# Certified Materials and Resource Professional Practice (Sample)

**Study Guide** 



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### **Questions**



- 1. What does the acquisition process for MMIIS typically start with?
  - A. Request for Proposal (RFP)
  - **B.** Request for Information (RFI)
  - C. Invitation to bid
  - D. Direct purchase order
- 2. What occurs in the final step of the input stage of an information system?
  - A. Data is converted for use
  - **B.** Information is stored
  - C. Data is validated and entered
  - D. Reports are generated
- 3. What is periodic automatic replenishment (PAR) used for?
  - A. To establish and return to a desired level of stock
  - B. To evaluate the usage of products
  - C. To categorize inventory
  - D. To handle emergency stock requests
- 4. What is a potential risk of not adhering to record retention laws?
  - A. Better operational efficiency
  - B. Increased vendor partnerships
  - C. Legal penalties
  - D. Streamlined patient care
- 5. Are individual preferences a consideration in operating room inventory management?
  - A. Yes, they are negligible
  - B. No, they are ignored constantly
  - C. Yes, they are taken into account
  - D. No, they only apply to supplies

## 6. Which division is focused on controlling disease spread in populations?

- A. Centers for Drug Control
- **B.** Centers for Disease Control and Prevention
- C. National Health Institute
- **D. Environmental Protection Agency**
- 7. Which of the following has the greatest impact on the revenues of a manufacturer?
  - A. The cost of materials
  - B. The cost of goods sold
  - C. The cost of labor
  - D. The overhead costs
- 8. What does the Robinson-Patman Act primarily outlaw?
  - A. Price fixing
  - **B.** Price discrimination
  - C. Market monopolization
  - D. False advertising
- 9. What characterizes a current asset?
  - A. Long-term investments
  - B. Short-term commitments that can be quickly converted to cash
  - C. Intangible assets with indefinite life
  - D. Fixed assets with depreciation
- 10. What does the Americans with Disabilities Act of 1990 require from employers?
  - A. To provide exclusive workspaces for disabled individuals
  - B. To offer reasonable accommodations for employees with disabilities
  - C. To eliminate all forms of discrimination
  - D. To ensure mandatory health insurance for disabled workers

### **Answers**



- 1. B 2. C 3. A 4. C 5. C 6. B 7. B 8. B 9. B 10. B



### **Explanations**



### 1. What does the acquisition process for MMIIS typically start with?

- A. Request for Proposal (RFP)
- **B.** Request for Information (RFI)
- C. Invitation to bid
- D. Direct purchase order

The acquisition process for MMIIS commonly initiates with a Request for Information (RFI). This stage is crucial as it allows organizations to gather relevant information about potential suppliers and their capabilities before moving forward in the procurement process. An RFI helps identify the market landscape and understand the available solutions, which can inform subsequent decisions regarding Requests for Proposal (RFPs) or invitations to bid. By starting with an RFI, organizations can clarify their needs, evaluate suppliers, and create a baseline for comparing later proposals, ultimately leading to a more informed and efficient decision-making process.

## 2. What occurs in the final step of the input stage of an information system?

- A. Data is converted for use
- **B.** Information is stored
- C. Data is validated and entered
- D. Reports are generated

In the final step of the input stage of an information system, data is validated and entered. This step is crucial because it ensures that the information being collected is accurate, complete, and formatted correctly for processing. Data validation can involve checking for errors, ensuring that data meets specific criteria, or conforming to predefined formats. This ensures that the information entering the system is reliable, which is fundamental to the overall performance and integrity of the information system. Once data is validated and successfully entered, it can then proceed to subsequent stages of processing to ultimately generate meaningful information or reports. Understanding the importance of this validation step clarifies the foundation upon which effective decision-making and analysis is built within an information system.

