

3926_ENG_QIYABI_2017 testinin suallari**Fənn : 3926 Xarici dil - 2**

1 Match the word to its definition. The speed at which a country`s economy growth and gets bigger.

- growth rate
- joint accounts
- economic output
- trade surplus
- market capitalization

2 Match the word to its definition. The value of goods and services produced in a country or area.

- overdraft
- income statement
- stock market
- market capitalization
- economic output

3 Complete the sentence: When a country exports more than it imports, it has a

- income statement
- trade balance
- trade surplus
- labour shortage
- account balance

4 Match the word to its definition. The difference between payments for imports and payments for exports.

- key accounts
- stock market
- joint accounts
- trade balance
- trade surplus

5 Match the word to its definition. The difference between the money coming into and going out of a country.

- trade surplus
- key accounts
- stock market
- balance of payments
- joint accounts

6 Choose the synonym of the word: jobless

- shareholders
- receivables
- unemployed
- traders
- speculators

7 Match the word to its definition. People who are out of work.

- speculators
- unemployed
- receivables

- shareholders
- traders

8 Match the word to its definition. Figures relating to how well a country's economy is working.

- trade credits
- key accounts
- credit policy
- joint accounts
- economic indicators

9 Complete the sentence: If something is, it is cheap to buy, to use or to do.

- economies
- economical
- economics
- economy
- economic

10 Choose the wrong meaning of the word: finance

- is the study of money management
- is money provided or lent for a particular purpose
- is the value of goods and services produced in a country or area
- is a field that deals with the study of investments
- is the management of money by countries, organizations or people

11 Choose the opposite for the word combination: bull market

- share market
- bear market
- free market
- mass market
- trade market

12 Choose the synonym of the word: crash

- contribution
- collapse
- barrier
- overdraft
- value

13 Match the word to its definition. The total value of shares on the market.

- market pressure
- market capitalization
- market segment
- market share
- market force

14 Find the correct meaning of the phrase: panic selling

- Buying and selling of shares.
- big increases in value
- the total value of shares on the market
- selling shares at any price
- increases in price

15 Match the word to its definition. An important level, but one that is not easy to get through.

- scheme
- mortgage
- turnover
- barrier
- contribution

16 Match the word to its definition. Famous companies that are profitable in good times and bad.

- customer base
- marketeers
- loss-leaders
- blue chips
- end-users

17 Match the word to its definition. Buying and selling of shares.

- trading
- overdraft
- rally
- decline
- mortgage

18 Complete the sentence: If there is demand for shares in a company, its share price

- falls
- goes into the red
- goes down
- goes up
- is bleeding red ink

19 Match the word to its definition. An agreement giving an obligation to sell a fixed amount of a security at a particular price on a particular future date.

- share contract
- security contract
- a sales contract
- a futures contract
- credit policy

20 Match the word to its definition. An agreement giving the right, but not obligation, to buy or sell a security at a particular price at a particular time.

- share contract
- a sales contract
- credit policy
- an option contract
- security contract

21 Choose the synonym of the word: stockmarkets

- invoices
- derivatives
- bonds
- bourses
- overdrafts

22 Complete the sentence: Securities markets are also called.....

- downmarket
- derivatives
- option markets
- capital markets
- overdrafts

23 Complete the sentence: is an investor who wants to make a quick profit, rather than one who wants to invest over a longer period of time.

- wholesaler
- a distributor
- a customer
- a speculator
- retailer

24 Make up the sentence: is/ Europe`s/ one/ centres/ of/ important/ London/ financial/ most.

- one most Europe`s financial of centres is important London.
- one most Europe`s financial of centres is important London.
- Europe`s one of important most financial is London centres.
- London is one of Europe`s most important financial centres.
- financial is one Europe`s most important London of centres.

