

## 3908m\_İng\_Q2017\_Yekun imtahan testinin sualları

### Fənn : 3908m İşgüzar xarici dil

1 Choose the most suitable noun combination

- a database
- a data's base
- a base of data
- a basedata
- a base's data

2 establish performance benchmark mean .achievements:

- set up standards of achievements
- extremely interested in judging achievements
- interested in people being responsible for what they do
- assesses how the group have done
- to gain the achievements

3 fanatical about measuring performance means achievements:

- extremely interested in judging achievements
- set up standards of achievements
- to gain the achievements
- assesses how the group have done
- interested in people being responsible for what they do

4 keen on accountability means.for what they do.:

- extremely interested in judging achievements
- interested in people being responsible for what they do
- to gain the achievements
- set up standards of achievements
- assesses how the group have done

5 The company decentralise has noticed that too many decisions are made at Head Office. It is ... the decision-making process so that branch managers are more involved at an earlier stage.

- downsize
- relocate
- decentralise
- upgrade
- resize

6 It is now so expensive to rent offices in the city centre that many companies are ... to the relocating suburbs.

- resceduling
- relocating
- decentralising
- upgrading
- redevoloping

7 The company has recently had to ... its workforce.downsize Reducing the number of employees is the best way to stay profitable in the current economic climate..

- upgrade

- downsize
- decentralised
- resize
- relocate

8 Which verb grade goes with the prefix "up"

- develop
- centralised
- grade
- organise
- size

9 I'm afraid I won't be able to ..... the next meeting attend

- attend
- propose
- put
- go
- second

10 Which verb goes with the prefix "down"size

- .train
- organise
- size
- develop

11 We need to ..... the layout of our department reorganise

- regulate
- reorganise
- centralise
- relocate
- apply

12 Millers is a very ..... company. I can't see it ever modernising the way it operates conservative

- conservative
- centralised
- developing
- dynamic
- progressive

13 I've heard our company is going to ..... with PTL Limited merge.

- merge
- confirm
- submit
- expand
- acquire

14 I'm working on a new research project. ....

- project
- way
- field
- issue

- policy

15 What is Janice's management style . . . . . ?

- style
- kind
- research
- way
- type

16 rates the team's performance means:

- extremely interested in judging achievements
- assesses how the group have done..
- set up standards of achievements
- to gain the achievements
- interested in people being responsible for what they do

17 Choose the most suitable noun combination.

- today meet
- today's meeting.
- the meeting of today
- today meeting
- meeting's today

18 Choose the most suitable noun combination

- a credit of letter
- a letter of credit.
- credit letter
- a letter's credit
- a credit's letter

19 Choose the most suitable noun combination

- card of business
- a business card.
- a card of business
- a business of card
- a business's card

20 I wouldn't say they were cheap, but the CDs were certainly good

- money
- cost
- value for money
- price.
- payment

21 We've discovered a complete lack of brand- . . . . . among our target customers.

- image
- stretching
- force
- awareness.
- logo

22 The business has twelve retail . . . . . in London.

- builds
- warehouses
- outlets
- subsidiaries.
- workshops

23 I'm working on a new campaign to . . . . . our new product range.

- announce
- demote
- move
- promote.
- relocate

24 I work in a large department . . . . .

- mall
- shop
- kiosk
- store.
- office

25 Shop at Davey's – we stand for . . . . . and reliability

- assurance
- quantity
- quality.
- monitoring
- standard

26 We need to come up with a new marketing . . . . .

- advertising
- mailshot
- exhibition
- campaign.
- commercial

27 We are looking for original products not . . . . . ones.

- long-lasting
- promoted
- well-known
- mass-produced.
- high-quality

28 The product comes with a two-year . . . . .

- subsidy
- warranty.
- design
- cover
- compensation

29 Some perfume companies provide ... so that customers can try the perfume on their skin before they buy.

- advertising
- commercials
- leaflets

- free samples.
- mailshots

30 Advertising companies spend a lot of money on creating clever ... that are short and memorable such as the message for the credit card, Access "Your flexible friend"

- leaflets
- directories
- adverts
- slogans.
- mailshots

31 Which word make the word partnership with the "eye"?

- saving
- watering
- keeping
- cathing.
- teasing

32 Which word make the word partnership with the "money"?

- teasing
- keeping
- cathing
- saving.
- watering

33 to make sure people know about a new product

- shout and ask
- phase out
- prohibit
- promote.
- ban

34 Label attached to the product with the price on it is ...

- price war
- price leader
- price cut
- price tag.
- price boom

35 very successful

- prohibiting
- falling
- dumping
- booming.
- declining

36 people or companies that make or grow goods,food,materials

- producers.
- consumers
- clients
- people
- customer

37 Which word make the word partnership with the "brain"?

- keeping
- teasing..
- saving
- watering
- quenching

38 If news about a product comes to you by ... someone tells you about it rather than you seeing an advert.

- radio
- word of mouth..
- press
- internet
- TV

39 Celebrity ... is a technique that is very popular in advertising at the moment.

- birthday
- endorsement.
- exhibition
- research
- fair

40 .... is finding out what people want.

- marketing mix
- market segments
- marketing
- market orientation
- market research.

41 ... is very happy to buy the same product.

- Customer delight..
- customer defection
- Customer dissatisfaction
- Customer loyalty
- Customer satisfaction

42 ... is when the customer is satisfied to buy the same product.

- Customer satisfaction..
- Customer delight
- Customer loyalty
- Customer dissatisfaction
- customer defection

43 ... are the names given by a company to its product.

- slogan
- brands..
- branding
- image
- logo

44 Another title for 4 Ps is ...

- market research

- marketing mix..
- market orientation
- marketing
- market segments

45 ... is a process of planning, designing, pricing, promoting and distributing ideas, goods and services, in order to satisfy customer needs, so as to make a profit.

- market orientation
- market segments
- market research
- marketing.
- marketing mix

46 If a company ... a market it means that it starts selling there for the first time.

- abandons
- penetrates.
- corners
- drives another company out of
- dominates

47 A small amount of the product to try or taste

- a free sample.
- competition
- free advertising
- a free gift
- a special offer

48 Which word make the word partnership with the "energy"?

- teasing
- saving.
- cathing
- watering
- keeping

49 Viacom Outdoor is an advertising company that specialises in placing adverts on ... such as buses.

- billboards
- public transport.
- mailshots
- radio
- television

50 ... is when the customer buys the same product.

- customer defection
- Customer Loyalty..
- Customer satisfaction
- Customer delight
- Customer dissatisfaction

51 .... is the process of naming them and keeping them in customers' mind.

- company
- branding.
- image

- logo
- products

52 If company ... a market, it means that it goes out of the market.

- dominates
- abandons.
- penetrates
- drives another company out of
- corners

53 ... is the process making process available

- competition
- beta version
- product launch
- roll out process.
- corporation

54 given with the product

- a free gift.
- competition
- a free sample
- a special offer
- prize

55 ... is a company's products of particular type

- product positioning
- product launch
- product catalogue
- pRoduct line.
- product lifecycle

56 .... the stages in the life of a product, and the number of people who buy it at each stage

- product positioning
- product launch
- product catalogue
- product lifecycle.
- product line

57 .... how a company would like a product to be seen in relation to its other products,or to competing products.

- product lifecycle
- product line
- product launch
- product catalogue
- product positioning.

58 .... when a company pays for its products to be seen in films and TV programmes.

- product line
- product catalogue
- product lifecycle
- product placement.
- product launch



59 ... is how much people recognize a brand.

- brand manager
- brand image
- brand stretching
- brand awareness.
- brand name

60 ... is all activities supporting the sale of a product, including advertising.

- free gifts
- internet
- sale
- promotion.
- activities

61 discount or reduced price

- competition
- promotion
- a free sample
- a special offer.
- a free gift

62 . ... is the moment when product is officially ready for sale.

- price boom
- market research
- roll out process
- product launch..
- price hike

63 ... is increase in price.

- price leader
- price war
- price boom
- price hike.
- price cut

64 . ... is when the leader company puts the price for the first time.

