

## 3901\_Ä°\_Əyanii\_Yekun imtahan testinin sualları

### Fənn : 3901 Xarici dil - 1

1 Complete the sentence: When ..... exceeds demand the price tends to fall.

- supply
- unemployment
- recession
- transaction
- wants

2 Choose the synonyms of the words: competition , producers

- rivalry, manufactures
- recession, confer
- completion, sellers
- comprehension, consumers
- contest, merchants

3 Choose synonym of the word. challenges.

- products
- changes
- policies
- resources
- problems

4 Choose the synonym of the word: necessary

- different
- difficult
- easy
- important
- useless

5 Choose the synonym of the word: different

- useful
- same
- useless
- significant
- various

6 Choose the synonym of the word: important

- tiny
- various
- useless
- necessary
- different

7 Complete the sentence: When ..... exceeds the revenue the budget has a deficit.

- banks
- entity
- functions
- expenditure

preparation

8 Choose the correct variant: paylanma (распределение)

- Supply
- distribution
- condition
- market
- demand

9 Complete the sentence: Economics is the study of how people choose ... scarce resources to satisfy their unlimited wants.

- have allocated
- is allocating
- to allocate
- allocated
- allocates

10 Complete the sentence: .... is the study of how people choose to allocate scarce resources to satisfy their unlimited wants.

- Transaction
- economics
- resource
- price
- commodity

11 Choose the correct variant: təmin etmək, обеспечивать

- to allocate
- to provide
- to use
- to increase
- to change

12 Choose the correct variant: tələbat, потребность

- save
- wants
- Transaction
- price
- solution

13 Complete the sentence: The economy ..... fast.

- to grow
- is growing
- will be grow
- shall be growing
- had grew

14 Choose the correct variant: çətin məsələ, problem, çağırış; сложная задача, проблема, вызов;

- input
- challenge
- recession
- interaction
- income

15 Choose the correct variant: azad sahibkarlıg; свободное предпринимательство

- rapid expansion
- free enterprise
- economic policy
- sophisticated technology
- social security

16 Choose the correct variant: artıq olmaq, keçmək, ötmək; превышать;

- reflect
- exceed
- utilize
- compete
- benefit

17 Choose the correct variant: işçi güvvəsi; рабочая сила.

- labor resources
- social security
- labor force
- employment
- free enterprise

18 Choose the correct variant: Bölgü, yerbəyer etmə; распределение, выделение(ресурсов)

- carcity
- allocation
- revenue
- transaction
- solution

19 Choose the synonym of the word total :

- unfinished
- complete
- partial
- incomplete
- limited

20 Choose the synonym of the word wants :

- labour resources
- wages
- demands
- income
- labour force

21 Complete the sentence: If an ..... is to perform well it must deal with many economic challenges.

- consumer preferences
- economic system
- economic resources
- unemployment
- natural resources

22 Complete the sentence: ..... are free to choose whom to buy from and sell to.

Transaction

- Businesses
- Solution
- Production costs
- Labour force

23 Complete the sentence: There are different ..... in the world.

- labour forces
- economic systems
- economic policy
- social security
- market economy

24 Complete the sentence:..... don't always run smoothly.

- Price mechanism
- Economic growth
- Economic policy
- Market economy
- Economic machines

25 Complete the sentence: When ..... exceeds demand the price tends to fall.0

- unemployment
- recession
- supply
- wants
- transaction

26 Complete the sentence: If ..... exceeds supply, the price tends to rise.

- income
- demand
- revenue
- competition
- benefit

27 Complete the sentence: .....of resources makes it necessary to save them.

- Allocation
- Scarcity
- Social security
- Distribution
- Solution

28 Complete the sentence: .... may be classified as material resources and labor resources.

- Transaction
- Economic resources
- Labor forces
- Social security
- Economic growth

29 Choose the synonym of the word utilize

- form
- use
- bring
- demand

put

30 Choose the correct answer: What economic system makes producers and suppliers of scarce resources utilize them economically?

- fiscal policy
- law of demand
- competition
- law of supply
- free enterprise

31 Choose the correct answer: What economic system economists consider the most effective in the world today?

- competition
- free enterprise
- monetary policy
- law of supply
- fiscal policy

32 Choose the correct answer: What force of the market keeps prices close to costs?

- freedom of enterprise
- competition
- business cycle
- labour force
- law of supply

33 Complete the sentence: .... is the most effective system in the world today.

- Utilizing resources
- Free enterprise or the market economy
- Economic growth
- Equitable distribution of revenues
- Production of goods

34 The main problem in economics is the question of .....scarce resources between competing uses.

- connecting
- allocating
- choosing
- discussing
- competing

35 Choose the correct prepositions: Economic machines are subject .....a business cycle that alternates .... periods .... rapid expansion and periods ..... recession.

- during, of, from
- to, between, of, of
- for, among, of, of
- during, to, between, between
- of, to, for, for

36 Choose the correct prepositions: ..... the one hand the customers have the right ..... choice and they benefit ..... the fact that competition keeps prices

- in, for, through, with
- on, of, from, to
- in, of, by, to

with, of, after, by  
on, in, at, with

37 Complete the sentence: Another important force of the market is .....

- revenue
- competition
- transaction
- designing
- promotion

38 Complete the sentence: Business is the subject of laws and government....

- regulate
- regularity
- regulations
- regular
- regulable

39 Complete the sentence: There are different ....systems in the world today.

- economy
- economic
- economical
- economize
- economics

40 Choose the opposite for the word: revenue

- goal
- expenditure
- saver
- tax
- income

41 Choose the correct pair of synonyms:

- monetary – expenditure
- total – common
- consumer – seller
- to sell – to produce
- to supply – to conform

42 Choose the correct pair of synonyms:

- competition – running
- to demand – to require
- to utilize – to tend
- to solve – to provide
- important – improvement

43 Complete the sentence : Economic resources may be classified as ...

- material and capital resources
- material and labour resources.
- economic and labour resources.
- capital and raw materials.
- labour force and entrepreneurship.

44 Complete the sentence: One of the main laws of the market is ...

- scarcity.
- employment.
- the law of supply and demand.
- stable prices.
- labour force.

45 Complete the sentence: It is characteristic of any society that.....

- when wants required economic resources scarce
- when wants of people are growing the economic resources are limited and scarce
- when economic resources satisfy the wants and are limited scarce.
- when wants are limited and scarce.
- when wants of people are growing.

46 Choose the opposite of the word isolated

- gradual
- total
- separate
- equitable
- intensive

47 Choose the opposite of the word abrupt

- poor
- gradual
- sharp
- limited
- modern

48 Choose the correct answer: What is a scarce resource?

- unlimited commodity
- limited commodity
- undemandable product
- labour resources
- daily product

49 Choose the synonym of the word steadily

- previously
- constantly
- unexpected
- equitable
- equally

50 Choose the synonym of the word branch

- develop
- subsidiary
- supermarket
- headquarter
- parent firm

51 Choose the synonym of the word schedule

- opinion

- time- table  
contract  
paper  
facility

52 Choose the synonym of the word expense

- profit
- expenditure  
income  
tip  
benefit

53 Choose the correct variant: xırda pul; разменная монета

- shell
- commodity money
- pelts
- beads
- token money

54 Choose the correct variant: ödəmə vasitəsi; средство платежа

- commodity money
- unit of account
- means of payment  
store of value  
denomination

55 Choose the correct variant: köhnəlməyən; неизнашивающийся

- limited
- hard-wearing  
precious  
portable  
divisible

56 Choose the correct variant: aradan çıxarmaq; вытеснять занимать(чего либо)место

- invent
- supersede  
save  
protect  
exceed

57 Choose the correct variant: nominal dəyər; нарицательная цена

- means of payment
- face value  
store of value  
unit of account  
commodity money

58 Choose the correct variant : pul məziyyəti( dəyəri); достоинство(денег)

- token coin
- denomination  
commodity money  
asset



shell money

59 Complete the sentence: .... underline that to serve effectively as money, a commodity should be fairly durable, easily divisible and portable.

- The sellers
- The producers
- The settlers
- The experts
- The buyers

60 Complete the sentence: ....was used by early settlers in North America.

- Banknotes
- Gold
- Coins
- Paper money
- Shell money

61 Complete the sentence: After goldsmiths ..... bankers their receipts became banknotes.

- is becoming
- becomes
- became
- becoming
- to become

62 Complete the sentence: At different periods of time and in different parts of the world many different commodities ..... served as money.

- be
- have
- has
- being
- having

63 Complete the sentence: When a payment ... made the cutting of the metal into pieces of definite weight and so coins came into use.

- has
- being
- was
- be
- will be

64 Complete the sentence: At first coins ... worth their face value as metal.

- be
- is
- was
- has
- were

65 Complete the sentence: The shells ..... threaded into strings or belts called wampum.

- be
- has
- were
- is

was

66 Complete the sentence: Bigger domination coins are made from cupronickel and usually called ... .

- shell
- silver
- gold
- paper money
- bronze

67 Choose the correct answer: When did the coins come into use?

- In 1867.
- At the beginning of the century
- In 1785.
- When a payment was made the cutting of metal into pieces of definite weight.
- At different periods of time.

68 Complete the sentence:..... money first came into use in the form of receipts.

- token
- paper
- gold
- copper
- shell

69 Choose the correct variant. əlavə, дополнение

- decade
- information
- supplement
- contribution
- employer

70 Complete the sentence:..... money first came into use in the form of receipts.

- paper
- gold
- token
- shell
- copper

71 Complete the sentence: At first coins were worth their face value as .....

- metal
- bronze
- payment
- coin
- banknote

72 Complete the sentence: Money is an ..... that serves as a means of payment.

- coin
- asset
- agreement
- token
- expense

73 Choose the correct answer: What has served as first money?

- leather
- steel
- invoice
- paper
- check

74 Choose the correct answer: What serves as money today?

- pelts
- shells
- coins and bills
- perks
- fur

75 Choose the synonym of the word token

- receipt
- coin
- banknote
- goods
- securitiez

76 Choose the right statement:

- Shell money was used by early settlers in North America.
- Shell money was durable.
- Shell money was used by goldsmiths.
- Shell money was used by borrowers in different parts of the world.
- Shell money was used by bankers.

77 Choose the correct answer: What is money?

- it is an asset that serves as a means of payment
- it keeps prices close to costs
- it serves as the mechanism of market economy
- it is a loan
- it is an instrument of tax

78 Complete the sentence: In different parts of the world many different commodities .....

- have served as money.
- should be portable.
- superseded by precious metals.
- threaded into strings.
- called wampum.

79 Complete the sentence: Paper money first came into use ...

- in the form of receipts
- in the form of banknotes.
- in the form of gold coins.
- in the form of silver.
- in exchange for deposits.

80 Complete the sentence: Coins are a kind of commodity and pieces of .....

- economy
- metal
- paper

book  
cattle

81 Complete the sentence: Money is used for buying or ..... .

- radio
- selling goods
- job security
- to be getting along
- to feel useful

82 Choose the synonym of the word commodity

- price
- goods
- finance
- term
- option

83 Complete the sentence: At different ... of time and in different ... of the world many different ... have served as money.