25 Find the correct meaning of the word: currencies

- selling price minus direct production costs
- longer-term lending to businesses and the government
- short – term lending to business
- buying and selling the money of particular countries
- the variable costs in marking particular goods

26 Find the correct meaning of the word: bonds

- the variable costs in marking particular goods
- buying and selling the money of particular countries
- short – term lending to business
- longer-term lending to businesses and the government
- selling price minus direct production costs

27 Find the correct meaning of the word: commercial paper

- the variable costs in marking particular goods
- buying and selling the money of particular countries
- long-term borrowing to business
- short – term lending to business
- selling price minus direct production costs

28 Match the sentence to a suitable ending. They were still working on their new designs.....

- when suddenly Jackson announced that he was stepping down as General Manager.
- and sold 3 million of the devices in 80 days.
- they decided to exhibit at the Inventors` Fair.
- when they saw an opening in the market.
- and asked them to talk about innovation and change.

29 Complete the sentence:..... are places there are many banks and other financial institutions.

- securities
- currencies

- bonds
- financial centers
- commodities

30 Choose the right prepositions. I look forward ...hearing ...you.

- from, to
- to, for
- on, to
- to, from
- at, from

31 Complete the sentence: In some industries it can take a long time to the career ladder.

- take
- offer
- make
- climb
- have

32 Complete the sentence: Nadine works for HR. She with staff problems, as well as with recruitment and training.

- to be in charge
- involves
- looks
- deals
- makes sure

33 Complete the sentence: Linda Erikson is our Quality Control inspector. She for monitoring our products and trying to improve their quality.

- deals
- is in charge
- makes sure
- is responsible
- looks

34 Complete the sentence: Migachov works in research and development. His job developing new products and new ideas.

- makes sure
- deals
- is in charge
- involves
- looks

35 Complete the sentence: Hans Reiter is our new maintenance engineer. He checks all our equipment regularly and of all repairs.

- makes sure
- involves
- deals
- is in charge
- looks

36 Complete the sentence: Would you mind our appointment to Monday ?

- let

- sharing
- working
- contact
- moving

37 Could you us as soon as possible ?

- sharing
- moving
- let
- contact
- working

38 Complete the sentence: Would you mind at weekends ?

- sharing
- let
- contact
- working
- moving

39 Complete the sentence: Could you us have your previous employer's details ?

- send
- moving
- contact
- let
- working

40 Complete the sentence: Jose Monzano is our security officer. He that our staff and premises are protected against crime.

- looks
- is in charge
- involves
- makes sure
- deals

41 Put the correct preposition. To make sure

- with
- after
- around
- that
- for

42 Put the correct preposition. To deal

- that
- of
- after
- with
- for

43 Put the correct preposition. To be in charge

- that
- with
- after

- of
- for

44 Put the correct preposition. To be responsible

- for
- with
- that
- for
- of

45 Put the correct preposition. To look

- with
- that
- since
- after
- of

46 Complete the sentence: Ambitious people often on a career plan while they are still at university.

- make
- have
- offer
- decide
- take

47 Complete the sentence: Certain companies career opportunities to the long term unemployed or to people without formal qualifications.

- take
- offer
- make
- climb
- have

48 Complete the sentence: One way to a career move is to join a small but rapidly growing company.

- have
- climb
- take
- make
- offer

49 Complete the sentence: Some people a career break to do something adventurous like sailing round the world or going trekking in India.

- take
- decide
- climb
- have
- offer

50 Complete the sentence: Employees in large multinationals excellent career opportunities if they are willing to travel.

- take
- decide
- climb

- have
 offer

51 Complete the sentence: Many students when they are at university because it fits in with their studies.

- make a fortune
 earn commission
 get a promotion
 do part-time work
 work flexitime

52 Complete the sentence: Luke is ambitious and does not want to be a sales assistant all his life. In fact, he hopes to and become Assistant Manager very soon.