- price cut
- price boom
- price hike
- price leader.
- price war

65 ... is when the customer is not satisfied to buy the same product

- Customer loyalty
- Customer satisfaction
- customer defection
- Customer Dissatisfaction
- Customer delight

66 a tendency of buying the particular brand

- brand manager

- brand image
- brand stretching
- Brand loyalty
- brand name

67 the introduction of a product into the market

- product line
- product catalogue
- product lifecycle
- Product launch
- product placement

68 the length of time people continue to buy a particular brand

- brand name
- brand stretching
- brand loyalty
- Brand lifecycle
- brand image

69 We are well-known in America, but now we want ..... the European market.

- to dominate
- to involve
- to abandon
- to penetrate.
- to focus

70 The world's soft drink market is ..... by Pepsi and Coca-cola.

- cornered
- segmented
- monopolized
- dominated.
- shared

71 We were ..... out of the business by the large supermarket chains.

- monopolized
- left
- abandoned
- driven.
- cornered

72 Our most important market ..... is men aged from 18 to 30.

- demand
- place
- share
- Segment
- research

73 Our product ..... includes chairs, tables and cupboards.

- name
- endorsement
- launch
- portfolio

- package

74 Fast-moving ..... goods, such as fresh food , have to be sold quickly.

- brand
- clients
- customer
- conSUMER
- people

75 We sent ..... of our new shampoos to 100.000 home for people to try.

- brands
- propose
- offer
- samples.
- sales

76 In order to get a new job, I need to .....

- submit
- relaunch
- retail
- retrain..
- confirm

77 to assemble

- a job offer
- the candidates
- a vacancy
- an interview panel.
- new staff

78 to advertise

- references
- new staff
- the candidates
- a vacancy.
- a job offer

79 to shortlist

- references
- a vacancy
- new staff
- the candidates.
- a job offer

80 to train

- references
- a job offer
- a vacancy
- new staff.
- the candidates

81 The CEO is the head of .... Team

- competition
- organization
- management
- administration.
- company

82 Money paid to the employee who is asked to leave the organization

- social security
- comission
- premium
- compensation.
- financial package

83 payment for those who stopped working-especially due to the age

- comission
- pension.
- social security
- financial package
- premium

84 ... means a short chat to motivate staff

- coach
- fast-tracking
- training
- pep talk.
- mentor

85 Please could you submit the . . . . . form by 22 August.

- probationary
- submission
- offer
- application.
- covering

86 If a company is looking for a persons for particular jobs they give an announcement about the... .

- people
- company
- candidates
- vacancies.
- applying for a job

87 ... is when two companies competes with each-other to reduce their prices.

- price leader
- price hike
- price boom
- price war.
- price cut

88 ... is the process of persuading people to leave their organization.

- jobsearch
- hiring
- recruitment

- headhunt.
- applying for a job

89 .The history of working life is called ... .

- application form
- recomendation
- referee
- curriculum vitae.
- cover letter

90 ...are for assessing candidates' intelligence and personality

- interview
- quizzes
- tests
- psychometric tests.
- discussions

91 ... refers to stealing employees from companies

- coach
- fast-tracking
- pep talk
- headhunting.
- mentor

92 Headhunt is ...

- to persuade people to leave their organization.
- to persuade people to leave their country
- to persuade people to come to conclusion
- to persuade people to go on vacation
- to persuade people to work in shifts

93 There are over a hundred references to .....

- ask
- shortlist
- make
- Check
- enable

94 We're looking for someone with excellent communication .....

- speech
- qualifications
- education
- Skills
- experience

95 Shall we walk upstairs or take the .....

- subway
- right.
- left
- lift,
- metro

96 I don't . . . . . with you at all

- see
- criticise
- complain
- agree
- think

97 to make

- new staff
- a vacancy
- an interview panel
- a job offer.
- the candidates

98 to check

- the candidates
- an interview panel
- a job offer
- References
- a vacancy

99 When replying to an advertisement,candidates often fill in a/an . . . . .

- cv
- interview
- resume
- Application form
- covering lettere

100 The employer will then invite the best candidates to attend a/an . . . . .

- cv
- resume
- application form
- Interview.
- covering lettere

101 Sometimes candidates will take a/an . . . . . before the interview to assess their mental ability and reasoning skills.

- covering lettere
- application form
- interview
- Psychometric tests
- resume

102 refers to stealing employees from companies?

- pep-talk
- mentor
- cv
- Headhunting
- interview

103 refers to an older,more experienced person who helps you?

- interview
- pep-talk
- headhunting
- Mentor
- resume

104 usually leads to quick promotion?

- interview
- pep-talk
- headhunting
- Fast-tracking
- resume

105 means a short chat to motivate staff?

- interview
- headhunting
- fast-tracking
- pep talk.
- mentor

106 the person in charge of the meeting

- item
- agenda
- participants
- chairperson.
- action points

107 the people at the meeting

- agenda
- propose
- item
- participants.
- chairperson

108 to go to meeting

- agenda
- propose
- participants
- attend.
- chairperson

109 a list of topics to be discussed

- chairperson
- agenda.
- action points
- vote
- propose

110 one topic on the list

- propose
- vote
- item.

- agenda
- action points

111 the last topic on the list

- vote
- any other business.
- item
- agenda
- action points

112 to make a suggestion formally

- any other business
- propose.
- action points
- agenda
- item

113 to support a formal suggestion

- propose
- Second
- agenda
- item
- any other business

114 a method of making a decision

- agenda
- Vote
- propose
- any other business
- item

115 an official record of what was said and/or decided

- item
- Minutes
- vote
- propose
- any other business

116 to say that you cannot go to a meeting

- item
- To send your apologies
- second
- propose
- any other business

117 what need to be done after the meeting, and by whom

- Action points
- any other business
- item
- agenda
- propose



118 ... is British English for American English resume

- essay
- cover letter
- application form
- CV
- recommendation letter

119 Sales increased nine percent from 1.2m . . . . . 1.4m.to

- of
- by
- at
- to
- in

120 There has been a general increase . . . . . sales over the last quarter.at

- of
- to
- by
- at
- in

121 Would you like to receive your bank ..... monthly or annually?

- bankruptcy
- recession
- rating
- venture capital
- statement

122 Like manyv other entrepreneurs in the 1990s, Simon Nixon never received any ..... to help him establish his business.

- statement
- rating
- bankruptcy
- venture capital
- recession

123 Theb company can't pay its debts – I think it's heading for .....

- statement
- rating
- venture capital
- bankruptcy
- recession

124 Buyers and sellers on Amazon.com give ra a ..... for the quality of service provided.

- statement
- venture capital
- bankruptcy
- rating
- recession

125 The economy's still doing badly. The country's been re in a ..... for years and I can't see the situation improving.

- statement
- venture capital
- bankruptcy
- recession
- rating

126 Each person will receive a . . . . . according to their sales performance.

- overtime
- discount
- bonus
- commission
- turnover

127 .... is money that is paid by a government or other authority in order to help an industry or business, or to pay for a public service.

- fixed assets
- tariff
- quota
- subsidy
- price

128 Match the word “consumer” to make word partnerships.

- spending
- refunds
- pressure
- division
- consumption

129 Match the word “tax” to make word partnerships.

- consumption
- spending
- division
- refunds
- pressure

130 company profits for a three-month period

- consumption
- international division
- tax refunds
- quarterly earnings
- consumer spending

131 Which verbs describe the movement of increase?

- recover,gain,plummet,decrease
- gain,drop,rocket,recover
- decline,double,decrease,imporove
- rocket,double,triple,jump

132 Money owed by one person or organization to another person or organization.

- shares
- dividend
- gross margin

- debt
- recession

133 money which business receive from selling goods or services

- shares
- bankruptsy
- earning per share
- revenues.
- dividend

134 Match the word “price” to make word partnerships.

- division
- refunds
- payment
- pressure.
- spending

135 Which verbs describe the movement of decrease?

- increase,drop,plummet,skyrocket
- gain,drop,rocket,recover
- decline,double,decrease,imorove
- fall,drop,decrease,decline.
- jump,plummet,halve,fluctuate

136 ... is the limited number or quantity of something which is officially allowed.

- fixed assets
- tariff
- subsidy
- quota.
- price

137 ... is money that is paid by a government or other authority in order to help an industry or business, or to pay for a public service.

- fixed assets
- tariff
- quota
- subsidy.
- price

138 the money people spend on goods and services

- tariff
- tax refunds
- international division
- consumer spending.
- price pressure

139 a period of time when business activity decreases because the economy is doing badly

- stock market
- shares
- gross margin
- recession.
- debt

140 difference between the selling price of a product and the cost of producing it

- stock market
- shares
- recession
- gross margin.
- debt

141 a place where company shares are bought and sold

- debt
- stock market.
- gross margin
- recession
- shares

142 money which people or organizations put into a business to make a profit

- debt
- shares
- recession
- investment.
- gross margin

143 equal parts into which the capital or ownership of a company is divided

- debt
- recession
- shares.
- investment
- gross margin

144 a company's profits divided by the number of its shares

- forecast
- earning per share.
- bankruptsy
- shares
- dividend

145 a part of the profits of a company paid to the owners of shares

- dividend.
- earning per share
- shares
- bankruptsy
- forecast

146 a description of what is likely to happen in the future

- profit
- forecast.
- revenue
- pressure
- investment

147 money which businesses receive from selling goods or services

- earning per share

- revenue.
- expence
- investment
- dividend

148 when a person or organisation is unable to pay their debts

- bankruptsy.
- stock market
- experience
- forecast
- prediction

149 the money a business makes before payment to the government

- investment
- pre-tax profit.
- revenue
- eaming per share
- dividend

150 In our home market it has been another excellent year..... Are by \$23 million,and the ..... For the next quarter is equally good.