- periods, commodities, parts
- periods, parts, commodities
- commodities, periods, parts
- parts, periods, commodities
- commodities, parts, periods

84 Choose the synonym of the word. difficult

- hard
- dull
- distinct
- fascinating
- easy

85 Choose the opposite for the word. like

- hate
- use
- spend
- learn
- defend

86 Choose the synonym to the word. run

- think
- apply
- complete
- Manage
- involve

87 Complete the sentence: It is difficult ... from one shift to another.

- Changes
- change
- have changed
- are changing
- changing

88 Choose the correct variant: iş, служба

- Telecommute
- application
- employment
- shift
- clock

89 Choose the correct variant: I work ..... shifts.

- under
- in
- at
- of
- for

90 Choose the correct variant: ağır, трудный

- dull
- hard
- exciting
- interesting
- repetitive

91 Choose the correct variant: dağışdırış, скучный

- Fascinating
- dull
- exciting
- satisfying
- demanding

92 Choose the correct variant: rəhbərlik etmək, руководить

- to hire
- to manage
- to commute
- to satisfy
- to fire

93 Complete the sentence: I ... to work every day.

- demand
- commute
- Require
- deal
- pass

94 Complete the sentence: We all have to clock .... and clock ..... every day.

- to, on
- on to
- at, out
- in, out
- of, for

95 Complete the sentence: I ..... a team of designers.

- finish

- manage  
work  
go  
find

96 Complete the sentence: I ..... work by train and subway.

- go on  
to go
- go to  
go  
go in

97 Complete the sentence: I ..... a lot of different people in the company.

- deal about
- deal with  
deal in  
deal for  
deal on

98 Complete the sentence: I ..... a large European car maker.

- work out
- work for  
work of  
to work  
work under

99 Choose the correct variant Here, Kerstin ... about her job.

- had talking
- talks  
to talk  
has talking  
have talked

100 Complete the sentence: Most employees....

- sell goods on Sundays.
- have a five-day working week.  
traditionally work different hours.  
demand that the Sunday trading rules should be abolished in the UK  
close their business and shops.

101 Complete the sentence: The system of .....means you can work when you want, within certain limits.

- shifts
- flexitime  
permanent work  
part-time job  
temporary work

102 Complete the sentence: If the work is interesting and gives positive feelings it is....

- boring
- fascinating  
demanding  
tough

repetitive

103 Complete the sentence: A ..... does not finish after a fixed period.

- part-time job
- temporary job
- repetitive job
- permanent job
- full-time job

104 Match the word to its definition: The work is difficult and makes you tired.

- fascinating
- satisfying
- routin
- tough
- repetitive

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

- software developer
- teacher
- postwoman
- flight attendant
- accountant

106 . Complete the sentence: I'm not often ..... – away from work due to illness.

- out of work
- off work
- in work
- at work
- work for

107 Match the job to its description: My work involves getting up quite early in the morning , but I like being out in the open air. I walk two or three miles every day.

- flight attendant
- Postwoman
- accountant
- teacher
- software developer

108 Match the job to its description: My work involves travelling a lot. It can be quite physically demanding, but I enjoy dealing with passengers.

- teacher
- flight attendant
- postwoman
- accountant
- software developer

109 Choose the synonym of the word manage

- serve
- control
- demand
- send

pay

110 Complete the sentence: If the work involves doing the same things again and again it is.....

- stimulating
- boring
- routine
- tough
- exciting

111 Complete the sentence: When the company is selling lots of cars, they ask us.....

- to commute
- to work overtime
- to apply for a job
- to make a payment
- to buy shares

112 . Match the word combination to its definition. To have a job.

- to be for work
- to be in work
- to be off work
- to be out of work
- to be off work

113 Complete the sentence: There is a system of ..... in my company, which means we can work when we want , within certain limits.

- management
- flextime
- day shift
- overtime
- commuting

114 Match the expression a full time job with its definition :

- 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
- a job that you do for fewer hours a week than people usually work
- a work that finishes after a fixed period

115 Complete the sentence: Our manager is very..... people and we have a very good team.

- skilled at
- qualify as
- bad at
- self-motivated
- good with

116 Complete the sentence: I'm ..... for co- ordination between design and production.

- respectful
- response
- responsibility
- respectable
- responsible



117 Choose the right expression: The work finishes after a fixed period.

- permanent job
- contemporary job
- temporary job
- full time job
- part-time job

118 Complete the sentence: A system in a company which means we can work when we want is called.....

- work overtime
- flexitime
- demanding
- involving
- clocking on

119 Choose the correct expression: Librarian is required for public library from 2p.m. to 6 p.m.

- Out of work
- A permanent job
- A part time job
- Full job
- Before work

120 Complete the sentence: Luckily, I am never ill and I could never take the time.....work.

- in
- up
- before
- of
- off

121 Complete the sentence: She leaves home for work at 8 and she drives .....

- in work
- before work
- to work
- Work
- after work

122 Complete the sentence: ..... is one for the whole of the normal working week.

- out-of- job
- a full-time job
- temporary job
- off work
- a part-time job

123 Choose the correct variant: A software designer in an Internet company. Has to be in the office.

- flight
- post-woman
- accountant
- work under a flexitime system
- teacher

124 Choose the correct variant: tәmin etmә (снабжение)

- Deficit

economy  
policy  
income

- provision

125 Choose the correct variant: хэрс (затраты, расходы)

Price  
payment

- expenditure
- business
- value

126 Choose the correct variant: əskik (дефицит, недостаток)

revenue

- deficit
- benefit
- resource
- fiscal

127 Choose the correct variant: бүдсə (бюджет)

exports  
capital

- budget
- commodity
- Imports

128 Complete the sentence: Finance is .....

the network of institutions  
the provision of essential services.  
the economic system.  
the budget.

- the provision of money when it is needed

129 Match the word to its definition. An estimate of national revenue and expenditure for the ensuing fiscal year.

review  
loan

- budget
- payment
- share

130 Finance comprises two parts: ..... finance and finance of economic entities.

monetary  
public  
labor  
business  
control

- public

131 Choose the correct variant. Public finance has the..... functions.

- following
- deficit
- fund

company  
tax

132 Complete the sentence: My ..... were members of my family: my parents, brothers and sisters all put up money.

- assets
- borrowers
- lenders
- shares
- shareholders

133 Choose the synonyms: 1 revenue. 2 estimate. 3 income. 4 goal.

- 1.2
- 1.4.
- 1.3
- 2.3
- 3.4

134 Complete the sentence: The budget is.....

- the money in the bank
- an estimate of national revenue and expenditure for the ensuing fiscal year.
- scheems of business.
- work in insurance companies
- the money in economic entities

135 Choose the correct logical ending: When expenditure exceeds the revenue.....

- ..... provision of money rises.
- .....the budget has a deficit.
- ... the budget grows
- ..... people get credits and loans
- ..... country's economy grows

136 Complete the sentence: The financial system is .....

- the network of economic entities.
- the network of institutions.
- the network of firms and households.
- the network of units of government
- the network of funds.

137 Complete the sentence: Finance is .....

- the network of institutions.
- the provision of money when it is needed.
- the provision of essential services.
- the budget.
- the economic system.

138 Choose the correct answer: Which of the following is not a function of public finance?

- the encouragement of the growth of economy as a whole
- implementation of corruption
- the provision of essential services
- the control of particular sectors of the economy
- the implementation of social policy in respect of social services

139 Choose the correct answer: What is budget?

- The budget is a provision of essential services
- The budget is financial intermediaries.
- The budget is a provision of money and financial system is a network of institutions.
- The budget is an estimate of national revenue and expenditure for the ensuing fiscal year
- The budget is an encouragement or control.

140 Choose the synonym of the word ensuing

- supply
- posterior
- accurate
- total
- proper

141 Complete the sentence: ... and expenditure ... is the most fundamental step in the process of ... preparation.

- forecasting,revenue,budget
- budget,forecasting,revenue
- revenue,forecasting,budget
- budget,revenue,forecasting
- forecasting,budget,revenue

142 Complete the sentence: ..... forecasting is the most fundamental step in the process of budget preparation.

- economic entity
- revenue and expenditure
- thrift institution
- finance company
- pension fund

143 Complete the sentence: The major instrument of any financial system is the .....

- balance sheet
- budget
- Funds
- contract
- benefit

144 Choose the synonym to the word. financial

- stable
- brave
- local
- fiscal
- sole

145 Choose the opposite for the word. hire

- drive
- expect
- pay
- sell
- fire

146 . Choose the synonym of the word: acquire

- delay
- change
- research
- get
- move

147 Complete the sentence: .....people are good with numbers.

- team players
- numerate
- computer-literate
- motivated
- proactive

148 Complete the sentence: ..... are good at working on their own

- Motivated
- self-starters
- methodical
- computer-literate
- numerate

149 Choose the correct answer. We ... in national newspapers.

- complete
- recruit
- advertise
- count
- Force

150 Choose the correct variant: boş, свободный

- Tiring
- vacant
- dull
- hard
- interesting

151 Choose the correct variant: нүмайәндә, кандидат

- recruiter
- candidate
- employee
- agency
- Worker

152 Complete the sentence: He looked in the situations..... pages of the local newspaper.

- appoint
- vacant
- labor
- apply
- process

153 Complete the sentence: We need ..... journalists who are very good at their job.

- lean
- talented
- trouble

large  
dull

154 Complete the sentence: I phoned to check on my application, but they said they'd already ... someone.

- deal
- recruited
- turndown
- applied
- headhunted

155 Complete the sentence: You need to acquire ..... - get knowledge through doing things.

- commission
- experience
- specification
- remuneration
- severance

156 Complete the sentence: The graduates might have ..... in interesting subjects, but they have no work experience.

- bonus
- appoint
- qualification
- duty
- benefit

157 Match the word combination to its definition. People who've just left university.

- referee
- graduate
- mogul
- self-driven
- manager

158 Complete the sentence: We .....for the job by completing an application form and sending it in.

- call
- apply
- cover
- offer
- send

159 Match the word combination to its definition. People who work well with other people.

- motivated
- team players
- self-starters
- computer-literate
- methodical

160 Match the word to its definition. People who are very keen to do well in their job because they find it interesting.

- computer-literate
- motivated
- numerate
- graduate

unskilled

161 Complete the sentence: We do not send our employees to various courses, we have own ...training.

- skilled
- outside
- motivated
- in-house
- outdoors

162 Choose the correct answer: Which of these jobs can be described as highly skilled?

- teacher
- brain surgeon
- office manager
- car production office
- office cleaner

163 Complete the sentence: Fred is a van driver, but he was fed .....with doing long trips.

- on
- up
- over
- upon
- 

164 . Complete the sentence: We invite the most interesting candidates to a group .....

