

## 作业 20

### 内容涉及

**IACLE 接触镜教材第九册 9.4 和 9.5 及第十册 10.1,10.2 , 10.3 和 10.4 单元**

## 作业 20

仔细阅读题目，将答案写在答题纸上

1. ***What percentage of gross practice revenues should be spent on staff salaries and benefits, to be considered reasonable?***
  - a. 5% to 10%
  - b. 13% to 18%
  - c. 20% to 30%
  - d. 35% to 50%
  
1. 总收入中多少比率应用于员工的薪水和福利被认为是合理的？
  - a. 5%~ 10%
  - b. 13%~ 18%
  - c. 20% ~ 30%
  - d. 35%~ 50%
  
2. ***In an ideal scleral lens fit, how long should it take for the post-lens tear space to fill with tears?***
  - a. 1 minute
  - b. 2 minutes
  - c. 3 minutes
  - d. 5 minutes
  
2. 在一理想的巩膜镜配戴病人，需要多长时间才能将镜片后的泪液空隙填满？
  - a. 1 分钟
  - b. 2 分钟
  - c. 3 分钟
  - d. 5 分钟
  
3. ***To minimize corneal contact, how is the initial BOZR of a scleral lens usually determined?***
  - a. At least 1 mm steeper than flattest K
  - b. At least 1 mm steeper than average Ks
  - c. At least 1 mm flatter than flattest K
  - d. At least 1 mm flatter than average Ks
  
3. 为达到尽可能少的角膜接触，巩膜镜的初始镜片的基弧决定于：
  - a. 比最平坦 K 至少陡直 1mm
  - b. 比平均 K 至少陡直 1mm
  - c. 比最平坦 K 至少平坦 1mm
  - d. 比平均 K 至少平坦 1mm

4. **Which one of the following is the MOST appropriate cleaner for use on a PMMA (acrylic) prosthetic eye?**
- An antibacterial soap
  - An alcohol-based rigid contact lens cleaner
  - A soft lens multi-purpose solution
  - Dishwashing liquid
4. PMMA 材料的义眼，使用下述哪种清洁方式最恰当？
- 抗菌肥皂
  - 酒精类的硬镜清洁剂
  - 软镜多功能护理液
  - 洗洁精
5. **All of the following are advantages of preformed scleral lenses, EXCEPT:**
- Lens parameters are known accurately
  - Patients can experience a lens prior to final fitting and ordering
  - Easy to fit on highly toric corneas
  - Can be made thinner than molded lenses
5. 下述是应用成品巩膜镜的优点，但须除外的是？
- 镜片参数精确
  - 病人在最后配戴和订片之前即可有镜片
  - 易在高散光角膜上配戴
  - 比膜压镜片薄
6. **What should be the FIRST step a newly-qualified contact lens practitioner takes when embarking on an internal marketing plan for his new practice?**
- Naming the practice
  - Determining the scope of the practice
  - Defining the image he wants to project
  - Developing a practice slogan and logo
6. 为一位新获得资质的人员，想开始其网上业务，首先必须作的是？
- 命名
  - 确定经营范围
  - 限定目标的蓝图
  - 业务口号和标志
7. **When fitting a scleral lens, which one of the following would indicate excessive tightness of the scleral zone?**
- Sectoral bulbar hyperaemia
  - Blanching of conjunctival blood vessels
  - Conjunctival chemosis
  - Iron deposition in the cornea

7. 配戴巩膜镜片，下述哪点说明巩膜镜配戴过紧？
- 扇形球结膜充血
  - 结膜血管变白
  - 结膜水肿
  - 角膜铁沉积
8. **According to Cameron and Veys (1995), what are the two MOST important things that people expect from professional people?**
- Good prices and discounts for loyalty (a frequent buyer programme)
  - Extensive advertising and extended operating hours
  - Honesty and integrity
  - Modern equipment and a large, comfortable waiting room
8. 根据 Cameron and Veys (1995)的研究结果,人们从专业人员中最希望得到的两个重要的事情是？
- 对忠诚者 (长客户) 优惠的价格和折扣
  - 大规模的广告和持久的工作时间
  - 诚实和正直
  - 现代化的设备和大的、舒适的候诊室
9. **If a scleral lens wearer reports hearing 'clicking' while wearing their lenses, which one of the following should be investigated further?**
- The edge clearance of the shell at the 3 & 9 o'clock positions
  - The wettability of the front surface
  - The clearance of the shell over the limbus
  - The position and size of the lens fenestration
9. 如果一巩膜镜配戴者戴镜片时听到“卡塔”声，则必须进一步调查下述哪种情况？
- 在 3 和 9 点钟方位镜片边缘的翘起高度
  - 前表面的湿润性
  - 在角巩膜缘处的镜片翘起情况
  - 镜片窗孔的大小和位置
10. **According to Sulaiman (2000), the approximate gender distribution of the contact lens market is:**
- Females 66%; Males 34%
  - Females 55%; Males 45%
  - Females 45%; Males 55%
  - Females 34%; Males 66%

