#### CHAPTER 6 TEST BANK

#### A) MULTIPLE CHOICE

Select the "most correct" option:

- "Goodwill" is classified as:
  - a. intellectual property.
  - b. licensing rights
  - c. a key ratio.
  - d. an intangible asset.
- The single biggest danger for the naive business buyer is:
  - a. overvalued assets.
  - interference from the previous owner.
  - ack of market.
  - d. hidden company debts.
- On average, the risk of buying an existing business is
  - a. the same as for starting a brand new business.
  - b. higher than for starting a brand new business.
  - c. lower than for buying a franchise.
  - d. lower than for starting a brand new business.
- Setting a value for a business by using a "price multiplier" is:
  - a. a discounted cash flow approach.
  - b. a balance sheet approach.
  - c. a rule of thumb approach.
  - d. a liquidation value approach.
- Typically, the business valuation method showing the lowest value is:
  - a. discounted future earnings.
  - b. net book value.
  - c. modified book value.
  - d. liquidation value.
- 6. Which of the following is an "asset" method of business valuation?
  - a. liquidation value.
  - b. book value.
  - adjusted book value.
  - d. all of the above.
- 7. Which of the following is an "income" method of business valuation?
  - a. capitalization of earnings.
  - b. capitalized cash flow.
  - c. discounted cash flow.

# **Skinner Test Bank**

**Brad V. Cowan** 

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