## $3901y\_EN\_Q2017\_Yekun$ imtahan testinin sualları

Fənn: 3901y Xarici-dil 1

1 Choose	the right meaning of the word combination: get on well
00000	be sure have a good relationship go for a walk go on holiday be tired
2 Choose	the right meaning of the word: abroad
00	on holiday in progress at the end in another country on top
3 The op	posite of wrong is
Ō	extrovert short lazy shy right
4 The op	posite of hard-working is
Ō	mean tall shy lazy generous
5 The op	posite of generous is
000000	dark quiet lazy mean short
6 The op	posite of shy is
000000	tall dark generous extrovert mean
7 The op	posite of talkative is
<u></u>	quiet

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$\circ$	generous
8 The opp	posite of short is
$\circ$	lazy
Ŏ	mean
	shy
	mean shy tall quiet
$\bigcirc$	quiet
9 The opp	posite of fair is
$\bigcirc$	shy
$\widetilde{\bigcirc}$	mean
$\tilde{\bigcirc}$	mean quiet lazy
Ŏ	lazy
	dark
10 Your a	unt's children are your
$\bigcirc$	aunt
$\widetilde{\bigcirc}$	uncle
$\tilde{\bigcirc}$	brother-in-law
	uncle brother-in-law cousins
$\circ$	niece
11 Your r	nother's brother is your
$\bigcirc$	aunt
$\bigcirc$	cousins
$\bigcirc$	niece
	cousins niece uncle
$\circ$	brother-in-law
12 Your s	ister`s daughter is your
$\circ$	uncle
	cousins niece sister-in-law
	niece
$\bigcirc$	sister-in-law
$\circ$	aunt
13 Your b	orother`s wife is your
$\circ$	cousins
	uncle sister-in-law aunt
	sister-in-law
	aunt
$\bigcirc$	niece
14 The op	oposite of thin or slim is
$\bigcirc$	right
$\widetilde{\bigcirc}$	lazy
$\widetilde{\bigcirc}$	quiet
000	extrovert
$\widecheck{\odot}$	fat

15 Match the verb and noun: have

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	on holiday,to the beach
$\bigcirc$	a TV,to the news
$\bigcirc$	at university,a language
Q	a TV,to the news at university,a language English,Spanish two brothers,a big family
	two brothers,a big family
16 Match	the verb and noun: go
$\circ$	the guitar,football
$\bigcirc$	a TV,the news at university,a language on holiday,to the beach
	at university,a language
	a magazine,the paper
17 Matab	
1 / Match	the verb and noun: watch
Q	English,Spanish
Q	on holiday,to the beach
Q	music,a CD
	on holiday,to the beach music,a CD a TV,the news at university,a language
$\bigcirc$	at university,a language
18 Match	the verb and noun: study
	two brothers,a big family
0000	the guitar,football
$\bigcirc$	on holiday,to the beach
$\bigcirc$	a TV,to the news
	at university,a language
19 Match	the verb and noun: speak
$\bigcirc$	a magazine,the paper
Ō	music,a CD
Q	a TV,the news
Q	music,a CD a TV,the news the guitar,football
	English,Spanish
20 Match	the verb and noun: read
	a magazine,the paper
0000	a TV,to the news
	two brothers,a big family
$\bigcirc$	on holiday,to the beach
$\circ$	the guitar,football
21 Match	the verb and noun: play
$\bigcirc$	two brothers,a big family
$\bigcirc$	a TV,the news
$\bigcirc$	English,Spanish
	a TV,the news English,Spanish the guitar,football
$\circ$	on holiday,to the beach
22 Match	the verb and noun: listen to
$\bigcirc$	at university,a language
$\bigcirc$	in Rome,in Italy
$\bigcirc$	a magazine,the paper

29 Complete the sentence: Do you know a shop ...... sells postcards?

why when where what

30 Complete the sentence: Don't worry. I know a supermarket has really good bread.
what why when where which
31 Complete the sentence: The shop I usually buy my bread is closed today.
why when which what where
32 Complete the sentence: A dictionary has good examples is very useful.
when why where which what
33 Complete the sentence: A painter is someone paints pictures.
why what when who who where
34 Complete the sentence: The Louvre is the museum you can see the Mona Lisa.
what who why when where
35 Complete the sentence: She can't find the key opens this door.
where when which who who what
36 Complete the sentence: This is the church we got married.
when which where what who
37 Match the word to its definition. A thing which you use to open or close a door.
a plane