- shares,dividends
- Pre-tax profit, forecast
- forecast,revenue,
- pre-tax profit, revenue
- revenue,recession

151 Profits from abroad are down because of a ..... in Japan.

- investment
- Recession
- forecast
- stock-market
- bankruptsy

152 We plan issue new ..... In order to finance expansion in Asia.

- investment
- forecast
- prediction
- dividends
- Shares

153 We also plan to increase our ..... In plant and equipment before entering the Chinese market.

- dividends
- shares
- forecast
- prediction
- Investment

154 We particularly pleased with our performance in France and Germany where ..... have increased.

- prediction
- investment
- Profits

- shares
- dividends

155 As a result of using a new distributor, our costs fell giving us a ..... Of 40 percent on our main product line.

- investment
- Gross margin
- prediction
- dividends
- shares

156 We will use any extra cash to reduce the level of our ....

- investment
- debt.
- prediction
- dividends
- shares

157 Our performance in Italy should improve significantly following the ..... Of our biggest competitor.

- shares
- bankruptsy.
- debt
- investment
- dividends

158 However, we should not become too satisfied with our share price as economic conditions remain uncertain and ..... will continue to reflect this.

- dividends
- revenues.
- debt
- investment
- shares

159 I've djjust started a new job and have been thrown in the ..... end deep.

- long
- wide
- middle
- deep
- big

160 It was a great oeye- ..... doing business in Japan opener

- tumer
- wider
- closer
- opener
- deeper

161 In which bcountry do people talk in a lively way Brazil?

- England
- UAE
- Corea
- Brazil

USA

162 In which bcountry do people ask questions about your personal Brazil life?

- Italy
- England
- USA
- UAE
- Brazil

163 In which aecountry does the host invite you to comment on a previous conversation UAE ?

- England
- Italy
- Brazil
- UAE
- USA

164 In which icountry do the hosts like to hear praise about their country Italy?

- England
- Brazil
- UAE
- Italy
- USA

165 In which scountry is it important to give a more expensive gift to the most senior person South Korea?

- USA
- UAE
- Italy
- South Korea
- Brazil

166 In whichae country does your host open your gift immediately UAE?

- England
- Italy
- Brazil
- UAE
- USA

167 In which bcountry is it mistake to offer an expensive gift Brazil?

- UAE
- USA
- Italy
- Brazil
- England

168 In which icountry is it bad manners to refuse an invitation to a meal Italy ?

- England
- Brazil
- UAE
- Italy
- USA

169 In which scountry is it rude to refuse to sing when asked South Korea?

- USA
- UAE
- Italy
- South Korea
- Brazil

170 In which bcountry is it important to be punctual for launch or dinner Brazil?

- England
- UAE
- Italy
- Brazil
- USA

171 In which eacountry is it important not to offer food with your left hand UAE ?

- England
- Italy
- Brazil
- UAE
- USA

172 "given a tdifficult job to do without preparation to be"

- a real eye opener
- to get into hot water
- to see eye to eye
- to be thrown in at the deep end
- to break the ice

173 Small talk is one way to break the ... when meeting someone for the first time ice

- eye
- water
- foot
- ice
- end

174 My first meeting with our overseas clients was a real ...-opener.I had not seen that style of negotiation before. eye

- ice
- water
- foot
- eye
- end

175 What qmeans "to get on like a house on fire quickly"?

- a real eye opener
- feel uncomfortable in an unfamiliar situation
- given a difficult job to do without preparation
- quickly have a friendly relationships with someone
- make someone you have just met less nervous and more willing to talk

176 an experience owhere you learnt something surprising or something you did not know before a real eye"

- a real-eye opener
- like a fish out of water



- to get into hot water
- to break the ice
- to see eye to eye

177 What means “to break the ice make someone”?

- a real eye opener
- make someone you have just met less nervous and more willing to talk
- quickly have a friendly relationships with someone
- given a difficult job to do without preparation
- feel uncomfortable in an unfamiliar situation

178 We don't see eye to ... about relocating our factory. The finance Director wants to move production to the Far East, but I want it to remain in Spain. eye

- ice
- eye
- foot
- water
- opener

179 When I visited China for the first time I was like a fish out of ... everything was so different, and couldn't read any of the signs! eye

- eye
- foot
- water
- opener
- ice

180 "say or do something without thinking carefully, so that you embarrass or upset someone to put

- to put one's feet in it.
- to get into hot water
- to break the ice
- to see eye to eye
- to be thrown in at the deep end

181 What given means “to be thrown in at the deep end given”?

- quickly have a friendly relationships with someone
- given a difficult job to do without preparation.
- feel uncomfortable in an unfamiliar situation
- make someone you have just met less nervous and more willing to talk
- a real eye opener

182 "to agree with someone"2

- to see eye to eye.
- to get into hot water
- to put one's feet in it
- to break the ice
- a real eye opener

183 "quickly have a friendly relationship with someone"

- .to break the ice.
- to get on like a house on fire
- to get into hot water.

- like a fish out of water.
- a real-eye opener.

184 What means “to be thrown in at the deep end”?

- given a difficult job to do without preparation.
- a real eye opener
- quickly have a friendly relationships with someone
- make someone you have just met less nervous and more willing to talk
- feel uncomfortable in an unfamiliar situation

185 "quickly have a friendly relationship with someone"

- to get into hot water.
- to break the ice.
- a real-eye opener.
- like a fish out of water.
- to get on like a house on fire

186 "make someone you have just met less nervous and more willing to talk"

- to see eye to eye
- to get into hot water
- .to break the ice
- a real-eye opener
- like a fish out of water

187 "to agree with someone"

- to put one's feet in it
- to see eye to eye.
- a real eye opener
- to break the ice
- to get into hot water

188 a letter issued by a bank to another bank (typically in a different country) to serve as a guarantee for payments made to a specified person under specified conditions letter of credit

- recomendation
- essay
- cover letter
- letter of credit
- tax

189 ... is the limited number or quantity of something which is officially allowed quota.

- tariffs
- fixed assets
- subsidy
- quota
- price

190 ... is money that is paid by a government or other authority in order to help an industry or business, or to pay for a public service subsidy.

- tariffs
- fixed assets
- quota
- subsidy

price

191 the process by which businesses or other organizations develop international influence or start operating on an international scale globalisation

- tax  
 international trade  
 protectionism  
 globalisation  
 domestic trade

192 a letter issued by a bank to another bank (typically in a different country) to serve as a guarantee for payments made to a specified person under specified conditions letter of credit

- essay  
 motivation letter  
 cover letter  
 letter of credit  
 recommendation letter

193 Replace the underlined parts of the sentences with appropriate forms. Car companies that want to export to South Korea complain about the obstacles that they face, for example limits on the numbers of cars that are allowed into the country restrictions.

- subsidies  
 tax refunds  
 dumping  
 restrictions  
 tariff

194 Replace the underlined parts of the sentences with appropriate forms. France sees banking as an industry that is especially important for the country. The government will prevent any attempt by a foreign bank to take over a French bank a strategic industry.

- tariff  
 dumping  
 restrictions  
 a strategic industry  
 tax refunds

195 If you would like to place ... press one now

- the candidates  
 all regulations if you want the delivery to go through without problems  
 insurance cover for the shipment  
 an order,press one now  
 the Japanes market

196 They have quoted ... a major investment.

- the Japanes market  
 insurance cover for the shipment  
 an order,press one now  
 a market survey before you make a major investment.  
 all regulations if you want the delivery to go through without problems

197 Replace the underlined parts of the sentences with appropriate forms. The UK has decided to merge the department responsible for collecting import taxes with the Inland Revenue, the department responsible for collecting income tax Customs.

- tariffs
- a strategic industry
- dumping
- Customs
- restrictions

198 The ... for fax machines and photocopiers existed for many years before these inventions were ... in large numbers techniques, adopted.

- technofile
- technicians, admitted
- technicities, adapted
- techniques, adopted
- technologies, added

199 It's essential to comply with the consignment...

- the Japanese market
- insurance cover for the shipment
- an order, press one now
- us a very good price for the consignment.
- all regulations if you want the delivery to go through without problems

200 is the place where buyers and sellers do transactions. The market, the free market and market economy describe an economic system where prices, jobs, wages, etc. are not controlled by the government, but depend on what people want to buy and how much they are willing to pay market.