- earn commission
 work flexitime
 do part-time work
 get a promotion
 make a fortune

53 Complete the sentence: People who work in sales often have the opportunity to on top of a basic salary.

- get a promotion
 make a fortune
 work flexitime
 earn commission
 do part-time work

54 Complete the sentence: When you , you can arrange your own schedule, so this is very convenient when you have children.

- do part-time work
 earn commission
 make a fortune
 work flexitime
 get a promotion

55 Complete the sentence: In banking, you can with the big bonuses and retire at 35.

- work flexitime
 get a promotion
 earn commission
 make a fortune
 do part-time work

56 Match the word combination to its definition. A period of time away from your job to, for example, look after your children.

- career path
 career plan
 career move
 career break
 career opportunities

57 Match the word combination to its definition. An action you take to progress in your career .

- career path

- career opportunities
- career plan
- career move
- career break

58 Match the word combination to its definition. The direction of your working life takes.

- career ladder
- career plan
- career break
- career path
- career opportunities

59 Match the word combination to its definition. A series of levels or steps in you working life.

- career path
- career plan
- career break
- career ladder
- career move

60 Match the word combination to its definition. Ideas you have for your career.

- career path
- career move
- career opportunities
- career plan
- career break

61 Match the word combination to its definition. Chances to start improve your career.

- career path
- career break
- career move
- career opportunities
- career plan

62 Choose the wrong noun phrase: work

- flexitime
- overtime
- in shifts
- anti-social hours
- an office job

63 Choose the wrong noun phrase: take

- a chance
- early retirement
- a pension
- an opportunity
- time off

64 Choose the wrong noun phrase: do

- business
- a mistake
- part time work
- a nine-to-five job

- your best

65 Choose the wrong noun phrase: earn

- commission
- a part time job
- a salary
- 40 000 per year
- money

66 Choose the wrong noun phrase: get

- the sack
- progress
- a promotion
- a bonus
- fired

67 Choose the wrong noun phrase: make

- progress
- a training course
- a fortune
- a living
- a mistake

68 Complete the sentence: In order to get a full ... ,customers must send back goods in the original packaging.

- storage
- discount
- delivery
- refund
- bargain

69 Choose the right preposition. Thank you all once again your continuing support of the company.

- for
- in
- to
- at
- by

70 Choose the right prepositions. There are three candidates ...the position ...Sales and Marketing Director.

- for, at
- on, in
- at, for
- in, for
- for, of

71 Choose the right conjunction. We were unable to finance the new projectsevere cash flow problems.

- though
- as
- because of
- because
- so

72 Choose the right conjunction. Sales are falling management doesn't seem very worried about it.

- because
- but
- so
- as
- because of

73 Match the sentence to a suitable ending. An Australian entrepreneur expressed interest in the new product....

- when suddenly Jackson announced that he was stepping down as General Manager.
- that they were exhibiting at the Inventors' Fair.
- when they saw an opening in the market.
- and asked them to talk about innovation and change.
- and sold 3 million of the devices in 80 days.

74 Match the sentence to a suitable ending. We were having a boring meeting

- when they saw an opening in the market.
- when suddenly Jackson announced that he was stepping down as General Manager.
- and asked them to talk about innovation and change.
- that they were exhibiting at the Inventors' Fair.
- and sold 3 million of the devices in 80 days.

75 Match the word or word combination to its definition. Method for customers to obtain a discount on future purchases from the same organisation.

- cooling - off period
- loyalty-card scheme
- method of payment
- after-sales service
- credit-card details

76 Match the word or word combination to its definition. The time when you can change your mind and cancel an order.

- credit-card details
- cooling - off period
- money-back guarantee
- after-sales service
- method of payment

77 Choose the right form of the verb-noun combination. To make

- a need
- an award
- the environment
- a breakthrough
- advantage

78 Choose the right form of the verb-noun combination. To take

- the environment
- advantage
- an award
- a breakthrough
- a range

79 Choose the right form of the verb-noun combination. To protect

- advantage
- a breakthrough
- the environment
- a business idea
- a range

80 Choose the right form of the verb-noun combination. To meet

- a breakthrough
- a need
- a range
- a business idea
- an award

81 Complete the sentence: Susana is the receptionist. She after visitors and takes messages.

- makes sure
- looks
- is in charge
- deals
- involves

82 Match the word or word combination to its definition. The way that the atmosphere is getting hotter and causing warmer temperatures.