- community
- Discussion
- occasion
- seminar
- option

165 Match the word to its definition. Previous employers, teachers that candidates named in their applications.

- vendors
- referees
- partners
- graduates
- shareholders

166 Complete the sentence. The trouble with graduates is that they have no work .....

- launch
- experience
- profit
- efficiency
- quantity

167 Complete the sentence: Fred is a van ..... but he was fed up with doing long trips.

- force
- technical
- Driver
- personal
- worker

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

- field trial
- background of applicants
- covering letter
- selection process
- shortlist

169 Complete the sentence: The process of finding people for particular jobs is ...

- enjoyment
- recruitment
- management
- development
- unemployment

170 Match the word a shortlist with its definition:

- an analytical process that helps finding the right people for the vacancy
- the set of influences such as training, education and experience affecting the individual's personality
- it is a title which says that you have achieved something
- something that you gain over a period of time in the same job
- a list of people you think could be suitable for the job

171 Complete the sentence: Written tests help to ..... the intelligence and personal qualities of the candidates.

- advertise
- offer
- fire
- apply
- assess

172 Complete the sentence: The headhunting agency ..... three candidates for the final interview.

- trained
- signed
- selected
- launched
- joined

173 Complete the sentence: We do not send our employees to various courses, we have ...training.

- outdoors
- in-house
- motivated
- outside
- skilled

174 Choose the right word and put it in the sentence: This job is so important , I think we need to ..... someone. They've finally ..... a new receptionist. .... is all the people working for a company. a) Hired b) Headhunt c) Staff

- 1-a, 2-c, 3-b
- 1-a,2-b,3-c
- 1-b,2-a,3-c
- 1-c, 2-a, 3-b
- 1-b, 2-c, 3-a



175 Match the word combinations: 1) Management a) Motivated; 2) Self b) Agency; 3) Employment c) Training.

- 1-b, 2-c, 3-a
- 1-a , 2-c, 3b
- 1-c, 2-b, 3-a
- 1-b, 2-a, 3-c
- 1-c, 2-a,3-b

176 Match the word combination to its definition. To get knowledge through doing things.

- to wind up
- to make redundant
- to acquire experience
- to apply for
- to turn down

177 Complete the sentence: People who are self-driven are.....

- work in shifts
- good at working on their own
- work part-time
- have flexible work
- have temporary work

178 Choose the synonym of the word queue

- plaster
- line
- store
- bill
- truck

179 Complete the sentence: ..... evaluates professionally a colleague's work.

- Conductor
- Referee
- Consulter
- Consumer
- Candidates

180 Complete the sentence: We use ..... for the assessing of people's intelligence and personality.

- Control
- Test
- Psychometric test
- Check up
- Headhunting

181 Complete the sentence: People with a particular ability to do something well are.....

- motivated
- skilled
- manual
- cheap
- unskilled

182 Complete the sentence: He made an ..., sending in his ... and ... explaining why he wanted the ... and why he was the right person for it.

- job, Application, covering letter, CV  
application, Cv, covering letter, job  
CV, covering letter, job, application  
Covering letter, CV, job, application,  
Visa,cv,letter,apply

183 Complete the sentence: It is the finance house which collects the regular installments paid by the .....

- provider  
purchaser  
producer  
investor  
shareholder

184 Complete the sentence: There are many other special financial institutions which provide finance for .....

- revenue  
companies  
entities  
unit households  
policy

185 Sual: Choose the correct variant. Firms ..... immediate payment from a finance house.

- was received  
receive  
receives  
has receiving  
is received

186 Choose the correct variant: təqaüd fondu (пенсионный фонд)

- public finance  
pension fund  
finance companies  
mutual funds  
insurance companies

187 Choose the correct variant: maliyyə evi (финансовый)

- fiscal year  
economic entity  
finance house  
social policy  
pension fund

188 Complete the sentence: They receive immediate .....from a finance house.

- impact  
payment  
budget  
tip  
policy

189 Complete the sentence: There are many important ..... which provide finance for companies.

- household  
financial institutions

monetary relations  
households  
source

190 Complete the sentence: These institutions ..... money in different ways.

- has provided
- provide
- provided
- was provided
- is provided

191 Complete the sentence:..... are not limited companies and they do not issue shares.

- investment trusts
- unit trusts
- insurance companies
- banks
- finance houses

192 Complete the sentence:..... passes to the buyer when the final installment is paid.

- ownership
- expenditure
- leasing
- burden
- principal

193 Choose the correct answer: What is function of pension funds?

- To limit companies buying shares in other companies.
- To supply short or long term loans.
- To pay out interests made by policyholders.
- To insure companies.
- It is a scheme to which all workers contribute.

194 Complete the sentence: Banks, building societies, insurance company etc. are ...

- business centre
- pension fund
- financial institutions
- unit trusts
- investment trusts

195 Complete the sentence: ..... are limited companies buying shares in other companies.

- unit trusts
- investment trusts
- insurance companies
- finance houses
- pension funds

196 Complete the sentence: ..... are prepared to make loans for longer period up to 20 years in certain circumstances.

- pension funds
- banks
- insurance companies
- investment trusts

unit trusts

197 Choose the correct answer: What is the difference between investment trusts and unit trusts?

- unit trusts offer discounts to shareholders
- unit trusts are not limited companies but investment trusts are
- unit trusts are limited companies but investment trusts aren't.
- unit trusts coordinate finance
- unit trusts provide borrowers with credit.

198 Choose the correct answer: What do the financial institutions provide for companies?

- fax
- finance
- pensions
- cars
- shares

199 Complete the sentence: .... operate in a very similar manner to investment trusts.

- investment trusts
- unit trusts
- trade balance
- pension funds
- insurance companies

200 Complete the sentence:..... provide finance for companies

- The provision of essential services
- The major instruments of any financial system
- The community through taxes
- Many important financial institutions
- The encouragement or control of particular sectors

201 Choose the correct answer: Which of the sentences is not true?

- unit trusts buying shares in other companies.
- Investment trusts are limited companies.
- Finance houses provide businesses with loans
- Balance sheet describes what a business sells and the money it gets for it.
- unit trusts issue shares.

202 Complete the sentence:..... issue units.

- Finance house
- insurance companies
- Unit trusts
- Investment trusts
- pension funds

203 Complete the sentence:.....specialize in supplying short term loans, they are prepared to make loans for longer periods.

- Institutions
- Banks
- Pension funds
- Finance houses
- Investment trusts

204 Choose the correct answer: What is investment trusts?

- They are insurance companies, financial houses.
- They are limited companies buying shares in other companies.
- They are short or long term loans.
- They are interests made by policyholders.
- They are worker's contribute.

205 Match the word to its definition. The ordinary work supporting a company's activities.

- commuter
- commission
- staff
- administration
- recruitment

206 Complete the sentence: Medical insurance and a company car are the types of the .....

- salary
- wages
- bonuses
- fringe benefits
- pay

207 Choose the synonym of the word basic

- top
- main
- clear
- High
- below

208 Complete the sentence: If the manager reaches particular objectives for the company there may be .....

- fringe benefits
- performance-related bonuses
- remuneration
- compensation
- finger benefits

209 Choose the right meaning of the word: nice perks

- It is an overtime
- It is salary in the work
- It is free meals and free insurance
- It is a tip.
- It is commission

210 Complete the sentence: If the manager also receives benefits , the payment and the benefits form a .....

- profit
- severance package
- severance payment
- compensation
- compansation payment

211 Choose the correct definition: A strike, walk out or stoppage

workers walk during the work

- workers stop working for a time when they are not happy with pay or conditions.  
workers continue to work ,but more slowly  
workers strikes each-other during the work  
workers work hard.

212 Complete the sentence: Overtime is...

- the time when the working hours are over.  
the time when workers refuse to work more than normal hours.  
a week-end
- the hours which a worker works more than normal hours.  
a day when you enjoy yourselves.

213 Choose the correct answer: What is the another name for the HRD?

- department of human resources
- personnel department  
human resources agency  
human support management  
personal company

214 Complete the sentence: If workers refuse to work more than the normal number of hours it is called....

- stoppage
- overtime-ban  
walk-out  
payroll  
a strike

215 Complete the sentence: Large areas where many people work together are called....

- banks
- open-plan offices  
office  
headquarters  
head-office

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

- labor relations
- labor shortage  
labor dispute  
labor unrest  
labor costs

217 Match the word combination to its definition. A disagreement between management and labor.

- labor costs
- labor dispute  
labor relations  
labor shortage  
labor leader

218 Make statement putting the words in the correct order: managers, offices, have, some, their, individual, own

managers, have, offices, some, own, their, individual.

some, managers, have, offices, their, own, individual.  
their, individual, some, own, managers, have, offices.  
managers, offices, some, their, own, individual, have.

- some, managers, have, their, own, individual, offices.

219 Match the word combination to its definition. The lowest amount allowed by the law.

perks  
compensation  
● minimum wage  
tips  
fringe benefit

220 Choose the synonym of the word: proprietor

- customer
- owner
- agent
- accounter
- purchaser

221 . Complete the sentence: A company`s main office is a corporate .....

- culture
- ladder
- logo
- headquarters
- profit

222 Choose the synonym of the word: staff.

- problem
- workforce
- customer
- graduate
- quality

223 Complete the sentence: I get a basic salary, plus .....- a percentage on everything I sell.

- Commission
- background
- compensation
- perks
- tips

224 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

225 Complete the sentence: ..... is given in addition to the bill.

- salary
- tip
- wage

comission  
bonus

226 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-a,3-c
- 1-b, 2-c, 3-a
- 1-a, 2-c, 3-b
- 1-a,2-b,3-c
- 1-c, 2-a, 3-b

227 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-a,2-b,3-c
- 1-b, 2-c, 3-a
- 1-a, 2-c, 3-b
- 1-c, 2-a, 3-b
- 1-c,2-b,3-a

228 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-c, 3-a
- 1-b, 2-a, 3-c
- 1-c,2-b,3-a
- 1-a, 2-b, 3-c
- 1-c, 2-a, 3-b

229 Match the word combinations: 1) Benefits. a) Ban; 2) Overtime. b) Package; 3) Senior..c) 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

230 Choose the opposite of the word minimal

- maximum
- gradual
- external
- importal
- exportal

231 Choose the correct answer: Which of the expressions is closest in meaning to the expression compensation package ?

- fringe benefits
- stock options
- share options
- severance package
- remuneration package

232 .Choose the correct answer: What is an overtime ban?

gives technical help to buyers of the company's products.



department that deals with pay, recruitment.

- 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

233 Complete the sentence: The Assistant Manager is ..... for the day-today running of the hotel.

- engineer
- responsible
- look after
- attendant
- assistant

234 Complete the sentence: Human resources department deals with...

- technical support
- pay and recruitment
- buying company's product
- carrying out the work of a company
- supporting company's activities

235 Complete the sentence: The .... include medical insurance and a company car.

- salary
- fringe benefits
- bonuses
- wages
- pay

236 Complete the sentence: You won't receive high salary, when you sell something we pay you.....

- credit
- commission
- money
- card
- salary

237 Make statements putting the words in the correct order: the, widely used, a bank overdraft, is, type, short term finance, of, most

- is, the most, widely used, type, a bank overdraft, of, short term finance.
- the most, widely used, short term finance, of, type, is, a bank overdraft
- of, short term finance, a bank overdraft, the most, widely used, type, is.
- a bank overdraft, is, the most, widely used, type, of, short term finance
- widely used, type, of, short term finance, is, the most, a bank overdraft.

238 Complete the sentence: Loans can be .....

- bills of exchange.
- short term and long-term ones.
- the sources of loans.
- hire purchases.
- trade credits.

239 Make statements putting the words in the correct order: capital market, and, commercial banks, the, turns, to, the, business companies, to, assist

Business companies, turn, the, capital market, to, and, the, commercial banks, to, assist, them.  
Commercial banks, turns, to, the, capital market, and, the, business companies, to, assist, them.

- Business companies, turns, to, the, capital market, and, the, commercial banks, to, assist, them  
Business companies, to, the, capital market, turn, and, the, commercial banks, to, assist, them.  
Business, companies, turns, capital market, to, the, and, the, commercial banks, to, assist, them.