a full-time job out-of- job a part-time job

52 Choose	e the correct expression: Librarian is required for public library from 2p.m. to 6 p.m.
000	Before work Full job A permanent job A part time job Out of work
53 Compl	ete the sentence: Our manager is very people and we have a very good team.
	self-motivated qualify as skilled at good with bad at
54 Match	the expression a full time job with its definition :
	a job that you do for fewer hours a week than people usually work a work that finishes after a fixed period somebody who works in an office for a particular company this kind of work is for the whole of the normal working week this job does not finish after a fixed period
55 Compl	ete the sentence: When the company is selling lots of cars, they ask us
	to apply for a job to buy shares to commute to work overtime to make a payment
56 Choose	e the synonym of the word manage
	demand pay serve control send
	the job to its description: My work involves getting up quite early in the morning , but I like being open air. I walk two or three miles every day.
	flight attendant teacher accountant Postwoman software developer
58 . Comp	plete the sentence: I'm not often – away from work due to illness.
	in work out of work work for off work at work

59 Match the job to its description: My work is very stimulating and not at all repetitive. I see the children learn and develop.

in bunder for

74 Choose the correct variant: iş, служба	
shift Telecommute application clock employment	
75 Complete the sentence: It is difficult from one shift to another.	
Changes are changing changing change have changed	
76 Complete the sentence: We at any time before eleven.	
are starting can start starts is starting are started	
77 Choose the synonym to the word. run	
involve Manage apply complete think	
78 Choose the opposite for the word. like	
use hate spend learn defend	
79 Choose the synonym of the word. difficult	
distinct hard easy fascinating dull	
80 Complete the sentence: That is the shopI bought my computer.	
while what where which when	
81 Complete the sentence: A: Why? B: Because I'm happy.	
you are smiling	

husband

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o ni	iece
89 Choose 1	the word that is different:
th se	rst nird eventh ghteen ventieth
90 Match th	ne word to its definition. The place where you can buy stamps.
m m po	akery arket nuseum ost office harmacy
91 Complet	te the sentence: I need a Workbookhas all the answers.
	hat ho hile hen hich
92 Complet	te the sentence: She's the womanworks in the office.
	hen hat hile here ho
93 Complet	te the sentence: You don't need an umbrella. It
O no	n`t raining ot raining oesn`t raining oesn`t rain ren`t raining
94 Complet	te the sentence: Soniaa job.
ha do	ren't have asn't on't have oesn't have n't have
95 Complet	te the sentence: Lizat a primary school.

96 Complete the sentence: ...... David smoke?

are teaching is teach teachs teach teaches

interesting.

motivated

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motivated unskilled

duty bonus

125 Com	plete the sentence: Wefor the job by completing an application form and sending it in.
$\circ$	call
Ŏ	send
	apply
Ŏ	cover
Ŏ	offer
126 Choo	ose the correct answer: Which of these jobs can be described as highly skilled?
	office manager
	brain surgeon
_	teacher
$\sim$	office cleaner
$\widetilde{\mathcal{C}}$	car production office
127.0	
127 Com	plete the sentence: Fred is a van driver, but he was fedwith doing long trips.
$\bigcirc$	over
	up
$\bigcirc$	on
$\sim$	<del></del>
$\circ$	upon
128 . Coi	mplete the sentence: We invite the most interesting candidates to a group
$\bigcirc$	option
$\bigcirc$	occasion
	Discussion
	seminar
$\circ$	community
129 Mate application	ch the word to its definition. Previous employers, teachers that candidates named in their ons.
$\bigcirc$	partners
$\sim$	graduates
$\sim$	vendors
	referees
Ö	shareholders
130 Com	plete the sentence. The trouble with graduates is that they have no work
$\bigcirc$	launch
	experience
$\widetilde{\bigcirc}$	profit
$\widetilde{\bigcirc}$	efficiency
$\tilde{\circ}$	quantity
131 Com	plete the sentence: Fred is a van but he was fed up with doing long trips.
$\overline{}$	worker
$\simeq$	force
	Driver technical
$\simeq$	technical personal
$\bigcirc$	personal

132 Match the word combination to its definition. The experience of different jobs and educational qualification.

background of applicants covering letter selection process shortlist
133 Complete the sentence: Written tests help to the intelligence and personal qualities of the candidates.
apply assess fire offer advertise  134 Choose the right word and put it in the sentence: 1.shows financial picture of the firm. 2.The to
speak another language is now seen as form of a economic power. 3.I get a on everything I sell. a) ability b) accounting c)percentage
1-b,2-c,3-a 1-b, 2-a,3-c 1-c,2-a,3-b 1-a,2-b,3-c 1-c,2-b,3-a
135 Complete the sentence: I get a basic salary, plus a percentage on everything I sell.
background tips perks compensation Commission
136 Choose the synonym of the word: staff.
problem workforce customer graduate quality
137 Match the word combination to its definition. A disagreement between management and labor.
labor dispute labor relations labor shortage labor leader labor costs
138 . Complete the sentence: A company's main office is a corporate
<ul> <li>headquarters</li> <li>logo</li> <li>ladder</li> <li>profit</li> <li>culture</li> </ul>

139 . Match the word combination to its definition. A period when there are not enough people available to work.