- market
- marketing
- trading
- trade
- trade market

201 .....government tries to help industries in its own country by taxing or restricting foreign goods protectionism.

- tax refunds
- protectionism
- Customs Authority
- subsidy
- tariff

202 .....is the total amount of money that a government, organization, or person spends during a particular period of time expenditure.

- tariff
- payment
- cost
- expenditure
- tax

203 .....is the money that you earn from your work or that you receive from investments, the government etc income.

- investment
- quota
- subsidy
- income
- budget

204 the activity of buying and selling goods and services trade

- marketing mix
- market orientation
- market
- trade
- trade centers

205 a limit on the quantity of a product that can be imported quota.

- illicit trade
- tariff
- tax refunds
- quota
- fair trade

206 the activity of making, buying, and selling goods in a way that is morally right fair trade.

- illicit trade
- tax refunds
- quota
- fair trade
- tariff

207 involves money, goods or value gained from illegal and generally unethical activity illicit trade.

- tariff
- quota
- fair trade
- illicit trade
- tax refunds

208 Goods that are bought and sold in trade are called merchandise.....

- balance of payment
- trading
- goodness
- merchandise
- materials

209 When merchandise is being moved or shipped,it may be called freight....

- materials
- goodness
- merchandise
- freight
- trading

210 an offer made by an investor or a broker to buy shares bid.

- quota
- tax refunds
- merchandise
- bid
- offer

211 each stock ..... a specific price,which is what you pay to buy each share trades at

- bull market

- flash trading
- closes at
- trades at
- bear market

212 Stock prices continually change, but at the end of the trading day then ..... a specific price close at.

- flash trading
- trade
- trade at
- close at
- close

213 Using very fast computers to analyse stock trades and automatically sell or buy stocks based on very small fluctuations in the price flash trading.

- close
- trade at
- close at
- flash trading
- trade

214 general decreases on stock prices over more than two months Bear Market.

- flash trading
- Market
- Bull Market
- Bear Market
- Trade

215 stock prices are rising which indicates a strong economy Bull Market

- flash trading
- Market
- Bear Market
- Bull Market
- Trade

216 lists the goods being carried and must remain with the merchandise of all times Bill of Lading

- packing list
- sales contract
- pro-forma invoice
- commercial invoice
- Bill of Lading

217 An agreement between the buyer and the seller stipulating every detail of the transaction sales contract.

- Bill of Lading
- commercial invoice
- pro-forma invoice
- sales contract
- packing list

218 An invoice provided by a supplier prior to the shipment of merchandise, informing the buyer of the kinds and quantities of goods to be sent, their value, and importation specifications pro-forma invoice.

- Bill of Lading
- commercial invoice

- sales contract
- pro-forma invoice
- packing list

219 formal demand note for payment issued by the exporter to the importer for goods sold under a sales contract commercial invoice .

- Bill of Lading
- sales contract
- pro-forma invoice
- commercial invoice
- packing list

220 packing information of the goods shipped.Prepared by exporter packing list .

- bill of Lading
- pro-forma invoice
- commercial invoice
- packing list
- sales contract

221 Companies exporting or importing goods use standart arrangements called ..... – short for International Commercial Terms,established by the International Chamber of Commerce(ICC) – that state the responsibilities of the buyer and the seller.They determine whether the buyer or the seller will pay the additional costs – the costs on top of the cost of the goods.These include transportation or shipment,documentation – preparing all the necessary documents,customs clearance – completing import documents and paying any import duties or taxes,and transport insurance inco terms

- inco terms
- FOB
- CIF
- CFR
- terms of payment

222 Replace the underlined dumping parts of the sentences with appropriate forms.Since the reduction in the number of regulations governing the US airline industry 30 years ago, a lot of airlines have been started and a lot have gone bankrupt.

- laissez-faire.
- restrictions.
- a strategic industry.
- dumping
- tariffs.

223 Considered a safe investment,a blue chip stock is stock of a large and stable company.

- Trade
- blue chips
- Bull Market
- Bear Market
- Market

224 Replace the underlined parts of the sentences with appropriate forms.Since the reduction in the number of regulations governing the US airline industry 30 years ago, a lot of airlines have been started and a lot have gone bankrupt dumping.

- a strategic industry
- laissez-faire
- tariffs

- restrictions
- dumping

225 the official department that administers and collects the duties levied by a government on imported goods

- airport
- Department of Tariffs
- Ministry of Taxes
- Customs
- airline company

226 the exchange of goods and services between countries international trade

- international trade
- trading
- trade
- internal trade
- domestic trade

227 when a company imports more than exports trade deficit

- trade surplus
- trade discount
- trade balance
- trade gap
- trade deficit

228 when a company exports more than imports trade surplus

- trade discount
- trade surplus
- trade balance
- trade gap
- trade deficit

229 a reduction to the published price of a product trade discount

- trade discount
- trade surplus
- trade deficit
- trade gap
- trade balance

230 the difference between payments for imports and payments for exports trade balance.

- trade balance
- trade gap
- trade deficit
- trade surplus
- trade discount

231 the amount of trade surplus or deficit trade gap

- trade gap
- trade surplus
- trade deficit
- trade discount
- trade balance



232 the total value of all goods and services produced in a country, in one year GDP.

- trade surplus
- GDP
- trade discount
- trade balance
- GNP

233 the size of economy sometimes measured GNP

- trade surplus
- GNP
- GDP
- trade balance
- trade discount

234 an amount of money that you must pay to the government according to your income, property, goods etc and that is used to pay for public services tax.

- illicit trade
- tax
- quota
- tariff
- fair trade

235 In large trades a buyer will finance the transaction using .....This document guarantees that payment will be made when the seller meets the conditions of sale a letter of credit

- a letter of credit
- freight
- merchandise
- FOB
- certificate of manufacture

236 The manufacturer will issue .... certifying that goods are have been made to the buyers specifications certificate of manufacture

- certificate of manufacture
- certificate of inspection
- a letter of credit
- freight
- merchandise

237 .... shares that goods met the equired standarts prior to shipment certificate of inspection.

- certificate of inspection
- merchandise
- freight
- a letter of credit
- certificate of manufacture

238 .....means seller is responsible for the goods until they are loaded FOB

- FOB
- certificate of inspection
- certificate of manufacture
- CIF
- CFR

239 ....means that a quoted prices includes the cost of goods, insurance and transport charges to the destination port CFR.

- certificate of manufacture
- CFR
- certificate of inspection
- CIF
- FOB

240 ...means that the quoted prices includes the cost of goods,insurance and transportation to the destination port CIF.

- CIF
- certificate of manufacture
- certificate of inspection
- CFR
- FOB

241 ....is a place where goods are stored after shipping but before the payment of duties on the goods Bonded Warehouse.

- Bonded Warehouse
- freight
- cargo
- merchandising
- trading

242 ....is the authority or organization that controls the flow of goods in and out of a country Customs.

- Customs
- freight
- merchandising
- cargo
- Bonded Warehouse

243 ....helps empoters and exporters move their goods through customs Customs Broker

- Customs Authority
- Customs Broker
- Trade Broker
- Customs tariff
- Customs

244 A product that does not break down is durable...

- top of the range
- durable
- expensive
- luxurious
- reliable

245 the quality of being particularly good or worthy, especially so as to deserve praise or reward merit

- presentable
- cheap
- humor
- team-player
- merit

246 We provide our customers with a ... lasting 10 years quarantee.

- faults
- quarantee
- compensation
- minimum standards
- monitoring

247 A product that does not wear out is value for money .....

- value for money
- luxurious
- reliable
- top of the range
- durable

248 A product that is cheap is ... inexpensive

- inexpensive
- top of the range
- reliable
- durable
- value for money

249 If there is a faulty product, we usually offer customers ...compensation

- faults
- compensation
- quarantee
- minimum standards
- monitoring

250 created like yesterday,or invented by innovating latest technology

- latest technology
- high-tech
- consistency
- benchmarking
- production

251 if the company has latest technology every year than they are consistent

- production
- high-tech
- latest technology
- consistent
- benchmarking

252 something that is used as a standard by which other things can be judged or measured benchmarking.