240 Choose the synonym of the word: loan

- steak
- credit
- skill
- goal
- dividend

241 Complete the sentence: Bill of exchange enable the company to obtain .....from a bank or discount house.

- trade credit.
- short term finance
- income tax
- overdrafts
- hire purchases

242 Make statements putting the words in the correct order: usually, short-term loans ,within, repayable, years, are, three

- years, three, usually, repayable, , within, are, short-term loans  
are, short-term loans, within, repayable, usually, three, years
- short-term loans, are, usually, repayable, within, three, years  
usually, repayable, , within, three, years, are, short-term loans.  
repayable, short-term loans, are, usually, within, three, years

243 Choose the synonyms: 1. property. 2. obvious. 3. hire. 4. ownership.

- 1.3
- 2.3
- 1.2
- 1.4
- 3.4

244 Choose the opposites: 1. profit. 2. expenditure. 3. ownership. 4. obvious.

- 4.2
- 1.2
- 2.3
- 3.4
- 1.4

245 Choose the correct answer: What is the most obvious source of finance for the well-established firm?

- deposit
- trade credit
- own profits
- capital
- property

246 Choose the wrong variant. The sources of loans are as followings:

- trade credits
- letter of advice
- bill of exchange

hire purchases  
leasing

247 Choose the correct answer: Which of them doesn't refer to the sources of loan?

- hire purchases
- loan credits
- overdrafts
- bills of exchange
- trade credits

248 Complete the sentence: Part of the company's profit is paid to.....as a.....

- shareholders,deposit
- financial institutions,payment
- banks,regular receipt
- shareholders,dividend
- business companies,deposit

249 Complete the sentence: The issuing of new shares at no cost to the existing shareholders is called.....

- bonus issue
- capital issue
- rights operate
- dividend issue
- rights purchase

250 Choose the synonym of the word: equity capital.

- basic salary
- capital market
- face value
- fringe benefit
- joint stock

251 Complete the sentence: Share capital is contributed by ...

- creditors
- borrowers
- shareholders
- investors
- lenders

252 Complete the sentence: The right to buy new shares of the company at a low price is called.....

- rights purchase
- rights issue
- rights
- rights operate
- rights installment

253 Make statements putting the words in the correct order: different, ways, in, many, provide, financial, money, institutions

- Many, different, ways, in, provide, money, financial, institutions.
- Many, financial, institutions, provide, money, in, different, ways.
- Many, provide, money, in, different, ways, financial, institutions.
- Financial, institutions, many, provide, money, in, different, ways.
- Many, financial, institutions, provide, in, different, money, ways.

254 Choose the synonyms: 1 essential. 2 tax. 3 major. 4 comprise. 5 main .

- 1,2,4
- 1,3,5.
- 1,2,5
- 1,4,5
- 2,4,5

255 Choose the correct answer: Why does company issue the bonus issue?

- instead of tax
- instead of paying dividend
- instead of interest
- instead of capital
- instead of share

256 Complete the sentence: It can issue new shares at no cost to the existing .....

- loans
- shareholders
- market
- outflow
- profit

257 Complete the sentence: Shareholders receive periodic payments called.....

- hold shares
- equity
- capital
- dividends
- small proportion

258 Complete the sentence: Selling on the Internet is called .....

- retail
- e-commerce
- market
- shop
- warehouse

259 Complete the sentence: Companies often issue such shares instead of paying dividends to the .....

- elapse
- agents
- shareholders
- producers
- profits

260 Complete the sentence: The company may turn some of its ..... into capital.

- elapse
- profit
- dividend
- equity capital
- share

261 Complete the sentence: If the company needs to raise more capital for expansion it might issue .....

- capital

- new shares
- profits
- shareholders
- dividends

262 Complete the sentence: Tel Italia has reorganized and ... in order to become flatter.

- Restructuring
- restructured
- restructures
- will restructuring
- is restructuring

263 Complete the sentence: Downsized companies use more .....independent people who work for several different companies.

- vendors
- freelancers
- executives
- start-ups
- graduates

264 Choose the synonym of the word: dangerous

- hi-tech
- terminated
- hazardous
- obsolete
- important

265 Complete the sentence: Employees who are made redundant may get ..... – advice about how to find another job.

- flexibility
- outplacement
- demotion
- dignity
- downsized

266 Complete the sentence: In many organizations, women ..... about the glass ceiling that prevents them from getting further than a particular level.

- discuss
- complain
- refer
- crepay
- need

267 Choose the opposite for the word: sacked

- hired
- allowed
- demoted
- retired
- closed

268 Complete the sentence: Dangerous machinery and hazardous substances can cause.....

- industrial scale

- glass ceiling
- working environment
- affirmative action
- industrial accidents

269 Complete the sentence: Corporate .....is the way a company's employees think and act.

- logo
- profit
- culture
- image
- ladder

270 Match the verb to retire with its definition :

- to reduce the total number of employees at a company through retirements, etc
- 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
- to force someone to leave their job
- to tell someone they can no longer work at their job

271 Complete the sentence: If you do wrong , you are.....

- you continue to work but more slowly than usual.
- sacked
- a go- slow
- collect money from customers.
- work for several different firms.

272 Complete the sentence: If people are treated differently from each other in an unfair way, they are.....

- bleeding red ink
- descriminated against
- made redundant
- got outplacement
- written down

273 Complete the sentence: The way that an employee is doing their job is discussed at performance .....  
– regular meetings with their manager.

- dispute
- reviews
- process
- training
- fund

274 Choose the synonym to the word: precise

- polite
- accurate
- keen
- persuasive
- rigid

275 Choose the correct answer: Who are freelancers?

- They give technical help to buyers of the company's products.
- They headhunt people for very important job.
- They buy products or services for their own use.

- They are independent people who may work for several different companies  
They head a department or an organization.

276 Complete the sentence: If people are treated differently from others in an unfair way, they are ..... .

- visitors
- discriminated against
- office manager
- shop managers
- bully

277 Complete the sentence: The feeling that people may not be in their job for long is.....

- learning curve
- limited liability
- job insecurity
- flexibility
- glass ceiling

278 Choose the synonym of the word: accidents

- vacants
- Causes
- losses
- grants
- parts

279 Complete the sentence: Demoting is ...

- making someone to leave his job
- giving someone a lower rank or a less important job
- ending or stopping something
- reducing the total number of employees at a company through
- telling someone they can no longer work at his job

280 Complete the sentence: Economic activity ... on the assumption of cheap and abundant oil.

- were organized
- will organize
- to organize
- was organized
- is organizing

281 Complete the sentence: ..... is an important commodity in modern economies.

- oil
- barrel
- competition
- car
- Organization

282 Complete the sentence: In general, higher oil prices ..... the economy produce in a way that uses less oil.

- have been made
- makes
- making
- being made
- make

283 Choose the correct answer. These figures ... the price of oil from 1970 to 1986.

- have been shown
- had been shown
- show
- to show
- has showed

284 Make sentences putting the words in correct order: the, Second, World, set, up, during, the, War, IMF

- IMF, Second, War, the, during, up, the, World, set, was
- the, IMF, was, set, up, during, the, Second, World, War
- IMF, was, the, set, during, the World, Second, War, up
- the, War, was, the, Second, World, during, set, up, IMF
- Second, during, War, the, was, up, set, the, World, IMF

285 Choose the opposite of the word: lend

- exceed
- borrow
- collect
- negotiate
- determine

286 Complete the sentence: After the huge rise in oil prices in 1973, many developing countries needed to borrow more money to pay for their.....

- agricultural goods
- imported oil
- principal
- existing loans
- interest rates

287 Complete the sentence: Each member country is obliged to....

- pay the interest on existing loans.
- contribute a certain amount –a quota.
- start to lend billions of dollars.
- write off some loans.
- borrow foreign currencies from the fund.

288 Complete the sentence: One of the reasons for which indebted Third World countries are unable to service their debts with Western commercial banks is.....

- depreciation of properties
- rising of interest rates
- encouraging of economic relations
- withdrawal of national inflow
- promoting employment in a range of industries

289 Choose the synonym of the word percentage

- currency
- rate
- goods
- interest
- price

290 Complete the sentence: Many of these countries are unable to..... their debts.



- allow
- service
- show
- begin
- distinct

291 Complete the sentence: Oil prices are traditionally quoted in.....

- dinar per barrel
- swiss franc per barrel
- US dollars per barrel
- pound sterling per barrel
- euro per barrel

292 Choose the correct answer: Why IMF is described as a fund?

- It issues a company's share
- It holds a stock of national currencies
- It contributes more than poor countries
- It puts the borrower in touch with the saver
- It determines the exchange rates

293 Complete the sentence: Why was the IMF set up?

- for implementation of social services
- for encouraging economic cooperation between the nations.
- for paying dividends to the shareholders
- for providing of essential services
- for buying shares in other company

294 Choose the correct variant: Sahibkarlıg; предпринимательство .

- entrepreneurship
- employment;
- unemployment
- business cycle
- sophisticated technology

295 Match the job to its description. Meet with advertising agency to discuss new advertisements for the company's holidays.

- finance director
- customer service manager
- research director
- sales manager
- marketing director

296 Choose the right variant: It is known that ...

- accountants never use computers in the process of their calculations.
- there are not different methods of accounting.
- accounting is a good profession.
- accounting doesn't demand being numerate.
- accounting isn't suitable for woman.

297 Complete the sentence. An entrepreneur may found a series of companies or .....

- agencies
- start-ups

blogs  
chains  
inputs

298 Match the job to its description. Deal with complaints from customers.

- sales manager
- customer service manager
- human resources director
- line manager
- research director

299 Match the job to its description. Analyse last year's profits in relation to the previous year's.

- research human manager
- finance director
- research director
- customer services manager
- sales manager

300 Match the job to its description. Contact newspaper to advertise new jobs.

- customer service manager
- human resources director
- sales manager
- marketing director
- research director

301 Match the job to its description. Meet with advertising agency to discuss new advertisements for the company's holidays.

- customer service manager
- marketing director
- finance director
- sales manager
- research director

302 Complete the sentence: .... may found a series of companies or start-ups.

- free enterprise
- entrepreneurship
- entrepreneurial
- an entrepreneur
- enterprises

303 Complete the sentence: Someone who starts or founds or establishes his own company is .....

- partner
- an entrepreneur
- leader
- tycoon
- magnate

304 Complete the sentence: A very wealthy or powerful software .....

- founder
- captain
- tycoon
- developer

leader.

305 Match the word to its definition. Someone who starts a company.

- surgeon
- founder
- mogul
- victim
- sole trader

306 Complete the sentence: Another name for the human resources department is the .....

- trade unions
- personnel department
- administrative staff
- support staff
- labor unions

307 Choose the correct variant: siğorta (страхование)

- network
- insurance
- Households
- firms
- relation

308 Choose the correct answer: What is the main function of an insurance broker?

- examines a firm's accounting records.
- issues an insurance policy for the insured.
- puts the client in touch with the insurer.
- collects premiums weekly.
- buys products or services for his/her own use

309 Complete the sentence: The employees contributions are deducted from.....

- their retirement pensions
- their wages and salaries
- their funeral grants
- their relieves
- their family allowances

310 Complete the sentence: The document which states what goods are insured, against what risks and so on. is called.....

- insurance policy
- family allowances
- funeral grants
- policy issue
- maternity policy

311 Complete the sentence: The main benefits of insurance don't include.....

- maternity grants
- sickness benefits
- family allowance
- retirement pension
- industrial grants

312 Complete the sentence: In Great Britain insurance business is.....

- is calculated with great accuracy.
- undertaken by the state.
- conducted by insurance companies
- a document
- to pay a premium.

313 Complete the sentence: In many countries insurance against....., unemployment and old age is undertaken by the state.

- slowdown
- sickness
- fire
- burglary
- maternity

314 Complete the sentence. One of the risks which is usual for businesses and private individuals is the destruction of property by .....