146 Choose the right meaning of the word: nice perks

It is free meals and free insurance
It is an overtime

153 Choose the right prepositions. They swam ....the sea and then went for a walk ...the park.

on,for

		boiling freezing
161	Com	plete the sentence: Wear lots of warm clothes - it's outside.
	00000	dark sunny boiling foggy freezing
162	Choo	ose the right prepositions. Henry and Marinette see each other every day,home andwork.
	00000	on,to on,in on,on at,at to,on
163	Choo	ose the right preposition. The young couple went up to the balcony3.00 in the afternoon.
	00000	on to in of at
164	Choo	ose the right prepositions. Willy Ronis took the photothe balconyMarch 1957.
	00000	in,of to,by in,in of,on on,in
165	Choo	ose the right prepositions. The Beatles werea hotel roomParis1964.
	00000	on,to,in in,at,on in,in,in to,at,on at,in,on
166	Choo	ose the right preposition. President Nixon left the White HouseAugust 9th 1974.
	00000	to of at on for
167	Com	plete the sentence: If the manager also receives benefits, the payment and the benefits form a
•	00000	severance package severance payment compensation compansation payment profit

168 Choose the correct answer: What is the another name for the HRD?		
personnel department department of human resources personal company human resources agency human support management		
169 Choose the synonym of the word: proprietor		
customer owner purchaser agent accounter		
170 Complete the sentence: If I sell more than a particular amount in a year, I also get extra money –, which is nice.		
bonus remuneration compensation tip commission		
171 Complete the sentence: is given in addition to the bill.		
wage tip salary comission bonus		
172 Match the words to their definitions: 1)Workers use their hands.2) One of the people working for an organization. 3) When people stop work to complain about something. a) Stoppage b) Employee c) Manual		
1-c,2-b,3-a 1-b, 2-c, 3-a 1-a, 2-c, 3-b 1-c, 2-a, 3-b 1-a,2-b,3-c		
173 Match the words to their definitions: 1)Another name for the human resources department. 2)When people stop working to protest. 3)Everyone working for a company is on its a) Strike b) Personnel c) Payroll		
1-b, 2-a, 3-c 1-b, 2-c, 3-a 1-c, 2-b, 3-a 1-c, 2-a, 3-b 1-a, 2-b, 3-c		
174 Match the word combinations: 1) Benefits. a) Ban; 2) Overtime. b) Package; 3) Seniorc) Executive;		
1-b, 2-a,3-c 1-a, 2-b3-c 1-a, 2-c3-b 1-c, 2-b 3-b 1-c, 2-a 3-b		

175 Choose the opposite of the word minimal

<b>00000</b>	maximum gradual external importal exportal				
	176 Choose the correct answer: Which of the expressions is closest in meaning to the expression compensation package?				
00000	stock options remuneration package severance package fringe benefits share options				
177 .Cho	ose the correct answer: What is an overtime ban?				
0000	gives technical help to buyers of the company's products. workers refuse to work more than the normal number of hours. workers continue to work, but more slowly than usual. workers stop working for a time department that deals with pay, recruitment.				
178 Com	plete the sentence: The Assistant Manager is for the day-today running of the hotel.				
00000	assistant look after responsible attendant engineer				
179 Com	plete the sentence: Human resources department deals with				
0000	buying company's product pay and recruitment technical support supporting company's activities carrying out the work of a company				
180 Com	plete the sentence: The include medical insurance and a company car.				
00000	pay fringe benefits bonuses wages salary				
181 Com	plete the sentence: Whatyou doing yesterday at 7.30?				
0000	will were do does be				

182 Complete the sentence: She's the person ....works with me.

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$\circ$	in a coffee bar on the door
190 Mate	h verb phrases. Play
170 Wate	ii vero pinases. I lay
$\circ$	on the door
	a song
$\sim$	to stop
$\tilde{\circ}$	a song to stop across the road in a hurry
191 Matc	h verb phrases. Knock
$\bigcirc$	in a hurry
	on the door
Ŏ	on the door across the road a song
$\bigcirc$	a song
$\circ$	in a coffee bar
192 Matc	h verb phrases. Take
$\bigcirc$	in a coffee bar
	somebody to a restaurant
$\bigcirc$	to stop
$\circ$	somebody to a restaurant to stop on the door
$\circ$	across the road
193 Matc	h verb phrases. Meet
	a song
	in a coffee bar
Ō	in a coffee bar for somebody somebody to a restaurant
$\circ$	on the door
194 Matc	h verb phrases. Invite
	for somebody
	somebody to dinner
	somebody to dinner in a coffee bar
Õ	on the door
$\circ$	a song
195 Matc	h the phrases. They fell
$\bigcirc$	each other every day.
	in love.
Õ	for her phone number.
$\circ$	a French restaurant.
$\circ$	to dinner.
196 Matc	h the phrases. They saw
$\bigcirc$	to dinner.
Ō	in a club.
	each other every day.
Ō	in a club. each other every day. her favourite song.
	for her phone number.