- production
- latest technology
- consistent
- benchmarking
- high-tech

253 “They don’t make them like they used to were in the past

- it is never too late to buy a book

- If you do not pay much money for something, it is probably of poor quality.; If you pay well for something, it is more likely to be of good quality.
- it means that quality is more important than quantity
- Goods are not as well made now as they were in the past
- it means that you shouldn't judge a person or something by their appearance because after taking a deeper look, the person or thing may be very different than what was expected

## 254 Quality,not quantity” important than quantity

- it is never too late to buy a book
- If you do not pay much money for something, it is probably of poor quality.; If you pay well for something, it is more likely to be of good quality.
- Goods are not as well made now as they were in the past
- it means that quality is more important than quantity
- it means that you shouldn't judge a person or something by their appearance because after taking a deeper look, the person or thing may be very different than what was expected

## 255 ”You get what you pay for” of good quality

- it is never too late to buy a book
- Goods are not as well made now as they were in the past
- it means that quality is more important than quantity
- If you do not pay much money for something, it is probably of poor quality.; If you pay well for something, it is more likely to be of good quality.
- it means that you shouldn't judge a person or something by their appearance because after taking a deeper look, the person or thing may be very different than what was expected

## 256 Don't judge a book by its cover” different than what was expected

- it is never too late to buy a book
- it means that quality is more important than quantity
- If you do not pay much money for something, it is probably of poor quality.; If you pay well for something, it is more likely to be of good quality.
- it means that you shouldn't judge a person or something by their appearance because after taking a deeper look, the person or thing may be very different than what was expected
- Goods are not as well made now as they were in the past

## 257 someone or something that is reliable can be trusted or depended on reliable

- hand-made
- expensive
- value for money
- reliable
- long lasting

## 258 A utility derived from every purchase or every sum of money spent for money.

- hand-made
- expensive
- cheap
- value for money
- long lasting

## 259 costing a lot of money expensive

- hand-made
- value for money
- cheap
- expensive
- long lasting

260 continuing for a long time long lasting

- hand-made
- value for money
- expensive
- long lasting
- cheap

261 made by people using their hands, not by a machine hand-made

- cheap
- expensive
- long lasting
- hand-made
- value for money

262 staying in good condition for a long time, even if used a lot durability.

- cheap
- expensive
- hand-made
- durability
- value for money

263 Regular and methodical checking or testing of a procedure, process, or system, to assess and report its operational condition routine check.

- compensation
- inspection
- monitoring
- routine check
- testing

264 Process of discovering whether or not a company's customers are happy or satisfied with the products or services received from the company satisfaction questionnaire.

- inspection
- consumer satisfaction questionnaire
- guarantee
- routine check
- monitoring

265 The board recommends company's functions

- changing its policy on product testing
- outsourcing some of the company's functions.
- to accept our apology for the fault.
- producing the faulty product
- to make mistakes with this big order.

266 The factory can't afford big order

- to make mistakes with this big order.
- outsourcing some of the company's functions.
- producing the faulty product
- to accept our apology for the fault.
- changing its policy on product testing

267 The Research and Development department should consider on product testing

- changing its policy on product testing
- to make mistakes with this big order.
- outsourcing some of the company's functions.
- producing the faulty product
- to accepts our apology for the fault.

268 The new Chief Executive promised in the coming year

- to turn around the company's reputation in the coming year.
- outsourcing some of the company's functions.
- producing the faulty product
- to make mistakes with this big order.
- changing its policy on product testing

269 The factory stopped the faulty product

- outsourcing some of the company's functions.
- producing the faulty product
- to turn around the company's reputation in the coming year.
- changing its policy on product testing
- to make mistakes with this big order.

270 The customer refused trusworth for the fault

- to make mistakes with this big order.
- to accepts our apology for the fault.
- producing the faulty product
- to turn around the company's reputation in the coming year.
- changing its policy on product testing

271 a person who obeys the law,who never breaks the law abiding

- sweetener
- whistleblower
- trusworthy
- law abiding
- con artist

272 an illegal payment bribe

- grant
- wage
- salary
- bribe
- tuition fee

273 a sum of money collected to pay for an illegal activity, especially in politics or busines sslush fund .

- commission
- bribe
- corrupt
- slush fund
- sweetener

274 something that you give or offer someone in order to persuade them to accept an offer or business deal  
sweetener

- commission
- corrupt

- slush fund
- sweetener
- bribe

275 something, typically money, awarded to someone in recognition of loss, suffering, or injury compensation

- wage
- overtime
- tip
- compensation
- salary

276 the illegal buying or selling of a company's shares by someone who has secret or private information about the company insider trading.

- cover up
- fraudster
- industrial espionage
- insider trading
- disclosure

277 spying directed toward discovering the secrets of a rival manufacturer or other industrial company industrial espionage

- cover up
- fraudster
- insider trading
- industrial espionage
- disclosure

278 the action of making new or secret information known disclosure

- fraud
- insider trading
- industrial espionage
- disclosure
- fraudster

279 a person who informs on someone engaged in an illicit activity whistleblower

- sweetener
- trustworthy
- law abiding
- whistleblower
- con artist

280 We have got .....which is used in countries where it is difficult to do business without offering bribes slush fund.

- commission
- bribe
- corrupt
- slush fund
- sweetener

281 someone who commits the crime of fraud fraudster.

- sweetener

- insider trading
- industrial espionage
- fraudster
- con artist

282 someone who tricks other people into giving them their money or property con artist

- sweetener
- industrial espionage
- fraudster
- con artist
- insider trading

283 a sum of money added to a person's wages as a reward for good performance bonus

- premium
- salary
- tip
- bonus
- overtime

284 payment given to the seller after selling certain amount of product commission

- commission
- overtime
- salary
- bonus
- premium

285 the crime of gaining money or financial benefits by a trick or by lying fraud

- insider trading
- fraudster
- con artist
- fraud
- industrial espionage

286 the action of keeping something secret or the state of being kept secret secrecy

- integrity
- industrial espionage
- insider trading
- secrecy
- cover up

287 the quality of being honest and having strong moral principles; moral uprightness integrity

- integrity
- cover up
- industrial espionage
- insider trading
- secrecy

288 something or someone up, you put something over them in order to protect or hide them cover up

- secrecy
- integrity
- cover up
- insider trading



- industrial espionage

289 a deliberate attempt to conceal unpleasant or incriminating facts about a person or organization in order to protect their reputation whitewash

- whitewash
- integrity
- industrial espionage
- secrecy
- cover up

290 Our company does nothing illegal. We are very law abiding ...

- trustworthy
- whistleblower
- con artist
- sweetener
- law abiding

291 Their car looked so much like our new model. We suspect industrial espionage....

- industrial espionage
- disclosure
- cover up
- insider trading
- fraudster

292 They fired him because he was ..... He informed the press that the company was using under-age workers in the factory whistleblower.

- law abiding
- sweetener
- con artist
- trustworthy
- whistleblower

293 He denied accepting ..... when he gave the contract to the most expensive supplier bribe .

- wage
- salary
- tuition fee
- grant
- bribe

294 I admire our chairman. He is a man and is greatly respected for his integrity...

- integrity
- secrecy
- cover up
- industrial espionage
- insider trading

295 Many companies ask new employees to sign ..... to avoid future litigation problems confidentially agreement.

- integrity
- cover up
- industrial espionage
- secrecy

- confidentially agreement

296 Companies in the oil and mining sector have been taking the issue of corporate...much more seriously recently responsibility.

- responsibility
- threats
- transparency
- corruption
- controversial

297 Many acts of corruption are discovered thanks to denouncements from ... . However, frequently ... suffer retaliations wistleblowers .

- glass ceiling,sleaze
- con artist,fraud
- insiders,slush funds
- bribes,corruption
- whistleblowers,wistleblowers

298 ... is the illegal buying or selling of a company's shares by someone who has secret or private information about the company insider trading

- corruption
- insider trading
- sleaze
- slush fund
- controversial

299 an unofficially acknowledged barrier to advancement in a profession, esp. affecting women and members of minorities glass Ceiling

- slush fund
- glass Ceiling
- corruption
- controversial
- sleaze

300 immoral, sordid, and corrupt behavior or material, esp. in business or politics sleaze

- glass Ceiling
- slush fund
- corruption
- sleaze
- controversial

301 Company a is negotiating an important contract with Company B.Company A says that it is not negotiating with any other company, but then Company B finds it is taking to Company C.There is now a complete lack of ... between them trust .

- wash up
- covering
- truth
- trust
- cover up

302 A custom officials refuses to let goods through at a sea port.The local import agent hands him £100 in a brown envelope and the goods are let through.The money is a ... or a sweetener,bribe ...

- bribery,sugaring
- sweetener,bribery
- sugaring ,bribe
- sweetener,bribe
- sugaring,bribery

303 the unjust or prejudicial treatment of different categories of people, especially on the grounds of race, age, or sex discrimination

- fraudster
- fraud
- glass ceiling
- discrimination
- embezzlement

304 You receive an email saying that you have won €1 million on a lottery you have never heard of.You can get this money only if you send a release fee of €1000.This is fraud ...