10. 根据 Sulaiman (2000)的研究结果，接触镜配戴者的性别比率约为：

- a. 女性 66%; 男性 34%
- b. 女性 55%; 男性 45%
- c. 女性 45%; 男性 55%
- d. 女性 34%; 男性 66%

11. **What is the MOST important reason for keeping the overall diameter of a scleral lens as large as practicable?**

- a. To prevent limbal touch
- b. For increased stability
- c. To spread the bearing load over as large an area as possible
- d. To reduce the likelihood of dislodgement from the eye

11. 保持巩膜镜直径尽可能大（符合实际）的重要原因是：

- a. 避免角巩膜缘接触
- b. 增加稳定性
- c. 使镜片接触的区域分布得尽可能大
- d. 减少镜片从眼内掉出几率

12. **According to Sulaiman (2000), approximately what percentage of the income generated in an average optometric practice in the USA comes from contact lenses?**

- a. 5%
- b. 9%
- c. 19%
- d. 29%

12. 根据 Sulaiman (2000)的研究结果，在美国的视光诊室有多少比率的收入是来自于接触镜？

- a. 5%
- b. 9%
- c. 19%
- d. 29%

13. **Which one of the following would MOST likely be a suitable candidate for scleral contact lenses?**

- a. A patient exhibiting pervaporation staining
- b. A patient requiring prism in their Rx
- c. A patient with axial anisometropia
- d. A patient who wants a 'cure' for keratoconus

13. 下述哪种情况最合适配戴巩膜镜？
- 患者弥漫角膜染色
  - 患者需要棱镜处方
  - 患者有轴性屈光参差
  - 希望治疗圆锥角膜的秘诀
14. ***It has been shown that contact lens patients contribute more broadly to practice revenue than other patients, since they purchase not only contact lenses, but also care products, back-up spectacles, and sunglasses. How much more income than the average patient is it estimated that these patients generate in a practice?***
- 0.9 times more
  - 1.2 times more
  - 1.8 times more
  - 2.4 times more
14. 接触镜配戴者会比其他视光实践投入更多，主要是因为，他们不仅购买接触镜，还需要护理产品、替代的框架眼镜、和太阳镜，则患者从这些实践中产生的利润比一般的实践多多少？
- 0.9 倍或更多
  - 1.2 倍或更多
  - 1.8 倍或更多
  - 2.4 倍或更多
15. ***A patient has lost his left eye and wears an ocular prosthesis. The subjective refraction of his right eye is  $-2.75 / -0.50 \times 175$ . Which one of the following would be the MOST appropriate spectacle prescription for this patient?***
- Right and Left:  $-2.75 / -0.50 \times 175$
  - Right:  $-2.75 / -0.50 \times 175$  and Left:  $-1.75$  D Sph
  - Right:  $-2.75 / -0.50 \times 175$  and Left:  $-3.75$  D Sph
  - Right and Left:  $-2.75$  D
15. 一患者失去左眼，使用义眼，右眼主观验光结果为 $-2.75 / -0.50 \times 175$ .下述哪种框架眼镜的处方最合适？
- 右眼和左眼:  $-2.75 / -0.50 \times 175$
  - 右眼:  $-2.75 / -0.50 \times 175$  , 左眼:  $-1.75$  D Sph
  - 右眼:  $-2.75 / -0.50 \times 175$  , 左眼:  $-3.75$  D Sph
  - 右眼和左眼:  $-2.75$  D
16. ***In a successful contact lens practice, the target net income (profit) should be equal to what percentage of the gross practice revenue?***
- 15%
  - 20%
  - 25%
  - 32%

16. 比较成功的接触镜实践，目标的利润应占总收入的比率是多少？

- a. 15%
- b. 20%
- c. 25%
- d. 32%

17. **Which one of the following factors is an ADVANTAGE of rigid gas permeable lenses over soft contact lenses?**

- a. No foreign body sensation
- b. Provide clear, sharp vision
- c. Good for occasional wear
- d. Daily disposability is an option

17. 下述哪点是 RGP 镜片胜于软镜的优点？

- a. 无异物感
- b. 提供清晰的视力
- c. 适应于偶然配戴者
- d. 日抛是一选择

18. **How much more time, effort, and expense does it take typically to attract a new patient to a practice, compared with what is required to retain a current patient?**

- a. 1 to 3 times more
- b. 3 to 5 times more
- c. 6 to 10 times more
- d. 11 to 15 times more

18. 同保持现有患者相比，要吸引一新患者花费的时间、努力和费用要高出多少？

- a. 1~3 倍更多
- b. 3~5 倍更多
- c. 6~10 倍更多
- d. 11~15 倍更多

19. **All of the following factors are essential for a good scleral lens fit, EXCEPT:**

- a. Adequate tear layer thickness
- b. Perilimbal touch
- c. Corneal clearance
- d. Absence of air bubbles

19. 下述各点是配戴巩膜镜片的重要因素，但必须除外？

- a. 恰当的泪膜厚度
- b. 角膜巩膜缘接触
- c. 角膜翘起
- d. 无空气泡

**20. Potentially, how many new patients is it estimated one satisfied patient could refer to the practice through word-of-mouth marketing?**

- a. 3
- b. 5
- c. 7
- d. 10

20. 通过满意患者的传播，1个患者能带来的新患者是多少？

- a. 3
- b. 5
- c. 7
- d. 10