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QUESTION 1

_____ is the flip side of discounts, which can be added for a variety of factors, such as control, industry risk, or a swing vote.

- A. Premiums
- B. Combined discounts
- C. Contingent liability discounts
- D. Blockage discounts

Correct Answer: A

QUESTION 2

"Tag along rights" are Buy-Sell agreements which:

- A. Often call for the sales of interest on the same terms if the controlling owner sells
- B. Have become more common these days
- C. Allow the issuer first priority to buy the interest and other stockholders or partners the second-place option to buy
- D. Both A and B

Correct Answer: D

QUESTION 3

Which one of the following is perhaps the most valuable source of authoritative information on a particular industry?

- A. Financial data
- B. Industry surveys
- C. Business press
- D. Trade associations

Correct Answer: D

QUESTION 4

A unique feature of Merger stat/Shannon Pratt's control premium study is a transaction code by type of transaction. i.e.:

- A. F- Financial H-Horizontal integration V-Vertical integration C-Conglomerate

B. F- Financial H-Hedged Value V- Vertical integration C- Corporations

C. F- Funds H- Horizontal value V- Vertical value C- Control value

D. C- Control and control risk H- Hedging F- Financial V-Vulnerability

Correct Answer: A

QUESTION 5

If the language of the relevant agreements indicates that minority block of stock will be valued on a controlling ownership interest level of value, a full lack of control discount will not apply to the transactions to which the provision is applicable.

For example:

A. The agreement may say that the subject shares will be valued "on an enterprise basis" or as "a per share portion of the overall company value."

B. A lack of control discount must be applicable to overall business value

C. Lack of control discount may not be inflated due to influences of ownership control

D. Some of the benefits of ownership control are lost due to public disclosure

Correct Answer: D

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