- fraudster
- bribe
- freedom
- fraud
- sweetener

305 A governing political party receives a donation from a millionaire about to be affected by government legislation.There should be full ... of the donation, according to opposition members disclosure.

- fraudster
- fraud
- closure
- disclosure
- cover up

306 Which word or phrase below relate to the honesty law-abiding?

- law-abiding
- insider trading
- industrial espionage
- law-abiding
- cover up

307 Which word or phrase below relate to the dishonesty fraud?

- law-abiding
- law-abiding
- trustworthy
- fraud
- compensation

308 A high-level politician tells a friend in the police not to investigate the murder of hiss mistress, and to reveal the murder to journalists.This is a covering up ...

- wash up
- fraud
- covering
- covering up
- fraudster

309 .Someone os found photocopying plans for a company's new product after office hours.Selling plans to another company is know as industrial espionage...

- cover up
- closure
- relation
- espionage
- disclosure

310 persuade (someone) to act in one's favor, typically illegally or dishonestly, by a gift of money or other inducement bribe

- cover up
- slush fund
- sleaze
- bribe
- commission

311 ... is a sum of money collected to pay for an illegal activity, especially in politics or in business slush fund.

- cover up
- sleaze
- bribe
- Slush fund
- corruption

312 Give the synonym of 'bribe' kickback

- commission
- cartel
- Slush fund
- kickback
- misselling

313 the synonym of "insider trading" dealing

- trade of balance
- local trade
- home trade
- insider dealing
- domestic trade

314 the unjust or prejudicial treatment of different categories of people, especially on the grounds of race, age, or sex discrimination

- embezzlement
- fraud
- glass ceiling
- discrimination
- fraudster

315 able to be relied on as honest or truthful

- sweetener
- whistleblower
- law abiding
- trusworthy
- con artist

316 If a fact, action, or event is ....., it makes it certain that there will be a particular result decisive.

- magnetic
- cautious
- aggressive
- decisive
- charismatic

317 A ..... person attracts, influences, and inspires people by their personal qualities charismatic

- cautious
- aggressive
- magnetic
- charismatic
- decisive

318 Someone who is ..... acts very carefully in order to avoid possible danger cautious

- charismatic
- magnetic
- aggressive
- decisive
- cautious

319 A/an .... person or animal has a quality of anger and determination that makes them ready to attack other people aggressive .

- decisive
- cautious
- charismatic
- aggressive
- magnetic

320 capable of being attracted by magnetic

- decisive
- magnetic
- cautious
- aggressive
- charismatic

321 having a relaxed, friendly, or unofficial style, manner, or nature informal

- energetic
- adventurous
- passionate
- informal
- ruthless

322 A ..... person has very strong feelings about something or a strong belief in something passionate.

- passionate
- ruthless
- adventurous
- energetic
- informal

323 Someone who is ..... is willing to take risks and to try new methods adventurous

- passionate
- adventurous
- energetic
- ruthless
- informal

324 If you are ..... in what you do, you have a lot of enthusiasm and determination energetic .

- informal
- passionate
- energetic
- adventurous
- ruthless

325 If you say that someone is ....., you mean that you disapprove of them because they are very harsh or cruel, and will do anything that is necessary to achieve what they want ruthless.

- energetic
- ruthless
- informal
- passionate
- adventurous

326 If a place or building is ..... to people, it is easy for them to reach it or get into it accessible.

- flexible
- motivating
- persuasive
- thoughtful
- accessible

327 If you are ....., you are quiet and serious because you are thinking about something thoughtful

- motivating
- thoughtful
- accessible
- flexible
- persuasive

328 the person who can easily solve problems flexible

- persuasive
- flexible
- thoughtful
- accessible
- motivating

329 Someone or something that is ..... is likely to persuade a person to believe or do a particular thing persuasive .

- motivating
- flexible
- thoughtful
- persuasive
- accessible

330 provide (someone) with a reason for doing something motivating

- motivating

- thoughtful
- accessible
- flexible
- persuasive

331 If you describe someone as ....., you mean that they do things suddenly without thinking about them carefully first impulsive

- motivating
- impulsive
- accessible
- open
- opportunistic

332 If you describe someone's behaviour as ....., you are critical of them because they take advantage of situations in order to gain money or power, without thinking about whether their actions are right or wrong opportunistic .

- opportunistic
- impulsive
- motivating
- impulsive
- motivating

333 an awareness of the price of things cost-consciousness

- obsessive attention to detail
- cost-consciousness
- togetherness
- informality
- lack of hierarchy

334 the feeling you have when you are part of a group of people who have a close relationship with each-other togetherness

- obsessive attention to detail
- togetherness
- togetherness
- informality
- lack of hierarchy

335 a relaxed and friendly situation without too many rules of correct behaviour informality

- informality
- lack of hierarchy
- obsessive attention to detail
- togetherness
- togetherness

336 the lack of a system in an organisation where a group of people have power of control lack of hierarchy

- informality
- lack of hierarchy
- obsessive attention to detail
- togetherness
- togetherness

337 an extremely strong focus on every small fact or piece of information detail

- lack of hierarchy
- togetherness
- togetherness
- informality
- obsessive attention to detail

338 Someone with ..... wants to succeed despite all obstacles and problems determination

- confidence
- determination
- reliable
- loyalty
- honesty

339 .....when someone supports and acts in the interests of their organisation loyalty

- loyalty
- confidence
- honesty
- determination
- reliable

340 .....is when someone does not lie, cheat or steal honesty.

- honesty
- determination
- confidence
- reliable
- loyalty

341 Someone with ..... believes that they have the ability to do things well confidence.

- honesty
- confidence
- determination
- reliable
- loyalty

342 If you have the quality of .....,you are able to choose the best way to approach different situations and problems,rather than always approaching them in the same way adaptability .

- adaptability
- charisma
- motivation
- dedication
- pride

343 Someone with ..... has a powerful natural ability to attract others charisma.

- pride
- motivation
- adaptability
- charisma
- dedication

344 .....is when someone wants to work and does not need to be told to or forced tomotivation.

- motivation
- charisma



- adaptability
- dedication
- pride

345 If you have .....,you put a lot of eeffort into your work because you care about it and believe in it dedication.

- pride
- dedication
- motivation
- charisma
- adaptability

346 Someone with ..... admires their own work and has respect for him or herself pride.

- dedication
- adaptability
- charisma
- motivation
- pride

347 Someone who is confident about what to do in different situations is decisive ....

- decisive
- impulsive
- loneliness
- ruthlessness
- charismatic

348 A leader who has a special quality that attracts people is charismatic.....

- decisive
- impulsive
- loneliness
- ruthlessness
- charismatic

349 Someone who acts to get what they want without worrying about hurting people displays ruthlessness ....

- charismatic
- ruthlessness
- impulsive
- loneliness
- decisive

350 Leaders often complain that they suffer from .....;they do not have anyone to talk to or socialise with loneliness.

- ruthlessness
- impulsive
- decisive
- charismatic
- loneliness

351 .....people do things without thinking about the consequences impulsive.

- loneliness
- impulsive

- decisive
- charismatic
- ruthlessness

352 Someone who is .....thinks only about one or two things and nothing else obsessive.

- charismatic
- obsessive
- impulsive
- loneliness
- ruthlessness

353 If a leader is attractive and makes people want to be with them and follow them, they are magnetic....

- magnetic
- loneliness
- ruthlessness
- impulsive
- obsessive

354 ..... leaders are easy to meet and to talk to accessible .

- accessible
- ruthlessness
- loneliness
- impulsive
- obsessive

355 Someone may be criticised for being an ....when they act to gain an advantage in a particular situation opportunistic.