- grant
- fire
- policy
- buglary
- vehicle

315 Complete the sentence: The insurer issues ..... for the insured.

- insurance certificates
- insurance policy
- shares
- profit
- the simple document

316 Complete the sentence: The insurer issues an insurance policy for the.....

- broker
- insured
- retailer
- wholesaler
- dealer

317 Choose the correct answer: What is the one of the main branches of insurance?

- car assurance
- life assurance
- endowment assurance
- industrial assurance
- house assurance

318 Complete the sentence. One of the risks which is usual for businesses and private individuals is the destruction of property by .....

- burglary
- policy
- grant
- fire
- vehicle

319 Choose the correct answer: What do the main benefits of insurance include?

- customs declarations
- unemployment benefits or relieves
- veterinary certificates
- third party claims
- bill of lading

320 Complete the sentence: The insured is to pay a .... the size of which is stated in the policy.

- credit
- grants
- premium
- dividend
- benefits

321 Complete the sentence: In Great Britain insurance business is conducted by.....

- World bank
- insurance companies
- government
- authorities
- National Health service

322 Sual: Choose the synonym of the word: contribution

- disturbance
- promotion
- division
- competition
- objection

323 Complete the sentence: Among insurance documents....

- there are commercial invoices.
- there are consular invoices.
- there are customs declarations.
- there are Insurance policies and Insurance certificates.
- there are Import license.

324 Complete the sentence: Building societies are.....

- unlimited company
- mutuals
- limited company
- non-profit organizations
- pension funds

325 Complete the sentence: If the partnership runs out of money it .....

- makes acquisitions
- goes bankrupt
- makes a profit
- issues new shares
- pays interest

326 . Complete the sentence: She ..... would have such a nasty experience on a day like that.

- never imagined

- had never imagined  
has imagines  
hadn`t never imagined  
never had imagined

327 Complete the sentence: The lecturer ..... about serious problem, but they didn`t listen.

- talks  
spoke  
looked  
tells  
told

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

- in, Britain, there, are, mutuals, called, building, societies.  
societies, in, Britain, called, there, mutuals, building, are.  
there, mutuals, building, in, called, are, societies, Britain.  
Britain, societies, are, called, building, mutuals, in, there.  
mutuals, in, there, are, called, societies, Britain, building.

329 Complete the sentence: ..... is the activity of producing, buying and selling goods and services.

- rivalry  
privatization  
survey  
collaboration  
business

330 Complete the sentence : With online.....non-profit organizations can raise money.

- travel  
brokerage  
fundraising  
gambling  
banking

331 Match the word to its definition. The different levels of management in a company.

- corporate profit  
corporate ladder  
corporate logo  
corporate image  
corporate profits

332 Complete the sentence: Some industries in Britain, such as coal and electricity, had been..... – they were entirely state-owned.

- developed  
nationalized  
privatized  
established  
constructed

333 Match the word to its definition. All the ideas, opinions, etc. that people have about a company.

- corporate logo  
corporate image

corporate profits  
corporate ladder  
corporate culture

334 Complete the sentence: The system for running government departments, with its rigid rules and slow decisions is.....

- environment
- bureaucracy
- marketing
- consolidation
- collaboration

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

- increases
- reduces
- completes
- rises
- raises

336 Choose the right expression: Before we employ people, we like to put them in job situations to see how they do the work and fit the corporate ladder.

- corporate profits
- corporate logo
- corporate ethics
- corporate culture
- corporate image

337 Complete the sentence: To donate is .....

- to organize
- to give a charity or good cause
- to clarify
- to assemble
- to collect

338 Complete the sentence: An event resulting in great loss and misfortune is a .....

- variety
- forecast
- disaster
- profit
- inefficient

339 Complete the sentence: Fundraising activities encourage people to give or ..... money, clothes, food or time to help the organization.

- refer
- Donate
- deduct
- effort
- recruit

340 Complete the sentence: Corporate ..... is the way a company's employees think and act.

logo

- culture
- image
- ladder
- profit

341 Complete the sentence: ..... is provided for a specified number of years or until the attainment of a certain age.

- whole life assurance
- Industrial assurance
- the sum assured
- endowment assurance
- life assurance

342 Complete the sentence: Life assurance is different from all other branches. It is a comparatively.....

- that the premiums for endowment are paid quarterly or annually
- recent type of insurance
- type of occurrence
- that the insured may face the risk against
- not popular form of insurance

343 Complete the sentence: ..... is the type of life assurance.

- occurrence
- amounts
- endowment
- sum
- agents

344 Choose the correct answer: Whom are the regular premiums paid by?

- photographers
- policy holders
- policemen
- doctors
- teachers

345 Choose the correct answer: What branch of life assurance do you know?

- car assurance
- industrial assurance
- real estate assurance
- capital
- trade

346 Choose the correct answer: How many times are premiums for endowment paid?

- two times a year
- weekly
- quarterly
- four times a month
- every 4 years.

347 Choose the correct answer: What is the name of the biggest life assurance company in Great Britain?

- Industrial assurance
- Car assurance



House assurance

- Prudential assurance
- Life assurance

348 Complete the sentence: The premiums are collected weekly by the.....

costumer

- company's agents
- policy holders
- share holders
- consumer

349 Complete the sentence: Industrial assurance policies are usually for .... .

small houses

large houses

- small amounts
- large amounts
- ownership

350 Complete the sentence: Premiums for whole life assurance are paid.....

every week

- quarterly or annually
- once a month
- every six months
- every other month

351 Complete the sentence: The type of life assurance is called.....

allowance

- endowment
- relief
- retirement
- sickness benefit

352 Make statements putting the words in the correct order: the, production, materials, of, industry, is, goods, and

the, goods, is, materials, production, of, and, industry.

- industry, is, the, production, of, materials, and, goods.
- the, industry, and, production, goods, of, materials, is.
- the, materials, and, production, industry, is, of, goods.
- industry, materials, and, the, goods, is, production, of.

353 Complete the sentence: Consider first how the economy ... goods and services.

are producing

- produces
- produce
- be produce
- producing

354 Complete the sentence: Oil and its derivatives ... fuel for heating, transport and machinery.

was provided

- provide
- provides
- providing

is providing

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

- supplier
- moderator
- researcher
- freelancer
- provider

356 Choose the correct answer: Which of the followings is not the service sector?

- financial services
- textile
- media
- tourism
- leisure

357 Make statement putting the words in the correct order: the, change, of, decided, goods, we, some

- goods design decided to we change the of some.
- we change to the design decided of goods some.
- some goods to change the design we of decided.
- the design of some change decided to we goods.
- we decided to change the design of some goods.

358 Complete the sentence: Drugs need to be made in large numbers on ..... before they can be sold.

- the overproduction
- an assembly line
- an industrial scale
- the market research
- the light industry

359 Make statements putting the words in the correct order: the, production, materials, of, industry, is, goods

- the, industry, and, production, goods, of, materials, is.
- industry, is, the, production, of, materials, and, goods.
- the, goods, is, materials, production, of, and, industry.
- industry, materials, and, the, goods, is, production, of.
- the, materials, and, production, industry, is, of, goods.

360 Make statements putting the words in the correct order: five, of, carrying, market, are, research, there, ways, out

- there, are, five, ways, of, carrying, out, market, research.
- there, ways, of, carrying, research, are, market, out, five.
- five, out, market, there, ways, carrying, research, are, of.
- carrying, out, ways, of, research, market, are, five, there.
- research, ways, of, market, carrying, out, five, are, there.

361 Choose opposite of the word: to launch

- to limit
- to suppress
- to cover
- to begin
- to withdraw

362 Complete the sentence: Market .....is the process of finding out what people really want.

- share
- growth
- research
- launch
- payroll

363 Match the word to its definition. The moment when a product is officially made available for sale.

- survey
- product launch
- payroll
- performance review
- glass ceiling

364 Choose the synonym of the word: particular

- activ
- special
- usual
- urgent
- common

365 Choose the synonym of the word: advanced

- useful
- progressive
- important
- correct
- obsolete

366 Complete the sentence: Making televisions refers to ..... Industry

- steel
- light
- aerospace
- automobile
- heavy

367 Choose the right word and put it in the sentence: 1.We require the goods for urgent ... . 2.Due to your ...they succeeded in business. 3.The ... of our sales has remained stable. a) assistance b)percentage c) delivery

- 1-b,2-c, 3-a
- 1-c,2-a,3-b
- 1-a,2-c,3-b
- 1-c,2-b,3-a
- 1-a,2-b,3-c

368 Choose the right word and put it in the sentence: 1.Who is ... for the test of the new equipment? 2.Our machines are ... in operation. 3.The terms of delivery are quite ... for our company. a) reasonable b) responsible c) reliable

- 1-c,2-a,3-b
- 1-a,2-b,3-c
- 1-a,2-c,3-b
- 1-b,2-c,3-a
- 1-c,2-b,3-a

369 Choose the synonym of the word: launch

- hire
- start
- close
- prepare
- accumulate

370 Complete the sentence:..... carries passengers and goods.

- artist
- commercial ladder
- commercial airline
- corporate
- profit

371 Complete the sentence: In-person ..... can show an example or sample of a new product, but they are expensive.

- market
- surveys
- edge
- trials
- rollout

372 Choose the synonym of the word produced

- shortaged
- manufactured
- referred
- automated
- hand-made

373 Choose the synonym of the word to last

- to demand
- to continue
- to exist
- to solve
- to abolish

374 Complete the sentence: Some .... and ..... traditionally work different hours.

- holidays and businesses
- businesses and industries
- officials and orders
- shops and capitals
- installments and industries

375 Choose the correct variant. davam etmək, продолжать

- to celebrate
- to last
- to close
- to open
- to abolish

376 Complete the sentence: If the law is broken criminal proceedings may ..... .

- Derived
- start
- abolished
- tasted
- capitalized

377 Complete the sentence: Overtime is usually ..... in the UK.

- called
- paid
- sold
- closed
- asked

378 Choose the synonym of the word event

- income
- burglary
- profit
- occasion
- ctip

379 Complete the sentence: Payments to the author from the publisher are...

- designs
- payments
- intellectual properties
- Royalties
- patents

380 Complete the sentence: The handmade furniture is ....

- a mass production
- a craft industry
- textiles
- a beta version
- a CAD/CAM system

381 Choose the correct variant. plan, layihə (план, проект)

- benefit
- project
- fund
- provision
- tax

382 Complete the sentence: Products that are no longer up-to-date because they use old technology are .....

- routine
- innovative
- obsolete
- state-of-art
- hi-tech

383 Complete the sentence. If too many things are being produced by a particular industry in relation to the number of people who want to buy them, there is .....

- benchmarking

- overproduction
- outsourcing
- infringement
- customization

384 Match the word to its definition. The number or type of things that a company, plant, industry or country produces.

- stock
- input
- output
- glut
- range

385 Complete the sentence: The maximum amount that a particular company, plant or industry can produce is its .....

- interest
- capacity
- sample
- shift
- chain

386 Complete the sentence : Car production was very..... – it took a lot of work to produce each car.

- hand-made
- entry-level
- high-tech
- computer-assisted
- labor-intensive

387 Match the word to its definition. Producing large numbers of similar products.

- long tail
- mass production
- custom-built
- benchmarking
- learning curve

388 Complete the sentence: A name used on a product is.....

- generics
- brand name
- portfolio
- store brand
- brand image

389 Match the word to its definition. An occasion when an inventor asks the authorities to officially recognize an invention as their property.

- trademark
- patent application
- intellectual property
- royalty payment
- copyright infringement

390 Complete the sentence. Information or knowledge that belongs to an individual or company is .....

- proprietary

branch  
trademark  
ladder  
resign

391 Match the word to its definition. An occasion when someone makes an illegal copy of music, etc. from an internet site.