197	Mato	th the phrases. He took her to
	Q	her favourite song.
	$\odot$	in a club.
		for her phone number.
		a French restaurant. in love.
	$\circ$	in love.
198	Mato	th the phrases. He invited her
	_	her favourite song.
		for her phone number.
	_	a French restaurant.
		to dinner. in a club.
100	Moto	th the phrases. He asked her
199	Man	in the phrases. He asked her
	$\bigcirc$	a French restaurant.
		to dinner.
	$\bigcirc$	her favourite song.
		for her phone number.
	$\cup$	each other every day.
200	Mato	th the phrases. He played
	$\bigcirc$	a French restaurant.
	=	for her phone number.
	Ξ	to dinner.
		her favourite song.
	$\bigcirc$	in love.
201	Mato	th the phrases. Jamie and Hannah met
	$\bigcirc$	to dinner.
	Ō	her favourite song.
		for her phone number.
		in a club.
	$\bigcirc$	in love.
202	Mato	th the sentence halves. I didn't go out with him because
	$\bigcirc$	she cancelled her credit cards.
	$\bigcirc$	the door to my flat was open.
		she stopped reading it.
		I didn't like him.
	$\bigcirc$	he could learn Italian.
203	Mato	th the sentence halves. John joined an evening class so
	$\bigcirc$	she cancelled her credit cards.
		she stopped reading it.
	Ξ	I didn't like him.
		he could learn Italian.
	$\bigcirc$	I didn't have time.
204	Mato	th the sentence halves. She thought the book was boring so
	$\bigcirc$	I didn't like him.

mplete the sentence: Linda ran to the station .....she was very late.

until
because
so
while

219 Goods have to be moved from one place to another.			
<ul><li>handled</li><li>kept</li></ul>			
supplied			
issued			
stored			
220 Complete the sentenceof their albums do you like best?			
When			
Why Where Who			
Who			
Which			
221 Complete the sentencehappened to them in the end?			
How many			
<ul><li>What</li><li>Where</li></ul>			
Which			
O Who			
222 Complete the sentencerecords did they sell?			
When			
Who			
Which  How many			
Why			
223 Complete the sentencewrote their songs?			
When			
Which			
Who			
<ul><li>○ Why</li><li>○ What</li></ul>			
224 Complete the sentencedid The Police make their first record?			
What			
Who			
O How many			
Which When			
225 Complete the sentenceis Sting's real name?			
O Why			
When			
Who			
<ul><li>○ Where</li><li>○ What</li></ul>			
226 Complete the sentence. We were sittingthe garden.			
with			

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○ keep	
234 Match verb phrasesin a hotel	
o knock	
stay	
say	
take take	
235 Match verb phrasesfor a walk	
buy	
© go	
have	
236 Match verb phrasesphotos	
say take	
stay	
go	
spend	
237 Match verb phrasesshopping	
have	
© go	
stay	
take take	
spend	
238 Match the parts of the dialogue. It's time to go.	
Nice to meet you.	
OK. Where are we going now?	
Yes,thanks. I was very tired.	
They're fine.	
We're going out for dinner.	
239 Match the parts of the dialogue. This is Alex Hodges.	
Yes,thanks. I was very tired.	
Nice to meet you.	
OK. Where are we going now? We're going out for dinner.	
They're fine.	
240 Match the parts of the dialogue. What are the plans for this evening?	
OK. Where are we going now?	
We're going out for dinner.	
Nice to meet you.	
They're fine.	
Yes,thanks. I was very tired.	