- opportunistic
- impulsive
- loneliness
- obsessive
- accessible

356 If someone is able to change the way that other people think or behave, they are persuasive...

- persuasive
- impulsive
- obsessive
- accessible
- opportunistic

357 If you are ....., you do what you say you are going to do reliable reliable .

- confidence
- loyalty
- determination
- reliable
- honesty

358 a large flat board on which paper may be spread for artists or designers to work on drawing board

- concept
- brainwave
- prototype
- drawing board

patent

359 a first or preliminary version of a device or vehicle from which other forms are developed prototype

- concept
- brainwave
- drawing board
- prototype
- patent

360 a sudden clever idea brainwave

- concept
- drawing board
- prototype
- brainwave
- patent

361 a government authority or licence conferring a right or title for a set period, especially the sole right to make, use, or sell an invention patent

- patent
- drawing board
- prototype
- brainwave
- concept

362 an abstract idea; a general notion concept

- drawing board
- brainwave
- patent
- concept
- prototype

363 invent or create something for the first time discovery

- breakthrough
- prototype
- patent
- discovery
- setback

364 a reversal or check in progress setback

- breakthrough
- patent
- discovery
- setback
- prototype

365 a sudden, dramatic, and important discovery or development breakthrough

- prototype
- discovery
- setback
- breakthrough
- patent

366 a person who is among the first to explore or settle a new country or area pioneer

- patent
- setback
- breakthrough
- pioneer
- discovery

367 A .....person, idea, or performance is extremely clever or skilful brilliant

- beneficial
- wasteful
- pointless
- brilliant
- revolutionary

368 having little or no sense, use, or purpose pointless

- beneficial
- wasteful
- brilliant
- pointless
- revolutionary

369 additional payments for innovation

- labs
- consumer's experience of the product
- hire star from outside
- bonuses for innovation
- internal website

370 using or expending something of value carelessly, extravagantly, or to no purpose wasteful

- beneficial
- brilliant
- pointless
- wasteful
- revolutionary

371 engaged in or promoting political revolution revolutionary

- wasteful
- beneficial
- brilliant
- pointless
- revolutionary

372 resulting in good; favourable or advantageous beneficial

- silly
- beneficial
- ridiculous
- life-changing
- space-saving

373 If you say that something or someone is ....., you mean that they are very foolish ridiculous

- beneficial

- ridiculous
- silly
- space-saving
- life-changing

374 enabling the available space to be used economically space-saving

- ridiculous
- silly
- life-changing
- beneficial
- space-saving

375 If you say that someone or something is ....., you mean that they are foolish, childish, or ridiculous silly

- silly
- brilliant
- life-changing
- beneficial
- space-saving

376 shortening the length of time required for an operation, activity, etc time-saving

- time-saving
- beneficial
- life-changing
- space-saving
- silly

377 of or concerned with the actual doing or use of something rather than with theory and ideas practical

- ground-breaking
- practical
- annoying
- life-saving
- life-changing

378 You use ..... to describe things which you think are significant because they provide new and positive ideas, and influence the way people think about things ground-breaking .

- setback
- ground-breaking
- annoying
- life-saving
- life-changing

379 Someone or something that is .....makes you feel fairly angry and impatient annoying

- life-saving
- setback
- ground-breaking
- annoying
- life-changing

380 the idea of a lone inventor who makes a discovery or has a sudden clever idea or .... Is maybe a little out of date today brainwave

- prototype
- brainwave

- setback
- concept
- patent

381 recruitment of an experienced person outside

- bonuses for innovation
- labs
- internal website
- consumer's experience of the product
- hire star from outside

382 customer habits product

- bonuses for innovation
- consumer's experience of the product
- hire star from outside
- internal website
- labs

383 the company's intranet website

- internal website
- bonuses for innovation
- labs
- hire star from outside
- consumer's experience of the product

384 laboratories labs

- labs
- hire star from outside
- bonuses for innovation
- consumer's experience of the product
- internal website

385 shorter time for introducing products roll-out

- bonuses for innovation
- reduced product launch time from laboratory to roll-out
- internal website
- consumer's experience of the product
- hire star from outside

386 a level playing field field.....

- horse
- game
- ball
- field
- seat

387 in the driving seat.....

- horse
- ball
- field
- seat
- game

388 to be neck and neck.....

- game
- field
- seat
- neck
- ball

389 flogging a dead horse.....

- ball
- seat
- neck
- horse
- field

390 move the goalpost.....

- field
- neck
- horse
- goalpost
- seat

391 keep your eye on the ball....

- field
- neck
- horse
- ball
- seat

392 ahead of the game .....

- seat
- horse
- ball
- game
- neck

393 a one horse race.....

- neck
- ball
- game
- race
- horse

394 a situation of fair competition playing

- flogging a dead horse
- neck and neck
- ahead of the game
- playing field
- one horse race

395 being in front of the competition to be

- flogging a dead horse

- neck and neck
- in the driving seat
- to be ahead of the game
- one horse race

396 being at the same level as the competition to be

- flogging a dead horse
- ahead of the game
- in the driving seat
- to be neck and neck
- one horse race

397 being the only competitor one horse

- move the goalposts
- fogging a dead horse
- to be neck and neck
- one horse race
- ahead of the game

398 wasting your time on a hopeless situation flogging

- ahead of the game
- one horse race
- flogging a dead horse
- move the goalposts
- to be neck and neck

399 staying focused keep

- ahead of the game
- one horse race
- flogging a dead horse
- keep your eye on the ball
- to be neck and neck

400 a change in rules move

- keep your eye on the ball
- to be neck and neck
- one horse race
- flogging a dead horse
- move the goalposts

401 being in control in the driving seat.

- one horse race
- keep your eye on the ball
- move the goalposts
- in the driving seat
- flogging a dead horse

402 I like to visit other countries but I find the ..... of travel is too high cost.

- sum
- money
- expences
- cost



- currency

403 It is not ..... any more.As a small company it is difficult for us to compete with the big multinationals a level.

- flogging a dead horse  
 in the driving seat  
 move the goalposts  
 a level playing field  
 a one horse race

404 They are so far ahead of their competitors in terms of new products that it has become .....It will be years before they face any serious competition a one horse.

- a level playing field  
 move the goalposts  
 ahead of the game  
 a one horse race  
 in the driving seat

405 We have left all our competitors behind.We spend a lot of money on R & D so we can stay....ahead.

- a level playing field  
 move the goalposts  
 a one horse race  
 ahead of the game  
 in the driving seat

406 The government have changed all the rules for exporters.They have .....,so we will have to rethink our international operation moved.

- a level playing field  
 a one horse race  
 ahead of the game  
 moved the goalposts  
 in the driving seat

407 It's a waste of time continuing with the project.It will never work.We are ..... flogging

- a one horse race  
 flogging a dead horse  
 a level playing field  
 in the driving seat  
 ahead of the game

408 With our market dominance in the US,we are really ..... in the driving

- a level playing field  
 ahead of the game  
 flogging a dead horse  
 in the driving seat  
 a one horse race

409 We have exactly the same market share as our nearest rival.We ..... in terms of our profits so far this year,too are neck.

- a one horse race  
 flogging a dead horse  
 in the driving seat

- are neck and neck
- ahead of the game

410 We really need to concentrate on what our competitors are doing. In today's market you need to .... at all times keep

- a one horse race
- keep your eye on the ball
- in the driving seat
- flogging a dead horse
- ahead of the game

411 being in a strong position crush

- rival
- crush
- match
- exceed
- regain

412 equality rival.

- overtake
- rival
- dominate
- crush
- exceed

413 moving in front of overtake.

- crush
- overtake
- regain
- exceed
- match

414 recovery regain

- overtake
- regain
- exceed
- match
- crush

415 doing better than exceed

- regain
- match
- crush
- overtake
- exceed

416 Our sales results .....all our expectations exceeded.

- regained
- exceeded
- matched
- crushed
- overtook

417 After buying their largest competitor they totally .....the market dominated.

- overtook
- crushed
- dominated
- exceeded
- regained

418 Our factory .... many of our competitors rivals.

- dominates
- rivals
- crushes
- overtakes
- regains

419 After only three years,US sales .....in Europe overtook.

- dominated
- overtook
- crushed
- regained
- exceeded

420 Following the bankruptsy of our main competitor we .... our position as market leader regained.

- overtook
- dominated
- exceeded
- crushed
- regained

421 They can ....us on price but not on quality match.

- regain
- match
- overtake
- crush
- exceed

422 We are going to ..... the competition with our new handset crush.

- rival
- match
- regain
- overtake
- crush

423 Can you alter the specifications i wonder?

- Unfortunately.I can't lower my price.
- I wonder if you could alter the specifications.
- I'm afraid we can't give you any credit.
- I think we shoul talk about price first
- Could you possibly give me a discount?

424 a public display of works of art or items of interest, held in an art gallery or museum or at a trade fair exh.

- exhibition
- press
- target
- point-of-sale
- commercials

425 .....is a letter advertising something or appealing for money for a particular charity mail.

- internet
- poster
- billboard
- public transport
- mailshot

426 .....is the place in a shop where a product is passed from the seller to the customer sale.

- point-of-sale
- exhibition
- press
- commercials
- target

427 a person, object, or place selected as the aim of an attack target.

- exhibition
- press
- commercials
- target
- point-of-sale

428 move or cause to move into a position of contact with something by exerting continuous physical force press.