- fraud squad
- negative growth
- carbon footprint
- global warming
- carbon offset

83 Complete the sentence: A new form of fraud is ...- where the criminal uses another person`s details, for example their credit card, to make purchases.

- negative growth
- capitalization
- depression
- identity theft
- flotation

84 Match the word to its definition. Making an illegal payment.

- target
- laundering
- rigging
- bribery
- windfall

85 Match the word to its definition. A very bad recession.

- flotation
- overdraft
- discount
- slump
- windfall

86 Complete the sentence:is when there is rising demand,fast economic growth,falling unemployment.

- breakthrough
- depression
- inflation
- boom
- windfall

87 Match the word to its definition. An illegal payment to persuade someone to do something.

- target
- windfall
- slump
- bribe
- trough

88 Choose the right conjunction. The best option is to buy new machinery the old machines are always breaking down.

- or
- because of
- so
- because
- though

89 Choose the synonym of the word: counterfeiting

- windfall
- stagnation
- discount
- forgery
- stock

90 Choose the synonym of the word: bribe

- trough
- overdraft
- stagflation
- backhander
- windfall

91 Complete the sentence:is when there is slow growth, but prices are increasing fast.

- overdraft
- discount
- slump
- stagflation
- stock

92 Match the word or word combination to its definition. Hiding the illegal origin of money.

- price fixing
- flotation
- stagnation
- insider trading
- money laundering

93 Complete the sentence:is a type of fraud where someone illegally gets money from their employer.

- trough
- windfall

- depression
- embezzlement
- stagnation

94 Choose the wrong variant. Financial crimes may involve

- money laundering
- embezzlement
- bribery
- downshifting
- identity theft

95 Choose the synonym of the word: steady

- large
- senior
- flexible
- stable
- small

96 Choose the synonym of the word: behaviour

- target
- slump
- bribe
- conduct
- rigging

97 Choose the synonym of the word: kickback

- trough
- sweetener
- overdraft
- slump
- recession

98 Complete the sentence: People who commit financial crimes can be....- made to pay a sum of money.

- listed
- increased
- involved
- plummet
- fined

99 Complete the sentence: Some professions have a code of ethics - rules or professionalthat control the way they behave.

- troughs
- peaks
- guidelines
- interest
- disposal

100 Match the word to its definition. A very bad slump.

- overdraft
- depression
- retirement
- peak

- windfall

101 Complete the sentence: ...is when someone buys or sells securities using information that is not publicly available.

- negative growth
 price fixing
 insider trading
 market rigging
 market capitalization

102 Complete the sentence: ...is when a group of companies in the same market secretly agree to set prices at certain level so that they do not have to compete with each other.

- negative growth
 market capitalization
 insider trading
 market rigging
 price fixing

103 Complete the sentence: Investors check that the firms don't exploit workers by using - employees working very long hours for very low wages.

- market rigging
 market capitalization
 sweatshop labour
 Insider trading
 negative growth

104 Complete the sentence: ...is when a group of investors work together to stop a financial market functioning as it should, to gain an advantage for themselves.

- insider trading
 market rigging
 market capitalization
 negative growth
 price fixing

105 Choose the synonym of the word: level off

- level for
 level in
 level on
 level with
 level out

106 Match the word to its definition. A period when there is a negative growth.

- overdraft
 boom
 windfall
 increase
 recession

107 Choose the opposite for the word: peak

- stock
 growth
 trough

- discount
- disposal

108 Match the word to its definition. Illegal activities for making money.

- sweetener
- rackets
- stagflation
- flotation
- boom

109 Match the word to its definition. The amount of goods and services that people want in a particular period.

- shortage
- demand
- defence
- slump
- disposal

110 Match the word or word combination to its definition. Measures that financial institutions take in order to stop knowledge in one department being used by another department to buy or sell shares.

