HRM 598 Week 6 Quiz

1. *Popular stereotypes of salespeople characterize them as being heavily motivated by*
   Financial compensation
2. *The most common approach to motivating executives to make decisions that are in the best interests of stockholders is*
   A long-term incentive plan that uses stock options
3. *At the time they are granted, which of the following have no tax implications for an executive?*
   Incentive stock options
4. *NaxWell Corporation sells a smart wristband that, apart from monitoring heart rate and blood pressure, also reminds users to stand and walk every half hour. As part of its promotional efforts, a celebrity starts wearing the wristband, thereby increasing its popularity and ease of sale. Which of the following is most likely to happen?* **NaxWell is likely to increase base salaries and decrease incentives.**
5. *__________use cash or stock award that is determined by increase in stock price during any time chosen (by the executive) in the option period.*
   Stock appreciation rights
6. *Nonqualified stock options require*
   Purchase of stock at a stipulated price, not conforming with the internal revenue code
7. *In the context of contracts, which of the following is most appropriate when the necessary job skills are within the grasp of most employees?*
   Automatic progression
8. *A deferred wage increase*
   Is negotiated at the time of initial contract negotiations with the timing and amount specified in the contract.
9. *_________is movement through the wage ranges where seniority is specified as the basis of the movement.*