#### 3. What is periodic automatic replenishment (PAR) used for?

- A. To establish and return to a desired level of stock
- B. To evaluate the usage of products
- C. To categorize inventory
- D. To handle emergency stock requests

Periodic automatic replenishment (PAR) is primarily used to establish and return inventory levels to a desired point, ensuring that stock is always available to meet demand without overstocking. This method involves regularly scheduled inventory assessments, after which decisions are made to reorder stock to maintain predetermined levels. By adhering to these established quantities, organizations can streamline their inventory management processes and minimize stockouts as well as excess inventory. In contrast, evaluating the usage of products focuses more on analyzing consumption patterns rather than directly influencing stock levels. Categorizing inventory pertains to organizing items into classifications, typically for better management and tracking, but doesn't specifically address replenishment processes. Handling emergency stock requests deals with immediate and often unforeseen needs for inventory, which is a reactive approach rather than a systematic method like periodic automatic replenishment. Thus, the primary function of PAR is closely aligned with maintaining optimal stock levels as outlined in the correct choice.

### 4. What is a potential risk of not adhering to record retention laws?

- A. Better operational efficiency
- **B.** Increased vendor partnerships
- C. Legal penalties
- D. Streamlined patient care

Not adhering to record retention laws can lead to legal penalties, which is a significant risk for organizations. These laws are put in place to ensure that records are kept for a specific duration and properly managed to protect sensitive information. Failure to comply can result in fines, sanctions, or legal actions taken against the organization. The consequences can also extend beyond financial penalties to damage the organization's reputation, trustworthiness, and operational integrity. By following record retention laws, organizations can maintain compliance and avoid these legal repercussions. In contrast, better operational efficiency, increased vendor partnerships, and streamlined patient care are outcomes that may be desirable but are not directly related to the risks posed by non-compliance with record retention laws. These aspects typically depend on different factors and cannot mitigate the legal consequences stemming from improper record management.

## 5. Are individual preferences a consideration in operating room inventory management?

- A. Yes, they are negligible
- B. No, they are ignored constantly
- C. Yes, they are taken into account
- D. No, they only apply to supplies

In the realm of operating room inventory management, individual preferences play a significant role in ensuring optimal clinical outcomes and efficiency. Surgeons and surgical teams often have specific preferences regarding surgical instruments, tools, and supplies that they feel comfortable using based on past experiences or training. These preferences can affect their performance and ultimately influence patient safety and surgical success. By taking individual preferences into account, inventory management can be tailored to meet the needs of the users, which can enhance their performance and satisfaction. Moreover, the alignment of inventory with the preferences of the surgical staff can lead to reductions in delays during procedures, improved workflow, and decreased likelihood of errors or complications. Prioritizing these preferences does not trivialize the importance of standardization and cost management; rather, it recognizes that a balance must be achieved. Therefore, the acknowledgment of individual preferences in operating room inventory management is crucial for both operational success and providing high-quality care to patients.

## 6. Which division is focused on controlling disease spread in populations?

- A. Centers for Drug Control
- **B.** Centers for Disease Control and Prevention
- C. National Health Institute
- **D. Environmental Protection Agency**

The division that focuses on controlling disease spread in populations is the Centers for Disease Control and Prevention (CDC). The CDC plays a critical role in public health by monitoring disease outbreaks, conducting research to understand various health threats, and implementing strategies to prevent and control infectious diseases. It provides vital information and resources to both the general public and healthcare professionals to mitigate the spread of diseases. This division specializes in epidemiology, the study of how diseases affect the health and illness of populations, making it pivotal in managing public health concerns. It emphasizes surveillance, health promotion, and education initiatives, which are essential in controlling infectious diseases and enhancing community health resilience. While other organizations might address health issues, their primary focus does not align specifically with disease prevention and control. The National Health Institute, for instance, is more focused on medical research, the Environmental Protection Agency deals with environmental health and regulations, and the Centers for Drug Control does not exist as a distinct entity under that name, further solidifying the CDC's unique position in this area of public health.