241 Match the parts of the dialogue. How are things?

different companies.

graduates

to stop working when you reach the age when you are officially too old to work

to stop a worker's employment for a time when there is little work to do

255 Match the verb to retire with its definition:

270 Match the job to its description. Analyse last year's profits in relation to the previous year
sales manager research director finance director customer services manager research human manager
271 Match the job to its description. Contact newspaper to advertise new jobs.
customer service manager human resources director sales manager marketing director research director
272 Complete the sentence: may found a series of companies or start- ups.
entrepreneurial an entrepreneur entrepreneurship free enterprise enterprises
273 Match the word to its definition. Someone who starts a company.
surgeon founder mogul victim sole trader
274 Complete the sentence: Another name for the human resources department is the
administrative staff personnel department labor unions trade unions support staff
275 Choose the opposite for the word: push
pull want find look stay
276 Choose the opposite for the word: lose
send think come find look
277 Choose the opposite for the word: get
come

101	tward to	
285 Comple	ete the sentence. I can't find my keys. Can you help me to lookthem?	
	rward to rough	
286 Comple	ete the sentence. She's going to New York next month. She's really lookingit.	
for at after		
287 Comple	ete the sentence. A nurse is a person who lookspeople who are ill.	
up for at afte	rward to	
288 Match tl	the word to its definition. Be responsible for or take care of somebody or something	
	ok through ok at ok forward to ok up ok after	
289 Match the word to its definition. Wait with pleasure for something which is going to happen		
	ok through ok for ok after ok forward to ok at	
290 Match th	the phrase to its definition. Try to find something	
loc loc	ok through ok up ok after ok for ok at	
291 Comple	ete the sentence. Do you think it'sto rain tonight?	
doi ma bei	oing aking ing	

292 Complete the sentence. That's a machine ......makes pasta.

take back come back

No. Go away and don't come back.

If you can pay me back before Friday.

Take it back to the shop.

Yes,I'll give it back tomorrow.

321 Choose the correct preposition. I'm lookingmy grandchildren next week while my daughter is on holiday.	
00000	from forward for after about
322 Choo	se the correct preposition. Last night I dreamedbeing alone on a desert island.
Ō	about with from forward
323 Choo	ose the correct preposition. Where do you come?
	for from forward with about
324 Com	plete the sentence. I asked for my steak This is very well done.
000	dry hot cold rare dirty
325 Com	plete the sentence. The soup is Could you warm it up for me,please.
00000	rare dry hot cold dirty
326 Com	plete the sentence: If the partnership runs out of money it
_	pays interest makes a profit goes bankrupt issues new shares makes acquisitions
327 . Con	nplete the sentence: She would have such a nasty experience on a day like that.
	never had imagined had never imagined has imagines hadn't never imagined never imagined

328 Make statements putting the words in the correct order: building, in, mutuals, called, Britain, are, there, societies

335 Complete the sentence: In some areas the government .... the number of laws and regulations to encourage business to move there.

334 Complete the sentence: Corporate ......is the money made by companies.

environment

ladder profit culture image

342 Match the word to its definition. Someone who organizes the discussion in a focus group.

researcher

profit

357 Com are exper	plete the sentence: In-person can show an example or sample of a new product, but they nsive.
	surveys
$\bigcirc$	trials
$\bigcirc$	market
$\bigcirc$	rollout
$\circ$	edge
358 Choo	ose the synonym of the word produced
$\bigcirc$	shortaged
	manufactured
Ō	referred
Q	automated
0	hand-made
359 Choo	ose the synonym of the word to last
$\circ$	to demand
	to continue
$\circ$	to exist
$\sim$	to solve
$\circ$	to abolish
360 Choo	ose the correct variant. davam etmək, продолжать
$\circ$	to close
	to last
Ō	to celebrate
Ō	to abolish
$\circ$	to open
361 Com	plete the expressions with the verbthe house,the floor
$\circ$	spend
Ŏ	take
Ŏ	do
	clean
$\circ$	wear
362 Com	plete the expressions with the verbtime,a lot of money
$\circ$	clean
$\bigcirc$	wear
$\bigcirc$	do
	spend
$\circ$	tidy
363 Com	plete the expressions with the verbout the rubbish,the dog for a walk
$\bigcirc$	make
$\bigcirc$	clean
$\bigcirc$	use
	take
$\circ$	tidy

364 Complete the expressions with the verb. .....a computer,the Internet

range

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copyright infringement

400 Comp	lete the sentence. This exercise is the I did it in five minutes.
O 1	polluted
	easiest
	cheapest
_	mpatient
_	furthest
401 Comp	lete the sentence. This shop is really expensive. Thesuit costs €1,000!
O v	worst
<b>O</b> 0	cheapest
_	polluted
_	furthest
) i	mpatient
402 Comp	lete the sentence. 30 kilometres is the I've ever walked in one day.
_	cheapest
	furthest
	worst
_	mpatient
○ r	polluted
403 Comp	lete the sentence. She's the mostperson I know - she hates waiting for anything.
$\bigcirc$ $\circ$	langerous
	mpatient
	cheapest
_	polluted
O v	worst
404 Comp	lete the sentence. People wear masks in the street because it is the mostcity in this country.
O t	poring
p	polluted
O i	mpatient
	langerous
$\bigcirc$ $\circ$	cheapest
405 Choos	te the opposite for the word: boring
) u	ngly
i 🥏	nteresting
O r	ude
O e	expensive
O 1	polite
406 Choos	te the opposite for the word: noisy
O r	polite
	quiet
	ngly
○ e	expensive
$\bigcirc$ $\circ$	dangerous
407 Choos	te the opposite for the word: rude
$\bigcap$ r	noisy