- illegal download
- proprietary information
- copyright infringement
- patent application
- intellectual property

392 Complete the sentence: The machines are expensive but very ..... – they produce a lot in relation to what they cost.

- state-of-the-art
- labor-intensive
- obsolete
- go-slow
- cost-effective

393 Complete the sentence: Payments to the author from the publisher are.....

- designs
- royalties
- patents
- intellectual properties
- payments

394 Complete the sentence: The occasion when an inventor asks the authorities to officially recognize an invention as his/her property is called.....

- consumer application
- fake application
- leasing application
- patent application
- property application

395 Complete the sentence: The occasion when someone uses another's text, pictures is called.....

- innovation infringement
- copyright infringement
- copyright agreement
- intellectual infringement
- proprietary infringement

396 Complete the sentence: The law relating to designs, ideas that belong to someone is called.....

- royalty property
- design property
- copyright property
- intellectual property
- patent property

397 Complete the sentence: If not enough goods are being produced, there is.....

mass production

a surplus

a glut

a surplus

- a shortage

398 Choose the right word and put it in the sentence: 1. We'd like to see the ... process. 2. The ... of labour satisfied everybody. 3. The ... of this market is usually cheaper than the others'. a) productivity b) product c) production.

1-b,2-c,3-a

1-a,2-b,3-c

1-b,2-a,3-c

- 1-c,2-a, 3-b

1-c,2-b,3-a

399 Complete the sentence: The machines are expensive but very ..... – they produce a lot in relation to what they cost.

go-slow

- cost-effective

obsolete

labor-intensive

state-of-the-art

400 Choose the synonym of the word project

- plan

paper

newspaper

magazine

shell

401 Match the word to its definition. An occasion when someone makes an illegal copy of music, etc. from an internet site.

patent application

- illegal download

copyright infringement

proprietary information

intellectual property

402 Match the word to its definition. A payment made to the owner of a design by someone else who uses it.

copyright infringement

proprietary information

patent application

- royalty payment

intellectual property

403 Match the headline with the correct article: Food shortages hit Eastern Africa.

Too much oil has been produced recently in relation to world demand...

There has been too much building in the city centre and now there is a lot of office space standing empty...

The plant's capacity is 3000 computers a week and it's producing 3000...

- Rainfall has been below average in Eastern part of Africa for the past five years. Not enough food has been grown...

Overall production in the country rose by five per cent last year...

404 Complete the sentence: The meaning of the word to invent is ...



to make a new idea successful

- to design and make something for the first time  
to think of new ideas, methods, products, etc.  
to make plans or drawings for how something is to be made.  
the practical or industrial use of scientific discoveries.

405 Complete the sentence: Copyright infringement is .....

- when someone uses another's text, pictures etc. without permission  
an arrangement between the owner of a design and someone else, allowing them to use the design for money  
the law relating to designs ,ideas etc. that belong to someone.  
a payment to the owner of a design, or to an author  
designs, ideas that belong to someone

406 Choose the synonym of the word: fake

- fraud  
counterfeit  
embezzlement  
bribe  
withdraw

407 Choose the correct variant. лəгʏв ʌтмək, ʌтмєнʏтʏ, ʌпразднʏтʏ

- to start  
to abolish  
to break  
tocelebrate  
to demand

408 Complete the sentence: A lot of specials security features are...

- the law that say what shops are closed.  
modern photographic and printing devices.  
the oldest crimes in history.  
serious problems in the past.  
officials demand the law should be abolished.

409 Choose the correct answer: Why was the United States Secret Service set up in 1865?

- to issue the currency  
to suppress counterfeiting  
to prepare the budget  
to borrow the money  
to cover the risk

410 Complete the sentence: These new features appeared first in ..... of certain denominations only.

- foreign currencies  
counterfeit  
crime  
supplement  
banknotes

411 Choose the correct variant. лəгʏв ʌтмək, ʌтмєнʏтʏ, ʌпразднʏтʏ

- to abolish  
to break  
to celebrate

to demand  
to start

412 Choose the synonym of the word. fake

- hike
- counterfeit
- scale
- retail
- grant

413 Complete the sentence: The US dollar is the most counterfeited .....

- add
- currency
- paper
- property
- a book

414 Choose the correct answer: What is a counterfeiting?

- change
- false money
- paper money
- currency
- coins

415 Choose the correct answer: What kind of new security features were added to the USA dollars?

- weak thread embedded in the paper
- transparent thread embedded in the paper
- invisible thread embedded in the paper
- strong thread embedded in the paper
- visible thread embedded in the paper

416 Choose the synonym of the word : fake

- counterfeit
- embezzlement
- bribe
- withdraw
- fraud

417 Complete the sentence: The establishing of Secret Service curtailed..... to a certain extent but this .....still exist.

- counterfeiting, crime
- measures,printing
- counterfeiting, history
- banknotes, print
- made, local

418 Complete the sentence: .....of money is one of oldest .....in history.

- fibro, thread
- currency, -----
- features, crimes
- counterfeiting, crimes
- , established

419 Complete the sentence: It costs money to keep components and goods available for customers to buy in.....

- stock
- credit
- strain
- fund
- capital

420 Complete the sentence: Stocks have to be stored – kept in special buildings called.....

- warehouses
- mutuals
- plants
- headquarters
- boardrooms

421 Choose the synonym of the word: keep

- peer
- store
- sell
- provide
- prevent

422 Choose the correct answer: What do expansion of international capital flows contribute?

- preliminary analytical review
- lodge an appeal
- labour migration
- the removal of exchange control and financial deregulation
- managerial control

423 Complete the sentence: Firms controlling activities in several nations have been known as multinational enterprises or .....

- transnational corporations
- international capital flows
- foreign indirect investment
- international economic development
- international diffusion

424 Complete the sentence: It was not easy to find the right ... to put our goods in.

- business
- warehouse
- claims
- finance
- materials

425 Match the sentence with the correct definition: Doing things as quickly and cheaply as possible, without waste.

- custom-built production
- lean manufacturing
- overproduction
- mass production
- mass collaboration

426 Complete the sentence: Fineness of gold is.....

- the hardest substance.
- often shown in carat.
- equal to 24 carat.
- stated as 750 or as 18 carat.
- applied to precious stones.

427 Choose the correct answer: What is equal to the best 999,9 fineness of gold?

- 18 carat
- 28 carat
- 20 carat
- 14 carat
- 24 carat

428 Complete the sentence: Diamond is a precious stone ... pure carbon ... crystallized form.

- over, out
- of, in
- at, in
- from, to
- of, at

429 Choose the right variant of the statement:

- Notion of the carat can be applied of precious stones also.
- The notion of carat can also be applied to precious stones.
- The notion of stones can be applied to also carat precious.
- Also the notion of precious stones can be applied to carat.
- The notion of carat be applied can to precious stones also.

430 Complete the sentence: The fineness of 750 is equal to...

- 14 carat
- 12 carat
- 16 carat
- 24 carat
- 18carat

431 Complete the sentence: When we apply the notion of carat to precious stones it shows its ...

- form
- fineness
- weight
- colour
- shape

432 Complete the sentence: Fineness of gold is very often shown in .....

- stone
- ruby
- grantee
- carat
- equal

433 Choose the opposite for the word : precious

- portable

- cheap
- dear
- golden
- silver

434 Choose the wrong variant. There are only four precious stones, they are as follows:

- sapphire
- limestone
- ruby
- diamond
- emerald

435 Choose the wrong variant. The precious metals are used for various purposes

- for jewelry industry
- for numismatic coins
- for medals
- as a commodity to be sold and bought
- for paying a premium

436 Choose the wrong variant. The most popular bullion coins are:

- New Jersey
- Maple Raf
- New Sovereign
- Britannia
- American Eagle

437 Complete the sentence: When the price of some commodity increases, consumers will try to use less of it but ..... will want to sell more of it.

- customer
- producers
- borrower.
- creditor
- auditor

438 Complete the sentence: Actually gold is used as..... .

- coins
- alloy
- bar
- eagle
- maple

439 Choose the synonym of the word particularly

- specially
- notably
- verbally
- closely
- accordingly

440 Complete the sentence: Wikinomics is a form of .....

- light industry
- learning curve
- craft industry

- mass collaboration  
leading edge

441 Complete the sentence. An entrepreneur may found a series of companies or .....

- start-ups  
blogs  
chains  
inputs  
agenerics

442 Choose the synonym of the word: Custom-built

- best practice  
low-tech
- tailor-made  
labor-intensive  
cost-effective

443 Choose the synonym of the word: accuracy

- liability
- exactness  
policy  
degree  
training

444 Complete the sentence: ..... compares our performance to performance levels in other power stations.

- representing goods
- benchmarking  
rivalry  
cooperating  
obtaining

445 Complete the sentence: Benchmarking can be seen as another form of ..... – people and companies working together.

- standartization
- collaboration  
efficiency  
infringement  
customization

446 Complete the sentence: Someone who buys the services of a private detective agency is a/an ...

- Customer
- Client  
Trader  
Owner  
Consumer

447 Choose the opposite of the word: purchased

- Sold  
received  
bought  
hired

got

448 . Match the word to its definition. An organization that buys things for use in producing its own goods or services.

- building society
- industrial buyer
- vendor
- customer base
- focus group

449 Complete the sentence: The most important factor of mass production is .....

- demutualization
- severance payment
- fundraising
- limited liability
- standardization

450 Complete the sentence: The most important companies in a particular market are often referred to, especially by journalists, as.....

- segments
- key players
- rivals
- mutuals
- charities

451 Complete the sentence: ..... are people who buy products or services for their own use.

- vendors
- Consumers
- producers
- partners
- receivers

452 Complete the sentence : A ..... machine is a machine from which people can buy coffee, cigarettes, etc.

- cash
- vending
- scale
- split
- servicing

453 Complete the sentence: Someone buying a house is a/an..... .

- trader
- owner
- user
- client
- purchaser

454 Complete the sentence: Someone who buys food in a supermarket is a/an ..... .

- vendor
- trader
- customer
- seller

economist

455 Choose the correct answer: Who is a buyer?

- Who works for several different companies
- A person sells something .
- A person who buys something .
- Who works in his own business
- Who makes an audit

456 Choose the correct answer: Who is street vendor?

- someone who sells things especially on the street
- someone who collects premiums weekly
- someone who puts the client in touch with the insurer
- someone who heads a department or an organization
- someone who collects premiums weekly

457 Complete the sentence: The exchange rates for various currencies are determined by.....

- unit trusts
- labour forces
- market forces
- travel agents offices
- pension funds

458 Choose the wrong variant: Selling and buying foreign currency is carried out in....

- municipal services
- travel agents offices
- bank counters
- bureau de change
- exchange offices

459 Complete the sentence: Dollars, euros and yens are .....

- Bonds
- Currencies
- Loan
- Shares
- Certificates

460 Choose the synonym of the word. rescue

- spend
- burden
- save
- write-off
- settle

461 Complete the sentence:..... is the price of one country's currency or commodity (typically gold or silver).

- spot exchange rate
- a foreign currency exchange rate
- depreciation
- managed rate regime
- weakening

462 Complete the sentence: ..... for various currencies are determined by market forces.



- certains sums
- exchange currency
- the exchange rates
- special exchange
- foreign currencies