## 7. Which of the following has the greatest impact on the revenues of a manufacturer?

- A. The cost of materials
- B. The cost of goods sold
- C. The cost of labor
- D. The overhead costs

Revenue for a manufacturer is primarily determined by the relationship between sales and production costs. The cost of goods sold (COGS) directly affects a manufacturer's revenue by representing the total expenses incurred to produce the goods sold. This figure is crucial because it includes direct costs tied to the production process, such as materials and labor, and is used to calculate gross profit. A lower COGS typically leads to a higher gross profit margin, ultimately enhancing overall revenue. While the cost of materials, labor, and overhead costs also contribute to the COGS, the focus on COGS as a whole provides a comprehensive view of how these factors interact to influence revenue. Hence, monitoring and managing COGS is essential for manufacturing businesses to maximize their revenue potential effectively.

#### 8. What does the Robinson-Patman Act primarily outlaw?

- A. Price fixing
- **B.** Price discrimination
- C. Market monopolization
- D. False advertising

The Robinson-Patman Act primarily outlaws price discrimination, which refers to the practice of selling the same product to different buyers at different prices in a way that harms competition. Enacted in 1936 as an amendment to the Clayton Act, it aims to protect small businesses from unfair pricing practices by larger companies. The Act ensures that sellers cannot discriminate in price among purchasers of goods of like grade and quality, thereby promoting fair competition in commerce. While the other listed practices are related to competition laws, they are addressed under different statutes. Price fixing is generally governed by antitrust laws that prevent collusion among competitors. Market monopolization is also tackled by antitrust laws designed to prohibit anti-competitive practices that lead to a monopoly power. False advertising is regulated under consumer protection laws that ensure companies do not misrepresent their products or services. Each of these areas is significant in its own right, but the Robinson-Patman Act specifically focuses on the issue of price discrimination.

#### 9. What characterizes a current asset?

- A. Long-term investments
- B. Short-term commitments that can be quickly converted to cash
- C. Intangible assets with indefinite life
- D. Fixed assets with depreciation

A current asset is characterized by its ability to be quickly converted to cash or consumed within a short period, typically within a year. This definition aligns with the correct answer, which highlights short-term commitments that can quickly turn into cash. Current assets include items such as cash, accounts receivable, and inventory, all of which are expected to be liquidated or utilized in the near term, supporting operational needs and financial stability. In contrast, the other choices represent different categories of assets. Long-term investments, as mentioned in one of the options, are assets that a company plans to hold for more than one year, differing from the short-term nature of current assets. Intangible assets with an indefinite life are non-physical assets that do not fit the definition of current assets, as they are not easily liquidated or turned into cash. Finally, fixed assets with depreciation are tangible assets, such as buildings and machinery, that sustain value over time and are not classified as current due to their longer operational lifespan.

## 10. What does the Americans with Disabilities Act of 1990 require from employers?

- A. To provide exclusive workspaces for disabled individuals
- B. To offer reasonable accommodations for employees with disabilities
- C. To eliminate all forms of discrimination
- D. To ensure mandatory health insurance for disabled workers

The Americans with Disabilities Act (ADA) of 1990 primarily requires employers to offer reasonable accommodations for employees with disabilities, enabling them to perform their job duties effectively. This means that employers must make adjustments or modifications to a job or work environment that allow an individual with a disability the same opportunities as other employees. Reasonable accommodations could include changes to the work schedule, physical modifications to ensure accessibility, or the provision of specialized equipment. The other choices do not align with the specific requirements of the ADA. While the act does address discrimination, it does not mandate the elimination of all forms of discrimination in a broad sense but rather focuses specifically on discrimination against individuals with disabilities in employment settings. Similarly, while health insurance is an essential consideration, the ADA does not specifically dictate that employers provide mandatory health insurance for disabled workers, nor does it require exclusive workspaces, which would not be practical or realistic in most workplace settings. Thus, the requirement to offer reasonable accommodations is a fundamental aspect of the ADA aimed at promoting inclusion and equal access in the workplace.