do
need
waste
stay

414 Complete the sentence. Basketball is ......popular than baseball in the US.

few
little
many
more

422 Complete the sentence. The traffic is .....than it was.

craft industry

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444 Complete the sentence. She went to the café tosomething to eat.	
argue have make meet learn	
445 Complete the sentence. They're phoning the theatre totickets.	
study buy make learn meet	
446 Complete the sentence. I go to evening classes toSpanish.	
argue learn buy have make	
447 Complete the sentence. He's going to the library to	
meet study have buy take	
448 Complete the sentence. I've decideda birthday party this year.	
to have no not to have not have have not have no	
449 Complete the sentence: A person or organization that buys something is a	
user vendor buyer seller founder	
450 Complete the sentence: Someone who buys the services of a private detective agency is a/an	
Trader Consumer Customer Client Owner	
451 Choose the opposite of the word: purchased	
obought bought	

street vendors

466 Complete the sentence. Ito see you soon.
dream of forget hate start hope
467 Complete the sentence. I always travel by train or car because Iflying.
start need hope hate try
468 Complete the sentence. I'd like toto play chess. Can you teach me?
argue hope need learn hate
469 Complete the sentence. What did you? Are you coming or not?
try hate start decide hope
470 Complete the sentence. Your hair's very long. Youto go to the hairdresser's.
need learn start hate try
471 Complete the sentence. Ifinding the perfect job.
learn need hate dream of forget
472 Complete the sentence. Don'tto buy some milk at the supermarket.
start try learn hate forget
473 Match the word to its definition: very big
o tidy

488 Choose the correct answer: What are the main Ps of the marketing?
payment, profit, predict, planning. product, price, place, promotion product, planning, performance, packing planning, providing, place, packing price, packing, place, performance
489 Match the word to its definition. Someone who makes money by selling goods illegally in a place where they are not normally available.
market-oriented free marketeer black marketeer market-led market-driven  490 Match the word to its definition. The materials used to protect and present a product before it is sold.
promotion price planning packaging
place  491 Complete the sentence : a product is to make a plan based on a particular marketing mix and put i into action.
to withdraw to select to pressure to identify to market
492 Complete the sentence: is the process of planning, designing, pricing, promoting and distributing ideas, goods and services in order to satisfy customers needs, so to make a profit.
marketing orientation marketing market competition the four Ps
493 Complete the sentence: Marketers may describe themselves as
shareholders market-led owners managers vendors
494 Complete the sentence. My parents would buy a bigger house if theymore money.
have will have has had would have

495	95 Complete the sentence. If my sisterolder,she would come with me to the party.	
	00000	was will be had been is were
496	Com	plete the sentence. If Ia tarantula,I would be terrified!
	00000	will see would see will be seen saw see
497	Com	plete the sentence. If Ia car,I would drive to work.
	00000	have will have had would have has
498	Matc	th the sentence halves. If you get to the station and a train is just walking,
	00000	you'll spill wine or coffee on it. you'll find it in the last place you look. it'll be your train. it'll rain. they won't have it in your size.
499	Matc	ch the sentence halves. If you find something in a shop that you really like,
	00000	it'll be your train. you'll get lost. the smoke will always go directly towards you. it'll rain. they won't have it in your size.
500	Matc	ch the sentence halves. If someone near you is smoking,
		it'll rain. they won't have it in your size. it'll be your train. the bus will come. the smoke will always go directly towards you.
501	Matc	ch the sentence halves. If you wear something white,
	00000	you'll find it in the last place you look. the smoke will always go directly towards you. the bus will come. you'll spill wine or coffee on it. it'll be your train.
502	Matc	th the sentence halves. If you look for something you've lost,
	$\bigcirc$	it'll be your train.

o generics

508 Complete the sentence: All the ideas that people have about a particular brand are its brand ...........

generics
image
awareness
name
label

509 Match the word combination to its definition. A company's products considered together and in relation to one another.

