



Exam Name – Business Management Professional (BMP)[™]

Exam Code – BMP-001

Sample Exam

(Question): When it comes to hiring new staff, there are _____ essential steps to the process.

- (A): Four
- (B): Seven
- (C): Six
- (D): Eight

(Correct): C

(Question): True or False: Orientation and onboarding are the same thing.

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

(Correct): B

(Question): The three forms of inventory that are common in all businesses include:

- (A): Raw material, work in progress, finished product
- (B): Conception, design, sales
- (C): Supply chain management and value chain principles
- (D): Design, Analyze, Improve

(Correct): A



(Question): Inventory that is stocked up in preparation for a high demand period (such as a big holiday) is called:

- (A): Speculation
- (B): Anticipation
- (C): Contingency
- (D): Accuracy

(Correct): B

(Question): True or False: Quality control refers to products that are produced perfectly.

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

(Correct): B

(Question): The word slogan comes from the Gaelic word slough-ghairm, which means:

- (A): Just do it
- (B): Best of luck
- (C): Battle cry
- (D): Make profits

(Correct): C



(Question): True or False: Marketing and sales are essentially the same thing.

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

(Correct): B

(Question): The buying process includes:

- (A): Awareness, information search, weigh options, buy, review
- (B): Strengths, weaknesses, opportunities, threats
- (C): Initiating, building, managing, optimizing
- (D): define, measure, analyze, improve, control

(Correct): A

(Question): Strategic planning and succession planning both prepare the business for:

- (A): Legal challenges
- (B): Future success
- (C): Analyzing markets
- (D): Increase profits

(Correct): B



(Question): The second critical element of customer service is:

- (A): Defined within your organization
- (B): Given life by members of the organization
- (C): A strong customer service focus
- (D): A strong vision of the organization

(Correct): A

(Question): The most appropriate organizational design for two companies that want to submit a shared bid on a contract is:

- (A): Limited partnership
- (B): Freelancer-run company hiring freelancers
- (C): Joint venture
- (D): Lease agreement

(Correct): C