

Regulatory Environments for Benefits Programs

WorldatWork B1

Version Demo

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QUESTION NO: 1

What happens to the marginal cost if revenue accelerates slower than variable costs but fixed costs remain the same?

- A. It remains the same.
- B. It decreases because variable costs are increasing.
- C. It increases at the same rate as variable costs.
- D. It becomes increasingly higher as revenues increase.
- E. It cannot be determined from those facts; marginal cost depends on incremental cost per additional unit, not revenue or fixed costs.

ANSWER: E

Explanation:

It cannot be determined from those facts; marginal cost depends on incremental cost per additional unit, not revenue or fixed costs. Marginal cost is the change in total cost associated with producing one additional unit of output. Because fixed costs do not change with output within the relevant range, they do not affect marginal cost. Revenue is likewise a separate measure: whether it grows faster or slower than costs may affect profitability, contribution, or margin, but it does not by itself establish the cost of producing the next unit.

The statement that variable costs are increasing is not enough to conclude that marginal cost rises, falls, or changes at a particular rate. Total variable costs normally increase as more units are produced even when the variable cost per unit—and therefore marginal cost—remains constant. To determine the direction of marginal cost, the analysis would need the incremental change in variable cost and the corresponding incremental change in output. This distinction between total variable cost and marginal cost is central to sound cost analysis in benefits-program and business decision-making. See OpenStax's discussion of [short-run costs and marginal cost](#) and the [Britannica definition of marginal cost](#).

QUESTION NO: 2

The XYZ Company opened a new manufacturing facility with a capital investment of 10,000,000. The cost to obtain the capital was 8%. In its first year of operations, the facility's net operating profit after taxes was 10,500,000. What was the economic value added (EVA) using the EVA formula?

- A. 500,000
- B. 840,000
- C. 8,000,000
- D. 9,700,000

ANSWER: D

Explanation:

9,700,000 is correct because economic value added measures the profit remaining after a business covers both its operating costs and the required charge for the capital invested in the operation. The EVA calculation is net operating profit after taxes minus the capital charge. Here, the facility has invested capital of 10,000,000 and a cost of capital of 8%, producing a capital charge of 800,000 ($10,000,000 \times 0.08$). Subtracting that charge from net operating profit after taxes of 10,500,000 gives EVA of 9,700,000 ($10,500,000 - 800,000$). This positive EVA means that, in its first year, the facility generated operating profit exceeding the return required by the providers of its invested capital. EVA is therefore a residual-income measure: it identifies value created after recognizing that capital has an opportunity cost, rather than treating all accounting profit as value creation. This application follows the standard EVA framework described by [NYU Stern](#) and the residual-income approach discussed by [CFA Institute](#).

QUESTION NO: 3

Which of the following combines traditionally segregated time off and leave programs into one policy covering a single block of time?

- A. Personal leave
- B. Sabbatical
- C. Severance allowances
- D. Paid time off (PTO) bank

ANSWER: D

Explanation:

Paid time off (PTO) bank is correct because it consolidates categories of paid absence that employers have historically administered separately—commonly vacation, sick time, and personal days—into one pooled allotment of paid leave. Instead of requiring employees to classify an absence according to a distinct leave category, a PTO-bank approach gives them access to a defined number of paid hours or days that they can use for eligible time away from work. This design can simplify leave administration, reduce the need to police the stated reason for an absence, and give employees greater flexibility in deciding how to use their available paid time. The employer's written policy should clearly establish accrual or front-loading rules, permitted uses, carryover treatment, payout rules where applicable, and how the PTO bank coordinates with legally protected leaves. A PTO bank concerns paid leave provided by the employer; it does not eliminate the employer's separate obligations under laws such as the Family and Medical Leave Act when an employee qualifies for protected, generally unpaid leave. The U.S. Department of Labor explains FMLA leave requirements at <https://www.dol.gov/agencies/whd/fmla>. For a general discussion of paid sick leave and related employer-policy considerations, see the Department of Labor's resource at <https://www.dol.gov/general/topic/benefits-leave/paidsickleave>.

QUESTION NO: 4

The Delta Company has experienced increased turnover in the past two years. Data from exit interviews indicate that most of those leaving did so for better opportunities and higher compensation. If Delta pays at the highest percentile of the market for their peer group, what data analysis should they do?