463 Complete the sentence: ..... means the money of a foreign country.

- shares
- currency
- duty
- checks
- draft

464 Choose the correct variant: açıq bazar (открытый, рынок)

- institution
- the open market
- financial system
- firm
- households

465 Complete the sentence: ..... is used to talk about the activity of trying to sell more, be more successful.

- surplus
- marketing
- competition
- capacity
- rollout

466 Choose the synonym of the word. competitor

- reseller
- franchisor
- rival
- chain
- consumer

467 Complete the sentence: If competition isn't strong, it may be described as ...

- low-key
- intense
- bailout
- bottom-end
- cash pile

468 Complete the sentence: ..... describes the activity of trying to sell more and be more successful.

- partnership
- sole proprietorship
- segmentation
- marketing
- competition

469 Complete the sentence: If a company ..... a market it is the most important company selling there.

- corners
- dominates

abandons  
penetrates  
gets out of

470 Complete the sentence: If a company..... a market it stops selling there.

- corners
- abandons
- penetrates
- monopolizes
- dominates

471 Complete the sentence: Attainment is .....

- promotion
- achievement
- leaving
- assuring
- occurrence

472 Complete the sentence: .... will certainly depend on the terms of delivery.

- expenditure
- the price
- quotation
- transportation
- expences

473 Choose the correct variant. Delivery is ...

- the act of bringing goods, letters to a particular person or place to bring a product into use for the first time to make a choice about something to give special attention to a person or thing a group of buyers with specific requirements

474 Complete the sentence: We can delivery the goods with FOB terms English .....

- port
- price
- case
- detail
- question

475 Complete the sentence: If the goods are offered on FOB terms .....

- the price will cover the cost of the goods and freight to the port destination
- the price includes the cost of the goods and transportation expenses to the port of shipment.
- the price will cover the cost of the goods.
- the price will cover the cost of the goods, insurance expenses and freight or transportation expenses to the port of destination.
- the price includes the cost of the goods and transportation expenses to the railway station only.

476 Choose the synonym of the word dispatch

- own
- ship
- involve
- share

decrease

477 Choose the synonym of the word: distribution

- shift
- allocation
- education
- degree
- capaciy

478 Choose the correct meaning of FOB :

- free border
- free on board
- forecast of business
- business of banks
- fright on board

479 Complete the sentence: Oil ..... are traditionally quoted in US dollars per barrel.

- business
- prices
- incomes
- rise
- shares

480 Complete the sentence: If the goods are offered on FOR terms the price will include.....

- the cost of port to the board
- the coast of the boards on planes
- the cost of price to the ship
- the cost of covering
- the cost of the goods and transportation expenses to the railway station

481 Complete the sentence: If the goods are offered on FOB terms the price will practically include.....

- the cost of the goods transportation expenses
- the coast of the boards
- the terms of company
- free over board
- expenses exposure

482 Complete the sentence: If the goods are offered on CIF terms .....

- the price includes the cost of the goods and transportation expenses to the port of shipment
- the price includes the cost of the goods and transportation expenses to the railway station only.
- the price will cover the cost of the goods.
- the price will cover the cost of the goods, insurance expenses and freight or transportation expenses to the port of destination.
- the price will cover the cost of the goods and freight to the port destination

483 Choose the synonym to the word. allow

- promote
- let
- require
- refer
- find

484 Choose the correct answer: What are the main Ps of the marketing?

- price, packing, place, performance
- product, price, place, promotion
- product, planning, performance, packing
- planning, providing, place, packing
- payment, profit, predict, planning.

485 Choose the wrong variant: Marketing is the process of.....

- Distributing
- Auditing
- Pricing
- Promoting
- Planning

486 Complete the sentence :..... a product is to make a plan based on a particular marketing mix and put it into action.

- to select
- to identify
- to market
- to pressure
- to withdraw

487 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.

- the four Ps
- marketing
- market
- competition
- marketing orientation

488 Complete the sentence: Marketers may describe themselves as.....

- shareholders
- market-led
- owners
- managers
- vendors

489 Choose the correct variant: quraşdırmaq; устанавливать.

- to stress
- to install
- to retire
- to reply
- to charge

490 Choose the synonym of the word sample

- capacity
- research
- specimen
- rollout
- scale

491 Complete the sentence: The buyer has a few talks or.... with the prospective seller.

- prepare the contract

- exchanges letters
- sign a contract
- came to an agreement
- guarantees the obligations

492 Choose the synonym of the word. advanced

- important
- progressive
- useful
- obsolete
- correct

493 Choose the correct answer: These computers ... our customers requirement.

- agree
- meet
- discount
- see
- discuss

494 Complete the sentences: In the course of making enquiries and offers, the parties very often.....

- speak about the time limit
- meet to agree upon one or another question
- meet to read a contract
- are afraid cannot agree
- are busy

495 Choose the wrong variant. For making a new product, producers need....

- finished goods
- knowledge
- capital
- labour
- raw materials

496 Complete the sentence: These companies are... your goods.

- interesting
- interested with.
- interesting in
- interest
- interested in

497 Complete the sentence: Product.....is when a company pays for its products to be used or seen in films and TV programmes.

- placement
- positioning
- line
- undercutting
- telemarketing

498 Match the word combination to its definition. The stages in the life of a product and the number of people who buy it at each stage.

- product positioning
- product portfolio

product mix  
product line

- product lifecycle

499 Choose the synonym of the word. awareness

placement  
force  
image

- recognition
- collaboration

500 Complete the sentence: Consumer goods that last a long time, such as cars and washing machines, are .....

low-key  
custom-built  
market-led

- consumer durables
- fast-moving

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

generics  
label  
name  
awareness

- image

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

product line  
product lifecycle  
product range

- product portfolio
- product placement

503 Match the word combination to its definition. Products that are not branded – those that do not have a manufacturer's brand name.

awareness  
perks  
Generics  
corners  
durables

- Generics

504 Match the word to its definition. A list of a company's products.

product placement  
product range  
product line  
product portfolio

- product catalogue

505 Complete the sentence: ..... is when a company pays for its products to be seen in films and TV programmes.

- product placement.

product portfolio  
product range  
product positioning  
product lifecycle

506 Complete the sentence: ..... is how a company would like a product to be seen in relation to its other products.

- product positioning  
product lifecycle  
product portfolio  
product range  
product placement.

507 Complete the sentence: ..... is the stages in the life of a product and the number of people who buy it at each stage.

- product lifecycle  
product portfolio  
product range  
product positioning  
product placement.

508 Complete the sentence: ..... is a company's product of a particular type.

- product range  
product placement.  
product positioning  
product portfolio  
product catalogue

509 Chose the correct answer: What is the product portfolio?

- a company's products considered together and in relation to one another  
a series of advertising for a particular product  
making a product available for sale  
a list of a company's products  
the stages in the life of a product

510 Complete the sentence: To achieve means .....

- to fail  
to succeed in doing something  
to strength  
responses  
to fail to finish

511 Complete the sentence: The idea is to make a brand and ..... it in customers' minds.

- make  
keep  
last  
have  
do

512 Complete the sentence: ..... can refer to the materials and components used to make products.

- designing  
goods

promoting  
production  
advertising

513 Complete the sentence: A brand is.....

- deciding what to sell
- a name that company gives to its products.
- the process of planning ,pricing and designing
- a company's products of a particular type
- a company's products, as a groups

514 Choose the wrong variant: Contract usually contains the following information:

- terms of delivery
- a firm's accounting records
- price and total value
- names of the buyers and sellers
- terms of payment

515 Choose the synonym of the word contract

- business
- agreement
- goods
- enquire
- letter

516 Choose the wrong variant. Contract usually contains the following information:

- Names of the buyers and sellers
- Control of the interest rate
- Place or city
- Terms of delivery
- Price and total value

517 Complete the sentence: Two parties come to a/an.....

- Price
- Agreement
- Description
- Sign
- Effect

518 Complete the sentence: When parties agree on price, they sign a .....

- destination
- letter
- contract
- signature
- Bill of Lading

519 Complete the sentence: When the prospective buyer receives the offer he carefully.....

- signs the product
- studies it
- looks for the seller
- promotes a new product
- makes the list



520 Complete the sentence: According to the purpose and contents, contracts can cover .....

- inflation, reasons
- goods, services, licences
- effect, legal
- sheet, balance, sheet
- coins, money

521 Make the statements putting words in correct order: goods, usually, are, issued, after, commercial, invoices, shipped

- Commercial, invoices, usually, are, issued, after, shipped, are, goods.
- Commercial, invoices, are, usually, issued, after, goods, are, shipped.
- Commercial, invoices, are, usually, issued, shipped, are, after, goods.
- Commercial, invoices, usually, are, shipped, are, issued, after, goods.
- Commercial, invoices, are, issued, after, goods, are, usually, shipped.

522 Complete the sentence: According to the purpose and contents, ... can cover goods, services, licences, patents, technology and know-how.

- terms
- contract
- letter
- pressure
- commercial invoices

523 Complete the sentence: A period of ten years is called ...

- percent
- trace
- cycle
- benefits
- decade

524 Choose the correct degree of adj. and (or) the adverb: I spend...money than you, because the clothes which I bought was not...yours.

- fewer, so expensive
- less, so expensive as
- loss, more expensive
- more, more expensive
- more, so expensive so

525 Complete the sentence: ..... is used to talk about goods that sell in large quantities and the people who buy them.

- loss-leaders
- cross-promotion
- chain store
- upmarket
- mass market

526 Choose the opposite for the word. cheap

- expensive
- fixed
- main
- basic
- exclusive

527 Match the word to its definition. A group of buyers with specific requirements that is relatively small but that may be profitable for companies that sell to it.

- segment
- tag
- niche
- range
- surplus

528 Complete the sentence: Price ..... is a label attached to goods, showing the price.

- boom
- tag
- hike
- cut.
- controls

529 Complete the sentence: Price .....is the occasion when competing companies reduce prices in response to each-other.

- war
- cut
- hike
- controls
- boom

530 Complete the sentence: Price cut is .....

- the process of planning, designing and pricing
- a reduction in price
- government efforts to limit price increases
- an increase in price
- a good period for sellers, when prices are rising quickly

531 Match the word combination to its definition. A shop in a town that is open long hours.

- hypermarket
- convenience store
- department store
- chain store
- supermarket

532 Complete the sentence: When the goods are expensive it is .....

- price cut
- inflation
- marketing boom
- downmarket
- upmarket

533 Complete the sentence: ..... is a very large shop,mainly selling food.

- deep discounter
- supermarket
- convenience store
- chain store
- hypermarket

534 Complete the sentence: ..... is a part of shops with the same name.

- chain store
- convenience store
- supermarket
- hypermarket
- deep discounter

535 Choose the correct variant: istehsalın azalması (tənəzzülü); спад производства.

- transaction
- recession
- interaction
- competition
- regulation

536 Complete the sentence: In modern economies..... are the most important source of government revenues.

- contracts
- taxes
- insurance companies
- audit
- loans

537 Complete the sentence: A number of countries have problems because of.....

- entering with other countries into double tax treaties.
- significant taxpayer non-compliance.
- harmful effects of double taxation.
- tax liability on the property and income.
- illegal evasion of tax obligations.