- commercials
- point-of-sale
- exhibition
- target
- press

429 a large outdoor board for displaying advertisements; a hoarding

- mailshot
- billboard..
- public transport
- mailshot
- public transport

430 a large printed picture used for decoration

- mailshot
- posters. .
- billboard
- mailshot
- public transport

431 .....is a statement or action which shows that you support or approve of something or someone.

- target
- endorsement

- mailshot
- sponsorship
- internet

432 the single worldwide computer network that interconnects other computer networks, on which end-user services, such as World Wide Web sites or data archives, are located, enabling data and other information to be exchanged

- posters
- internet
- mailshot
- billboard
- research

433 activity that supports or provides active encouragement for the furtherance of a cause, venture, or aim

- internet
- endorsement
- promotion
- target
- sponsorship

434 ....are used in advertisements and by political parties and other organizations who want people to remember what they are saying or selling.

- posters
- slogans.
- mailshots
- public transports
- billboards

435 ..... means involving or relating to the buying and selling of goods.

- exhibition
- press
- target
- point-of-sale
- commercials

436 Your price is far too high.

- I think we shoul talk about price first
- I'm afraid we can't give you any credit.
- Your prices seems rather high.
- Unfortunately.I can't lower my price.
- Could you possibly give me a discount?

437 I won't lower my price.

- Your prices seems rather high.
- Unfortunately.I can't lower my price.
- Could you possibly give me a discount?
- I'm afraid we can't give you any credit.
- I think we shoul talk about price first

438 I want a discount.

- I'm afraid we can't give you any credit.
- Could you possibly give me a discount?

- Unfortunately.I can't lower my price.
- Your prices seems rather high.
- I think we shoul talk about price first

439 There is no way we can give you any credit.

- Could you possibly give me a discount?
- I'm afraid we can't give you any credit.
- I think we shoul talk about price first
- Your prices seems rather high.
- Unfortunately.I can't lower my price.

440 We must talk about price first.

- I'm afraid we can't give you any credit.
- I think we shoul talk about price first
- Your prices seems rather high.
- Unfortunately.I can't lower my price.
- Could you possibly give me a discount?

441 If you own a lot of stock in a company, you are considered one of its major \_\_\_\_\_.

- Shareholders
- owner
- entrepreneur
- stocks
- shares

442 IBM provides a variety of networking \_\_\_\_\_ for its clients.

- salutes
- discovery
- setback
- solvent
- Solutions

443 A \_\_\_\_\_ is an outside company with whom your company has a business relationship

- bonder
- vendor
- entrepreneur
- stockholder
- shareholder

444 What do you do? I work \_\_\_\_\_.

- in advertising.
- commercial
- vendor
- advertising
- by advertising

445 Our goal is to provide customers with high-quality products at \_\_\_\_\_ prices.

- Competitive
- distinguished
- comparative
- competent
- complete

446 In business, \_\_\_\_\_ is either a period when some kind of machinery isn't working, or a slow period.

- down period
- midday
- overnight
- sleeptime
- Downtown

447 " \_\_\_\_\_ " is a common way of saying "functions or features".

- Flavor
- FUnctionality
- vendor
- bonder
- scope

448 You always have to make \_\_\_\_\_ with prospective employers.

- look
- hold on
- review
- glance
- eye contact.

449 I cannot work today because I have very bad tooth.....

- problem
- ache.
- pain
- hurt
- damage

450 Do you want ..... sugar in your coffee?

- some.
- no
- little
- much
- any

451 One day I hope I shall ..... the lottery

- win.
- rich
- buy
- collect
- gain

452 She is very happy because she starts her new ..... today.

- labour
- job.
- work
- posters
- post

453 One of our corporate objectives is to develop \_\_\_\_\_ relationships with key customers.

- roads

- strategic.
- typical
- ways
- strategies

454 I've heard our company is going to ..... with PTL Limited.

- advertising
- merge.
- acquire
- expand
- promote

455 The business has twelve retail ..... in London

- workshops
- Subsidiaries
- walls
- chain
- outlets

456 Millers is a very ..... company. I can't see it ever modernising the way it operates

- dynamic
- Conservative
- modern
- active
- progressive

457 I'm working on a new campaign to ..... our new product range.

- promote.
- move
- relocate
- decentralise
- deregulate

458 I don't ..... with you at all.

- see
- glance
- complain
- agree.
- criticise

459 Shop at Davey's – we stand for ..... and reliability.

- controversial
- quality.
- quantity
- standard
- control

460 Sales increased nine percent from 1.2m ..... 1.4m.

- at
- of
- to.
- by



on

461 Please could you submit the . . . . . form by 22 August.

- references
- form.
- offer
- covering
- probationary

462 We're looking for someone with excellent communication . . . . .

- education
- skills.
- pool
- experience
- qualifications

463 There are over a hundred references to . . . . .

- to shortlist
- to check.
- to enable
- to target
- to write

464 I've just started a new job and have been thrown in the . . . . . end.

- big
- Deep
- wide
- end
- long

465 It was a great eye- . . . . . doing business in Japan.

- upper
- Opener
- turner
- closer
- widener

466 We need to come up with a new marketing . . . . .

- exhibition
- Campaign
- commercial
- advertising
- mailshot

467 Would you like to receive your bank ..... monthly or annually?

- rating
- statement.
- recession
- venture capital
- bankruptsy

468 Each person will receive a . . . . . according to their sales performance.

- bonus
- turnover.
- overtime
- commission
- discount

469 The economy's still doing badly. The country's been in a ..... for years and I can't see the situation improving.

- rating
- recession.
- statement
- venture capital
- bankruptsy

470 Buyers and sellers on Amazon.com give a ..... for the quality of service provided.

- bankruptsy
- recession
- statement
- venture capital
- Rating

471 The company can't pay its debts – I think it's heading for .....

- recession
- bankruptsy.
- venture capital
- rating
- statement

472 Like many other entrepreneurs in the 1990s, Simon Nixon never received any ..... to help him establish his business

- Venture capital
- recession
- statement
- bankruptsy
- rating

473 I'm afraid I won't be able to ..... the next meeting.

- attend.
- go
- propose
- second
- minute

474 It's essential that we establish a ..... in the Latvian market before our rivals do.

- computer
- lead.
- field
- expectation
- presence

475 Well done! Sales this month exceeded all .....

- presence

- field.
- lead
- expectation
- computer

476 a person who you work with

- employer
- colleague.
- trainer
- customer
- manufacturer

477 a person who buys the product

- trainee
- colleague
- customer.
- trainer
- employee

478 a person who is paid to work for someone else

- trainee
- employee.
- colleague
- customer
- trainer

479 In some countries it is quite..... to use the correct title when talking to business colleagues

- informal
- tricky
- formal.
- likely
- offensive

480 Your body .....usually gives other people information about how you really feel.

- relations
- building
- language.
- appearance
- impression

481 I've given the latest sales..... to Mr Allen but he hasn't had a chance to look at them yet.

- shops
- figures.
- facts
- system
- worksheet

482 The annual general meeting was .....in the conference centre

- held.
- provided
- applied
- conducted

run

483 One of the .....advantages of writing over talking to someone face-to-face is that you can take your time

- propose
- relevant.
- remaining
- relative
- related

484 You must .....your application by the end of the week.

- confirm
- subcontract
- subscribe
- subject
- submit.

485 There has been .....a agreement to supply Texmills with our products and services.

- long-live
- long-lasting.
- long-standing
- long-performed
- long-winded

486 Mrs Perez is writing to..... the arrangements she made with you.

- conform
- comply
- counter
- confer
- confirm.

487 Oh, dear. I think I've .....the wrong number

- put
- dialed.
- made
- through
- done

488 I'm ..... Miss Johnson's in a meeting.

- afraid.
- frightened
- happy
- concerned
- worried

489 No. This is the Finance Department. I'll check .....the number

- external.
- extraction
- expensive
- extension
- exterior

490 Don't make jokes on the phone as you may be..... .

- misunderstood.
- misguided
- misinterpreted
- mistaken
- misplaced

491 Printix are offering us a 15% .....on all orders over \$1000

- discount.
- proper
- consultation
- replacement
- interest

492 The new Managing Director of the company has just been.....

- considered
- appointed.
- requested
- decided
- applied

493 Make sure that the main .....of the report contains only relevant information

- content.
- business
- built
- body
- form

494 If this project is completed on time we will receive ..... a/an in next month's pay

- overtime
- bonus.
- wage
- salary
- bill

495 If you're taking notes it's a good idea to make them as clear and .....as possible

- brief.
- rough
- fluent
- essential
- quick

496 The ..... Department is responsible for sending out invoices

- Purchasing
- Marketing
- Accountant
- Accounts
- Sales.