- Affirmative action
- Chinese walls
- Insider trading
- Money laundering
- Cross-promotion

111 Complete the sentence: With corporate social responsibility, companies are establishing systematic rules for their behaviour on moral, social and...issues.

- laundering
- environmental
- affirmative
- confident
- trading

112 Choose the opposite for the word: forgery

- fraud
- original
- slump
- bribe
- scam

113 Match the word or word combination to its definition. A period when the economy is getting smaller because it is producing less.

- overdraft
- economic output
- windfall
- negative growth
- breakthrough

114 Make up the sentence: exports/ of/ The/ imports/ value/ ever/ over/ is/ higher/ than .

- The over exports of value than ever is imports higher.
- The value of exports over imports is higher than ever.

- Exports than value higher is ever the imports of over.
- The exports is value of higher imports over than ever.
- The higher imports ever than exports is value of over.

115 Complete the sentence: ...is when the economy is growing slowly, or not at all.

- overdraft
- breakthrough
- stagnation
- trough
- disposal

116 Match the word or word combination to its definition. The highest price, value or rate reached.

- windfall
- peak
- demand
- depression
- barrier

117 Choose the synonym of the word: stakes

- notes
- holdings
- disposal
- capitalization
- bargain

118 Match the companies to the industry sector they belong to. Ikea, Tesco, Wal-Mart, Zara.

- Engineering
- Retail
- IT (Information Technology)
- Transport
- Banking and finance

119 Match the companies to the industry sector they belong to. LG, Nokia, Samsung, Siemens.

- Pharmaceuticals
- Electronics
- Retail
- Transport
- Banking and finance

120 Match the companies to the industry sector they belong to. HSBC, ING.

- Banking and finance
- Engineering
- IT (Information Technology)
- Retail
- Transport

121 Match the companies to the industry sector they belong to. Qatar Airways, Ryanair.

- IT (Information Technology)
- Electronics
- Banking and finance
- Pharmaceuticals
- Transport

122 Match the companies to the industry sector they belong to. BMW, General Motors, Nissan, Toyota.

- IT (Information Technology)
- Banking and finance
- Engineering
- Retail
- Pharmaceuticals

123 Match the companies to the industry sector they belong to. Bayer, Johnson & Johnson, Novartis

- Retail
- Pharmaceuticals
- Transport
- IT (Information Technology)
- Electronics

124 Match the companies to the industry sector they belong to. Lenovo, Apple, Dell, Microsoft.

- Electronics
- IT (Information Technology)
- Pharmaceuticals
- Retail
- Engineering

125 Choose the right prepositions. I've learned a lot ... lessons ... the companies I've worked

- of, of, from
- of, from, for
- in, for, in
- of, at, from
- from, of, to

126 Choose the right prepositions. Thanks very much ...listening ...my presentation.

- on, to
- for, to
- at, for
- of, for
- for, of

127 Choose the right prepositions. We have moved ...our new head office ...central London.

- on, in
- to, in
- at, in
- to, at
- in, to

128 Choose the right conjunction. Sales were not as good as they had hoped they launched a marketing campaign.

- because
- yet
- as
- so
- for

129 Choose the right conjunction. There is a steady growth in sales profits are not rising.

- though
- but
- because
- so
- because of

130 Choose the right conjunction. It is a difficult time for the industry our company is still growing.

- as
- because of
- but
- because
- for

131 Choose the right conjunction. Local competition is extremely strongwe are planning to buy out local competitors.

- as
- so
- because of
- because
- though

132 Choose the right conjunction. The motivation of the sales is now increasingwe bought some new company cars.

- because of
- because
- but
- so
- though

133 Match the word or word combination to its definition. The money the company makes after taking away its costs and tax.

