, and limited liability companies)
- **Types of Business Organizations** (Questions related to partnerships, sole proprietorship, LLC, and corporations)

### Marketing

- **Marketing Research, Planning, and Strategy** (Questions related to developing a marketing plan, marketing strategies, and defining the market)
- **People** (Questions related to defining the customers, buyers, and consumers)
- **Place** (Questions related to positioning strategies, demand for goods and services, and perceptual maps)
- **Price** (Questions related to retailers, price elasticity, and competition)
- **Product** (Questions related to product life cycle, packaging, and product portfolios)
- **Promotion** (Questions related to product differentiation, demand curves, and market advantage)