- A. Additional quantitative analysis to determine whether pay rates are truly competitive or existing data are unreliable
- B. Qualitative data collection to talk to key stakeholders and employees and determine whether the exit interviews accurately reflect their concerns
- C. Qualitative data collection in the form of an employee survey with questions about employee satisfaction with pay levels
- D. No additional data analysis is needed. Delta should increase pay rates based on the existing data to decrease turnover.

ANSWER: B

Explanation:

Qualitative data collection to talk to key stakeholders and employees and determine whether the exit interviews accurately reflect their concerns is the appropriate next step. Delta's apparent market-leading pay position creates an important inconsistency with the stated reasons for leaving. Before making compensation changes, the organization needs richer context about what employees mean by "better opportunities" and "higher compensation." For example, employees may be comparing a different labor market or peer group, valuing variable pay or benefits differently, perceiving internal pay inequities, or prioritizing career growth, manager quality, flexibility, or work conditions. Conversations with current employees, departing employees, managers, and other relevant stakeholders can test whether the exit-interview themes are complete, consistently interpreted, and representative of the broader workforce. This approach also helps distinguish an actual market-pay issue from a communication, perception, total-rewards, or employee-experience issue. Sound people analytics begins by validating the problem definition and combining employee voice with existing workforce data before selecting an intervention. The U.S. Office of Personnel Management describes exit surveys as a source of feedback for identifying retention issues and improving the employee experience; their value increases when organizations appropriately interpret and act on the feedback. See [OPM Employee Surveys](#) and [U.S. Department of Labor: Wages](#).

QUESTION NO: 5

An employee elects employee-only medical coverage during annual enrollment. Two months later, the employee marries and asks to add the new spouse to coverage. Under a cafeteria plan, what is the most appropriate response?

- A. Permit the employee to add the new spouse if the plan permits a consistent midyear election change for marriage
- B. Deny the request because medical-plan elections are irrevocable until the next plan year
- C. Permit any changes the employee wants because marriage creates unrestricted election rights
- D. Require the spouse to obtain coverage only through the spouse's own employer

ANSWER: A

Explanation:

Marriage is a change in status that may permit a midyear election change under a cafeteria plan, provided the plan document allows the change and the revised election is consistent with the event. Adding the new spouse is ordinarily consistent with the marriage because the spouse has become eligible for coverage.

The employer should follow its plan's notice and election procedures rather than require the employee to wait automatically until annual enrollment. The employer should not permit unrelated election changes that are not consistent with the event, such as using the marriage solely to make an unrelated reduction in coverage.

QUESTION NO: 6

A group health plan imposes a 30-visit annual limit on outpatient mental health treatment. The plan does not impose a comparable visit limit on outpatient medical-surgical benefits. Which concern should the plan sponsor evaluate most carefully?

- A. Whether the mental health visit limit is consistent with the plan's annual deductible
- B. Whether the outpatient visit limit complies with mental health parity requirements
- C. Whether all participants have received a copy of the provider directory
- D. Whether the plan has a coordination-of-benefits provision

ANSWER: B

Explanation:

The plan sponsor should evaluate whether the quantitative treatment limitation complies with the Mental Health Parity and Addiction Equity Act. Financial requirements and quantitative treatment limitations applicable to mental health or substance use disorder benefits generally cannot be more restrictive than the predominant requirements or limitations that apply to substantially all medical-surgical benefits in the same classification. Outpatient benefits are a relevant classification for this analysis. A separate, lower visit cap for outpatient mental health treatment may violate parity unless the plan can demonstrate that the limitation satisfies the applicable parity standards.

QUESTION NO: 7

Which of the following best describes a factor that has influenced the growth and change in benefits?

- A. There is a decreasing number of females in the workforce.
- B. Employees are expressing a greater desire for choice in their benefits.
- C. Employees have longer career expectations.
- D. Decreasing costs are causing growth in the numbers of benefits employers offer.

ANSWER: B

Explanation:

Employees are expressing a greater desire for choice in their benefits is a key factor driving the evolution of employer-sponsored benefits. Workforces are increasingly diverse in age, family status, health needs, financial circumstances, and career stage. A uniform benefits package may provide value to some employees while failing to address the priorities of others. Consequently, employers have expanded the range of benefit offerings and adopted more flexible approaches, such as voluntary benefits, flexible spending arrangements, health-plan choices, wellbeing resources, and individualized decision-support tools. Choice enables employees to select coverage and services that better fit their personal situations while allowing employers to structure a benefits program that supports attraction, retention, engagement, and total-rewards objectives. WorldatWork identifies changing workforce demographics and employee expectations among the forces shaping total rewards and benefits design. The U.S. Department of Labor also describes employee benefit plans as an important part of compensation, with plan design governed by significant legal and regulatory requirements. See [WorldatWork's Total Rewards Model](#) and the [U.S. Department of Labor's ERISA benefits guidance](#).

