



Exam Name – Certified Sports Manager (CSM)®

Exam Code – CSM-002

Sample Exam

(Question): You should plan the next budget at least _____ months prior to the end of the current budget.

- (A): two
- (B): three
- (C): four
- (D): five

(Correct): B

(Question): A mortgage payment would count on your budget as a:

- (A): Fixed expense
- (B): Unfixed expense
- (C): Discretionary expense
- (D): Miscellaneous expenses

(Correct): A

(Question): True or False: Business managers need to continually review the budget and use it as a guide when making financial decisions.

- (A): True
- (B): False

(Correct): A



(Question): In the SMART Goal acronym, the "S" stands for

- (A): Specific
- (B): Serious
- (C): Special
- (D): Service

(Correct): A

(Question): In the SMART Goal acronym, the "R" stands for

- (A): Regression
- (B): Rock solid
- (C): Right
- (D): Realistic

(Correct): D

(Question): Which of the following is not an advisable time-span for a goal?

- (A): Long
- (B): Instant
- (C): Short
- (D): Medium

(Correct): B



(Question): Deciding that you want something and buying it right away is called:

- (A): goal-setting
- (B): instant gratification
- (C): short-term satisfaction
- (D): instant gentrification

(Correct): C

(Question): What is the purpose of a budget?

- (A): To give you a visual description of the expected financial results of your business activities
- (B): To give you an overall idea of an organization workflow
- (C): To give you an overview of a project
- (D): To give an idea of the maturity of business illustrations

(Correct): A

(Question): Which of the following budgeting processes ensures that plans are specifically geared to individual operations within multi-unit food service companies?

- (A): point to point budgeting
- (B): bottom-up budgeting
- (C): top-down budgeting
- (D): mark-up budgeting

(Correct): B



(Question): Which of the following is most likely to be classified as a variable cost?

- (A): Rent expense
- (B): Property taxes
- (C): Food costs
- (D): Manager salaries

(Correct): C