

**IMW: FINANZWIRTSCHAFT UND CONTROLLING**  
**TU Wien**  
**Univ.Prof. Dr. Walter S.A. Schwaiger, MBA**

**IT-based Management (330.232)**

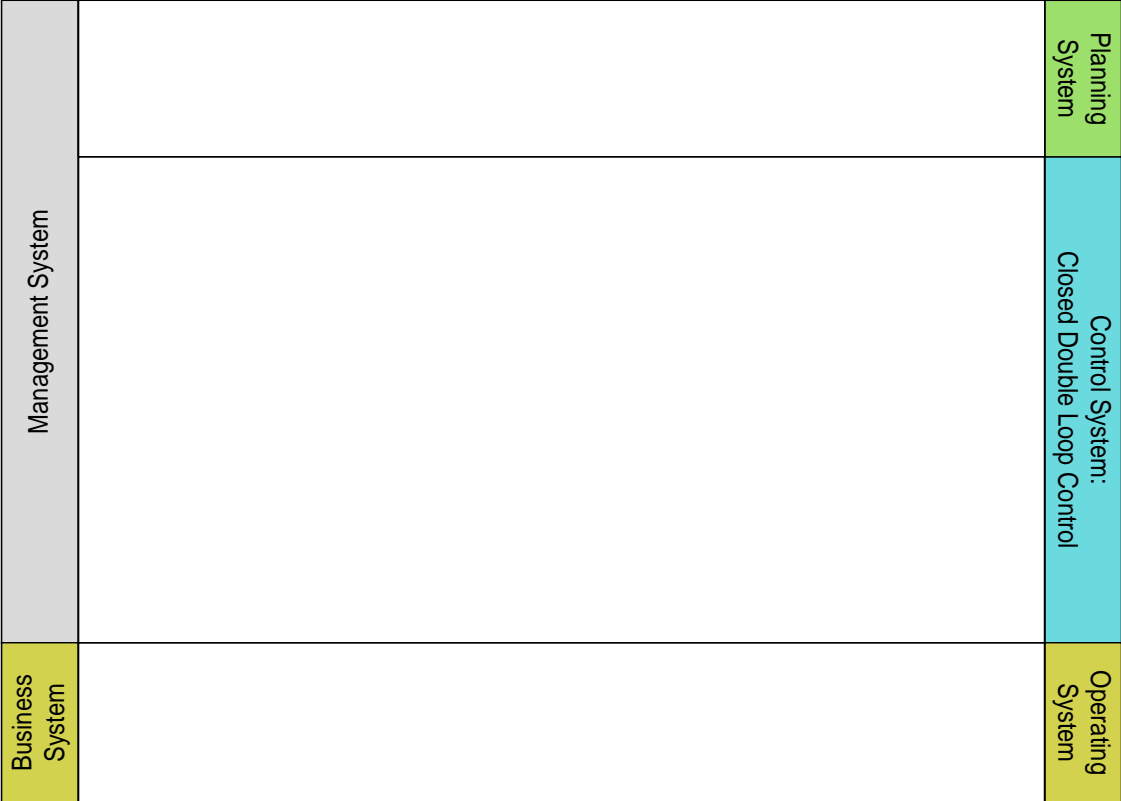
**Sample Exam – Midterm**

Immatri.Number:..... Study Number:.....

Name: ..... Date: .....

**IN CALCULATIONS THE LOGICAL MEANING HAS TO BE SHOWN!**

- 1) Calculate the sales price risk, which arises out of the generic risk model at the 99% confidence level, if the following information is given: planned price = 5, planned variable unit cost = 3, planned total fixed costs = 5.000, planned sales volume = 10.000 and coefficient of variation of the sales price = 10 %.  
(7 Points)
  
- 2) Design the stereotyped MGT-Activity-diagram for a proactive closed double loop sales management system. Specify all involved activities and the concrete information that is flowing between the different activities.  
(7 Points)



Wrong answers give negative points!

Handwritten comments are considered as not existent!

	true	false
The cut off rate specifies the maximum deviation percentage from the expected value, which is exceeded with the loss probability	0	0
In rolling forecasts the accumulated actuals decrease and the remaining expectations increase as time goes by	0	0
Standard costs are per-unit costs that can be variable or fixed	0	0
The target costs in SAP are calculated by evaluating the calibrated plan cost function at the planned production volume	0	0
In the naive calibration method the planned unit costs are set equal to the actual unit cost realizations in the last period	0	0
Controllable variances are calculated by taking the difference between the actual total costs and the planned costs	0	0
The volume variance is positive, if the actual production volume is lower than planned volume	0	0
Stochastic control theory deals with finding optimal decisions, which relate to single points of time or single periods of time	0	0
The state-based control strategy takes the actual realized state information into account	0	0
In the double loop management process there are no adaptive adjustments	0	0
In the COSO-enterprise risk management framework the risk responses include avoidance, reduction, sharing and acceptance	0	0
In the X-MGT-process the letter "X" indicates an open loop control system	0	0
In the supervised MGT-process the supervisory systems are modeled as exception handler	0	0
In the case of a positive EBIT the operating leverage cannot be smaller than 2	0	0
In intermediate controls information is used, which reveals over time	0	0
A proactive closed loop MGT is based upon final result controls	0	0