	product portfolio
$\circ$	product range
	product lifecycle
	product placement
Ŏ	product line
	ch the word combination to its definition. Products that are not branded – those that do not have a curer's brand name.
$\sim$	
Ŏ	durables
•	Generics
Ō	perks
	awareness
$\circ$	corners
511 Mato	ch the word to its definition. A list of a company's products.
	product portfolio
	product catalogue
$\sim$	product range
$\sim$	product placement
$\circ$	product line
512 Comproducts.	plete the sentence: is how a company would like a product to be seen in relation to its other
$\bigcirc$	product portfolio
$\sim$	product placement.
$\simeq$	product pracement.  product range
$\simeq$	
	product lifecycle
	product positioning
513 Com	plete the sentence: is a company's product of a particular type.
	product range
$\sim$	product placement.
$\simeq$	
$\sim$	product positioning
$\sim$	product portfolio
$\bigcirc$	product catalogue
514 Chos	se the correct answer: What is the product portfolio?
$\bigcirc$	the stages in the life of a product
	a company's products considered together and in relation to one another
$\sim$	making a product available for sale
$\simeq$	
$\sim$	a series of advertising for a particular product
$\circ$	a list of a company's products
515 Com	plete the sentence: The idea is to make a brand and it in customers' minds.
$\circ$	last
Ŏ	make
$\widetilde{\frown}$	do
	keep
$\sim$	have
$\cup$	HQVC
516 Com	plete the sentence: A brand is
$\circ$	deciding what to sell
_	

lion
whale
horse
spider

523 Match the animal with its definition. It has eight legs and it eats flies.

spider
horse
bull
lion

cut.

531 Com to each-or	plete the sentence: Priceis the occasion when competing companies reduce prices in response ther.
	war
$\bigcirc$	cut
$\bigcirc$	hike
$\bigcirc$	controls
$\bigcirc$	boom
532 Com	plete the sentence: Price cut is
$\bigcirc$	the process of planning, designing and pricing
<b>O</b>	a reduction in price
Q	government efforts to limit price increases
Õ	an increase in price
$\circ$	a good period for sellers, when prices are rising quickly
533 Mate	th the word to its definition. A very large shop with a wide variety of goods, usually outside a town
$\bigcirc$	convenience store
$\bigcirc$	chain store
	hypermarket
$\bigcirc$	deep discounter
$\circ$	supermarket
534 Matc	th the word combination to its definition. A shop in a town that is open long hours.
$\bigcirc$	hypermarket
	convenience store
$\bigcirc$	department store
$\bigcirc$	chain store
$\circ$	supermarket
535 Com	plete the sentence: When the goods are expensive it is
$\circ$	price cut
Ŏ	inflation
Ŏ	marketing boom
Ŏ	downmarket
	upmarket
536 Com	plete the sentence: is a very large shop,mainly selling food.
$\bigcirc$	hypermarket
	supermarket
$\bigcirc$	convenience store
	deep discounter
$\bigcirc$	chain store
537 Com	plete the sentence: is a part of shops with the same name.
	chain store
$\bigcirc$	supermarket
$\bigcirc$	hypermarket
$\bigcirc$	deep discounter
$\bigcirc$	convenience store
538 Matc	th the phrases. I retired

design present plan range sample

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advertising	
agency campaign image promotion gift	
554 Complete the sentence: is when you buy one product, and you are recommended to buy another product that may go with.	
sales territory cross promotion clicks and mortars Shopping chart sales area	
555 Match the sentence with the correct definition: Yesterday I bought two kilos of apples for half the usua price.	
free gift loyalty cards free sample promotion special offer	
556 Match the sentence with the correct defenition: Many supermarkets run competitions and offers to encourage people to buy from them.	
promotions loyalty cards free sample free gift special offer	
557 Choose the synonym of the word promotion	
outside increase hire support negative	
558 Choose the synonym of the word : area	
territory opinion disturbance objection competition	
559 Complete the sentence. If you studyyou learn about plants and animals.	
math technology music biology geography	

560 Complete the sentence. If you studyyou learn physics and chemistry.		
geography language music history science		
561 Complete the sentence. If you studyyou learn to add,multiply,etc.		
language history biology math music		
562 Complete the sentence. If you studyyou learn about countries, mountains, rivers, etc.		
<ul> <li>math</li> <li>history</li> <li>technology</li> <li>biology</li> <li>geography</li> </ul>		
563 Complete the sentence. If you studyyou learn about what happened in the past.		
math technology biology history geography		
564 Complete the sentence. If you studyyou learn to use computers.		
biology geography history technology music		
565 Complete the sentence: Selling on the is called e- commerce.		
traditional retailing commercial TV radio Internet shopping card		
566 Complete the sentence. Myis quite healthy. I eat a lot of fruit.		
calendar ticket dream travel diet		
567 Complete the sentence. We use ato find out what day and date it is.		
o diet		