538 Choose the synonym of the word safe

- recurrent
- reliable
- sufficient
- decisive
- restricted

539 Choose the synonym of the word foreign subsidiary

- foreign company
- foreign branch
- foreign citizen
- foreign institution
- foreign operation

540 Complete the sentence: Oil is an important ..... in modern economies .

- supply
- commodity
- abundant
- assumption
- clothing

541 Complete the sentence: Taxes are a compulsory financial ...

- revenue
- contribution

benefit  
income  
profit

542 Choose the opposite of the word intricate

- gradual
- sharp
- simple
- available
- contrary

543 Choose the opposite of the word reduce

- negative
- increase
- insecurity
- hire
- outside

544 Choose the synonym of the word to enhance

- to surplus
- to boost
- to deserve
- to motivate
- to eliminate

545 Complete the sentence: A television advertising is also called a.....

- niche
- commercial
- particular
- free
- singular

546 Choose the synonym of the word. gift

- range
- design
- present
- sample
- plan

547 Complete the sentence: A series of advertisements for a particular company, product, etc. is an advertising .....

- image
- campaign
- gift
- agency
- promotion

548 Complete the sentence: ..... is when you buy one product, and you are recommended to buy another product that may go with.

- sales area
- clicks and mortars
- cross promotion

Shopping chart  
sales territory

549 Match the sentence with the correct definition: Yesterday I bought two kilos of apples for half the usual price.

- loyalty cards
- promotion
- special offer
- free gift
- free sample

550 Match the sentence with the correct definition: Many supermarkets run competitions and offers to encourage people to buy from them.

- special offer
- promotions
- loyalty cards
- free sample
- free gift

551 Choose the synonym of the word promotion

- hire
- support
- negative
- outside
- increase

552 Choose the synonym of the word decrease

- overdraw
- recession
- promotion
- contention
- gap

553 Choose the synonym of the word retain

- maintain
- repay
- attempt
- comprise
- impact

554 Complete the sentence: .....generally involve some kind of tangible asset.

- institution
- real investments
- indirect tax
- migration
- audit

555 Complete the sentence: In ..... the existing ....., recent years have seen a growing interest of foreign investors in the Azerbaijan market.

- spite of, obstacles
- purchase, capital
- investor, household

organizational, risk  
recent, bank

556 Match the verb to correct with a noun:

- inequality
- currency
- welfare
- taxes
- check

557 Choose the opposite of the word internal

- maximum
- external
- exportal
- importal
- minimal

558 Choose the correct answer: What is the investment?

- describing the activity of trying to sell more and be more successful.
- expenditure on productive capital goods.
- simply an addition to the circular flow of income.
- the total level of productions of goods and services.
- production of materials and goods.

559 Complete the sentence: Selling on the..... is called e- commerce.

- traditional retailing
- commercial TV
- radio
- Internet
- shopping card

560 Complete the sentence: We conducted our audit in accordance with generally ... auditing standards.

- is accepting
- well accepted
- accepts
- shall accept
- is accepted

561 Complete the sentence: The natural finalization of the audit process is the.....

- assessment of the internal accounting controls.
- auditor's report
- financial information
- tests in totals
- comparison with budgets

562 Choose the correct answer: What is auditing?

- a process of monitoring in which a firm's accounting records are regarded
- a process in which the prices on goods are taxed
- a process in which the promotion of goods is carried out
- a process in which an independent accountant audition examines a firm's accounting records
- a process in which the ways of movement of goods are studied

563 Choose the synonym of the word target

- support
- aim
- crime
- account
- denomination

564 Complete the sentence: To remove is .....

- to ask
- to take off
- to stare
- to apply
- to return

565 Choose the correct variant: istehsal хэрглэри; издержки производства

- production costs
- business cycle
- recession
- factor of production
- rapid expansion

566 Complete the sentence: In planning the concert, they found they had forgotten to ..... the singers, and only had money to pay the orchestra.

- report
- true
- discount
- trade credit
- budget for

567 Complete the sentence: She felt the organization was.... and wasting money on entertainment and luxury travel.

- overspending
- undercutting
- working
- filling for
- looking for

568 Complete the sentence: Sales target is...

- sale hoped for in a particular period
- sale predicted in a particular period
- statistics showing the amount sold
- money received from sale
- increase in sale

569 Choose the wrong variant: A wholesaler is a ...

- reseller
- customer
- middleman
- dealer
- distributor

570 Complete the sentence: A person or a business that has an agreement to sell the goods of another firm is .....

- creditor
- distributor
- client
- end user
- auditor

571 Choose the synonym of the word. total cost

- variable
- overall
- limited
- single
- external

572 Match the word combination to its definition. Sales expected in a particular period.

- sales revenue
- sales forecast
- sales figures
- sales target
- sales turnover

573 Complete the sentence : ..... costs do not change when production goes up or down.

- special
- fixed
- trade
- target
- variable

574 Complete the sentence: The cost of the heating and lighting is .....

- indirect cost.
- fixed cost
- direct cost
- variable cost
- overhead cost.

575 Complete the sentence: To be careful or certain to do something is .....

- to release
- to assure
- to set
- to deduct
- to grant

576 Complete the sentence: The aim of producing companies is to obtain .....

- higher profits
- grow
- raise
- failure
- machines

577 Complete the sentence: Sales revenue is.....



- money got from sales  
the number of things sold  
increase in sales  
statistics showing the amount sold  
sales aimed for in a particular period.

578 Choose the correct variant: cari hesabda əmanət; вклад на текущем счете

- store of value
- checking deposit  
unit of account  
denomination  
means of payment

579 Make statements putting the words in the correct order: in, quite, trade credits, normal, business

- are, quite, normal, in, business, trade credits.
- trade credits, are, quite, normal, in, business.  
in, business, are, normal, quite, trade credits.  
trade credits, quite, normal, are, in, business.  
trade credits, are, in, quite, normal, business.

580 Complete the sentence: Small business complain that larger companies abuse ... by paying invoices too slowly.

- Take credit
- Credit policy
- Trade credit  
Credit card  
Give credit

581 Complete the sentence: A company`s .....are its debts to suppliers, lenders, tax authorities, etc.

- burdens
- liabilities  
spinners  
overheads  
targets

582 Choose the synonym of the word. depreciation

- design
- amortization  
realization  
distributing  
requirement

583 Complete the sentence: A company`s ..... gives a picture of its assets and liabilities at the end of a particular period, usually the 12 month period of its financial year.

- ledger
- bookkeeping
- balance sheet  
financial record  
balance of payments

584 Complete the sentence: Credibility is ..... .

- mankind

- currency
- possibility
- figures
- judgement

585 Choose the correct answer: Which of the words is closest in meaning to the invoicing?

- bill of lading
- trade credit.
- bill of exchange.
- credit policy
- billing

586 . Complete the sentence: Intangible assets are...

- equipment, machinery, land
- company's good reputation with existing customers and reduction in the amount
- a company's debts to supplier, lenders
- money in the bank, investments

587 Choose the correct answer: Which of the expressions is closest in meaning to the word depreciation

- amortization
- balance sheet
- assets
- financial year
- financial year

588 Choose the correct answer: What are assets?

- have value or the power to earn money
- provide goods, organize promotions
- are when famous people recommend a product
- are reduction in the amount
- are a company's debts to supplier, lenders, and tax authorities.

589 Complete the sentence: ... are a company's debts to supplier, lenders, and tax authorities.

- liabilities
- capitals
- brands
- assets
- marketing

590 Choose the synonym of the word 'liability'

- enterprise
- balance
- asset
- debt
- payment

591 Complete the sentence: You want to raise money for your company, but you ... to sell shares.

- didn't wanted
- don't want
- wanted no
- is want

doesn't

592 Complete the sentence: ... is the money that a company uses to operate and develop.

- book
- money
- capital
- portal
- Bank

593 Complete the sentence: Expanding ..... may have to pay higher wages to attract the extra labor that they require.

- countries
- industries
- activities
- Laboratories
- commodities

594 Choose the synonym of the word collateral

- capital
- budget
- dividend
- lender
- security

595 Chose the correct answer: What is the principal?

- to make something available
- capital in the form of shares
- the sum of money borrowed
- a large amount of money
- the amount of loan capital that a company has in relation to its share capital

596 Choose the synonym of the expression be in the red ?

- issue a share
- make a profit
- make a loss
- make a discount
- make an account

597 Choose the correct answer: What is the bottom line?

- the final figure for profit or loss
- issuing new shares
- satisfying the needs of the consumer
- providing finance for business
- calculating of pre tax profit and pre tax loss

598 Complete the sentence: US companies report their results every quarter - .....

- every three months
- every four months
- every year
- annually
- every month

599 Choose the synonym of the word. repay.

- compensate
- trade
- margin
- spend
- borrow

600 Complete the sentence: Information given by a company about its financial results is financial .....

- reporting
- share
- property
- research
- launch

601 Complete the sentence : The final figure for profit or loss is what people call informally the .....

- balance sheet
- bottom line
- limited liability
- price hike
- retail outlet

602 Complete the sentence: The amount of loan capital that a company has in relations to its share capital is.....

- security
- leverage
- payment
- property
- loan

603 Complete the sentence: The sum of money borrowed is the.....

- percentage
- principal
- relevant
- profit
- borrower

604 Choose the synonym of the word: bail out

- settle
- issue
- wind up
- rescue
- write off

605 Choose the correct variant; sövdələşmə; сделка;

- transaction
- solution
- regulation
- composition
- allocation

606 Choose the correct variant: müdafiə etmək, qorumaq; защищать

- tend
- utilize
- govern
- protect
- benefit

607 Choose the opposite of the word attainment

- frame
- effect
- function
- precious
- failure

608 Complete the sentence: When a company is in difficulty and cannot be saved, it.....

- gets outplacement
- goes bust
- recalls a product
- hands in the notice
- is demoted

609 Choose the synonym of the word to wind up

- to promote
- to create
- to rescue
- to star
- to liquidate

610 Match the two parts of expressions: 1.parent ;2.white;3.join; a) knight; b) company; c) venture

- 1-b, 2- a, 3- c
- 1-a, 2-b, 3-c
- 1-a, 2- c, 3- b
- 1- b, 2-c, 3-a
- 1-c, 2- a, 3- b

611 Choose the synonym of the word merger

- sell-offs
- takeover
- bailouts
- debt crisis
- non-core assets

612 Match the two parts of expressions:1. Make- a) for bankruptcy 2. file- b) mountain; 3. Cash - c) acquisitions

- 1-b, 2-a,3-c
- 1- c,2-a,3-b
- 1-a, 2-b,3-c
- 1-a,2-b,3-c
- 1- c, 2-b, 3-a

613 Chose the correct answer: What is the meaning of expression filing for bankruptcy protection ?

- to ask for a period of time before paying back debts.
- to increase something or make it larger

to change an unsuccessful business and make it successful  
to buy other company  
to stop operating as a business

614 Chose the correct answer: What is a debt burden?

- a company's debt, especially when considered as a problem
- 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
- the occasion when a company fails to make debt repayment

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.

- borrower
- bailouts
- receivers
- distributors
- commuter

616 Choose the synonym of the word. collapsed

- applied
- crashed
- fired
- laid off
- shipped

617 Choose the synonym of the word: merge

- attempt
- lend
- join
- share
- buy

618 Complete the sentence: Money which is charged by a bank for borrowing money is.....

- principal
- loan
- capital
- percentage
- interest

619 Complete the sentence: I have an account which I share with someone means , I have a ...

- checking account
- joint account
- deposit account
- current account
- savings account

620 Complete the sentence: Internet banking allows you to check your balance ...

- On TV
- on line
- in a line
- on the phone

on the radio

621 Complete the sentence: A mortgage is ...

- a loan to buy a house
- a loan to pay contributions
- a loan to pay a current account
- a loan to buy a share
- a loan to buy a car

622 Complete the sentence: Company has spend a large ..... of money on their new site.

- share
- piece
- charity
- deal
- amount