QUESTION NO: 8

What best describes what forecasting helps the organization to do?

- A. Recognize possible issues and concerns that will drive budget planning
- B. Prepare quarterly and annual reports and their associated statements
- C. Withhold payroll taxes for all elements of compensation
- D. Anticipate future capital needs by determining when the organization will enter the next phase of the business lifecycle

ANSWER: A

Explanation:

Forecasting helps an organization recognize possible issues and concerns that will drive budget planning. In benefits and total-rewards administration, it uses available historical data, workforce information, economic conditions, and anticipated program changes to estimate future costs and resource needs. For example, an employer may project changes in health-plan enrollment, claims costs, workforce demographics, compensation expense, or regulatory obligations. These estimates allow decision-makers to identify emerging financial pressures early and incorporate reasonable assumptions, contingencies, and priorities into the budget before commitments are finalized.

Forecasts are not intended to produce a guaranteed result; rather, they provide a structured, evidence-based view of likely future conditions that supports planning and adjustment. This forward-looking function is especially valuable where benefit costs and workforce needs can change over time. The U.S. Bureau of Labor Statistics describes projections as tools that provide information about expected future labor-market conditions, illustrating the planning value of forecasts: [BLS Employment Projections](#). Similarly, the Congressional Budget Office explains how budget projections estimate future revenues and outlays under stated assumptions: [CBO Economic Outlook](#).

QUESTION NO: 9

What best describes a use of strategic analysis?

- A. Pricing your products appropriately
- B. Understanding your business and its competitive strengths and weaknesses
- C. Forecasting profit, growth and investment performance to develop realistic budgets
- D. Evaluating prior year performance for the narrative portion of annual financial reports

ANSWER: B

Explanation:

Understanding your business and its competitive strengths and weaknesses is a core use of strategic analysis. Strategic analysis gives leaders a disciplined way to assess the organization's internal capabilities, resources, operating model, and current position, while also considering the external competitive and market environment. This assessment helps identify where the organization has advantages to protect or build upon, as well as capability gaps, risks, and constraints that may affect its ability to carry out its strategy.

For benefits professionals, this context is especially important because benefit-program decisions should support the employer's broader business strategy, workforce needs, financial capacity, and ability to compete for talent. A strategic analysis can therefore inform the objectives used to evaluate benefit plans, such as whether the organization needs to differentiate its rewards offering, manage costs, address workforce demographics, or strengthen employee attraction and retention. The U.S. Small Business Administration describes strategic planning as a process that evaluates an organization's position and establishes direction for achieving long-term goals. Its discussion of a SWOT analysis similarly frames strengths and weaknesses as essential internal factors in strategic assessment. See the [U.S. Small Business Administration's strategic-planning guidance](#) and its [market research and competitive-analysis guidance](#).

QUESTION NO: 10

To establish disparate treatment in violation of Title VII of the Civil Rights Act of 1964, an employee must prove that the employer intentionally maintains the pay disparity because the employee is a member of a protected class and which of the following?

- A. The employer maintains a wage disparity between employees who do unequal, but comparable work.
- B. He or she is paid less than employees who are not members of the same protected group.
- C. He or she receives a lower wage than a co-worker of the opposite sex.

ANSWER: B**Explanation:**

"He or she is paid less than employees who are not members of the same protected group." is correct because a disparate-treatment pay claim under Title VII concerns intentional discrimination based on an individual's protected characteristic, such as race, color, religion, sex, or national origin. The employee must connect the lower compensation to that protected status and show that the employer treated the employee less favorably in pay than relevant employees outside the employee's protected group. This comparative evidence helps support the inference that the pay difference was maintained because of the protected characteristic, rather than for a legitimate, nondiscriminatory reason. Title VII makes it unlawful for an employer to discriminate against an individual with respect to compensation because of that individual's protected status. The U.S. Equal Employment Opportunity Commission explains that compensation discrimination can include paying workers differently because of race, sex, or another Title VII-protected basis. The intentional-treatment requirement is central: the challenged compensation decision must reflect a difference in treatment tied to protected-group membership. See [EEOC, Title VII of the Civil Rights Act of 1964](#) and [EEOC, Sex-Based Discrimination](#).