23.12.2016	
	target trade
582 Comp	elete the sentence: The cost of the heating and lighting is
	indirect cost. fixed cost direct cost variable cost overhead cost.
583 Comp	elete the sentence: Sales revenue is
	sales aimed for in a particular period. money got from sales the number of things sold increase in sales statistics showing the amount sold
584 Choo	se the correct ending. I'll call
	a message for her? that Claudia? back in ten minutes. to Claudia? line's busy.
585 Choo	se the correct ending. Could I leave
	that Claudia? to Claudia? line's busy. a message for her? back in ten minutes.
586 Choos	se the correct ending. Hello? Is
	a message for her? back in ten minutes. line's busy. that Claudia? to Claudia?
587 Choos	se the correct ending. I'm sorry. The
	back in ten minutes. a message for her? that Claudia? line's busy. to Claudia?
588 Choos	se the correct ending. Can I speak
	a message for her? line's busy. back in ten minutes. to Claudia? that Claudia?

589 Choo	se the correct variant: cari hesabda əmanət; вклад на текущем счете
Ō	means of payment unit of account checking deposit denomination store of value
590 Choo	se the synonym of the word. depreciation
	requirement amortization distributing realization design
	plete the sentence: A company's gives a picture of its assets and liabilities at the end of a period, usually the 12 month period of its financial year.
	balance of payments balance sheet bookkeeping financial record ledger
592 . Con	nplete the sentence: Intangible assets are
=	a company's debts to supplier, lenders equipment, machinery, land company's good reputation with existing customers and money in the bank, investments reduction in the amount
593 Comp	plete the sentence: are a company's debts to supplier, lenders, and tax authorities.
0.000	capitals liabilities marketing assets brands
594 Choo	se the synonym of the word ''liability''
0.000	asset debt enterprise payment balance
595 Comp	plete the sentence. Ithe receptionist if there were any messages for me.
00•00	asks ask asked have asked am asked

596 Choose the synonym of the word collateral

is.....

leverage payment

23.12.2016		
	property	
	loan	
$\bigcirc$	security	
60.4.6		
604 Com	plete the sentence: The sum of money borrowed is the	
	principal	
	relevant	
	profit	
$\bigcirc$	borrower	
$\bigcirc$	percentage	
605 Com	plete the sentence. She asked the boy what	
	is his name	
$\sim$	was his name	
$\sim$	name is his	
$\sim$	name his was	
	his name was	
	ins name was	
606 Com	plete the sentence. It's the thingconnects my camera to the computer.	
$\bigcirc$	where	
	why	
$\bigcirc$	when	
	which	
$\bigcirc$	who	
607 Choo	ose the synonym of the word: bail out	
	rescue	
	wind up	
$\sim$	write off	
$\sim$	settle	
$\widetilde{\bigcirc}$	issue	
608 Choo	ose the correct variant: müdafiə etmək, qorumaq; защищать	
_	, 1, ,	
Ō	benefit	
$\bigcirc$	utilize	
Ō	govern	
O	tend	
	protect	
609 Choo	ose the opposite of the word attaintment	
	failure	
$\sim$	precious	
$\sim$	function	
$\sim$	effect	
$\widetilde{\bigcirc}$	frame	
610 Com	plete the sentence: When a company is in difficulty and cannot be saved, it	
oro complete the sentence. When a company is in difficulty and cannot be saved, it		
	goes bust	
$\bigcirc$	is demoted	
$\bigcirc$	gets outplacement	
$\bigcirc$	hands in the notice	
$\bigcirc$	recalls a product	

611 Choose the synonym of the word to wind up		
to liquidate to promote to create to rescue to star		
612 Choose the synonym of the word merger		
takeover debt crisis bailouts non-core assets sell-offs		
613 Chose the correct answer: What is the meaning of expression filing for bankruptcy protection?		
to increase something or make it larger to ask for a period of time before paying back debts. to stop operating as a business to buy other company to change an unsuccessful business and make it successful		
614 Chose the correct answer: What is a debt burden?		
the occasion when a company fails to make debt repayment the occasion when a company has serious difficulty in repaying its debt. the occasion when a company persuades lenders to change repayment dates and terms the occasion when a company repays its debt or interest on it a company's debt, especially when considered as a problem		
615 . Match the word to its definition. Specialists who wind up the company – they sell the company's assets and pay out what they can to creditors.		
commuter receivers bailouts distributors borrower		
616 Choose the synonym of the word. collapsed		
laid off fired shipped applied crashed		
617 Complete the sentence. Waitme. I'm nearly ready.		
<ul> <li>at</li> <li>up</li> <li>of</li> <li>for</li> <li>on</li> </ul>		

618 Complete the sentence. Hurry  $\ldots$  . We're late.

23.12.2016	
000	in up at of on
619 Choo	se the synonym of the word: merge
	buy attempt share join lend
620 Comp	blete the sentence: I have an account at the local of one of the big banks.
0000	branch stake collateral charge segment