- share price
- turnover
- subsidiary
- market share
- net profit

134 Match the word or word combination to its definition. The amount of money a company receives from sales in a particular period.

- workforce
- share price
- turnover
- subsidiary
- net profit

135 Match the word or word combination to its definition. A company which owns another company.

- head office
- parent company
- subsidiary
- market share
- turnover

136 Match the word or word combination to its definition. The employees in a particular country or business.

- subsidiary
- workforce
- head office
- turnover
- net profit

137 Match the word or word combination to its definition. The cost of a company's shares.

- turnover
- share price
- market share
- subsidiary
- workforce

138 Match the word or word combination to its definition. The main building or location of a large organization.

- parent company
- head office
- subsidiary
- turnover
- workforce

139 Match the sentence with the right meaning. We are opening our sixth subsidiary next month.

- factual information
- future arrangement
- ongoing situation
- temporary situation
- routine activity

140 Match the sentence with the right meaning. Ms Delgado is replacing Sandra as Office Manager until next Friday.

- ongoing situation
- temporary situation
- future arrangement
- routine activity
- factual information

141 Choose the right preposition. Turnover the close of the year was €83.5 million.

- to
- in
- at
- for
- of

142 Choose the right preposition. A huge increase production and rising demand have had a positive effect .

- to
- in
- for
- at
- on

143 Choose the right preposition. Pinelcom is committed creating and delivering value to its customers.

- for
- to
- at
- in
- by

144 Match the word to its definition. To give other people responsibility for work rather than doing it all themselves.

- to issue
- to accept
- to deal
- to delegate
- to surge

145 Match the word to its definition. Encouraging employees to use their own initiative to take decisions on their own without asking managers first.

- stagflation
- empowerment
- downshifting
- footprint
- bargain

146 Choose the opposite for the word: remote

- competitive
- distant
- bearish
- approachable
- stable

147 Choose the synonym of the word: accessible

- attractive
- competitive
- remote
- approachable
- bearish

148 Choose the synonym of the word: remote

- negative
- personal
- accessible
- distant
- rival

149 Match the word combination to its definition. Forcing people to accept ideas that they did not agree with.

- income statement
- management by consensus
- window dressing
- top-down approach
- negative equity

150 Match the word combination to its definition. A situation where most people agree with the decisions taken.

- income statement
- negative equity
- top-down approach
- management by consensus
- window dressing

151 Complete the sentence. Now managers want to involve employees in a process of- getting everyone to participate in making decisions that will affect them.

- stagnation
- visionary
- dynamism
- consultation
- bargain

152 Match the word to its definition. Easy to meet and to talk to.

- rival
- personal
- remote
- accessible
- bearish

153 Match the word to its definition. Not easy to get to know or communicate with.

- stable
- rival
- accessible
- distant
- affirmative

154 Choose the synonym of the word: charismatic

- rival
- bearish
- stable
- attractive
- personal

155 Match the word to its definition. The power to be physically and mentally active.

- breach
- peak
- scam
- energy
- slump

156 Match the word to its definition. A lot of ideas and enthusiasm.

- barrier
- scam
- breach
- dynamism
- stagflation

157 Match the word to its definition. Planned effort to achieve something.

- bust
- breach

- diary
- drive
- scam

158 Match the word to its definition. A person who has the power to see clearly how things are going to develop in the future.

- speculator
- predator
- trader
- backhander
- visionary

159 Match the word to its definition. An attractive quality that makes other people admire them and want to follow them.

- emissions
- fraud
- breach
- charisma
- footprints

160 Complete the sentence: Managers and army officers give orders and their - people working under them - carry them out in a system of command and control.

- competitors
- stakeholders
- leaderships
- subordinates
- debtors

161 Choose the synonym of the word: downshifting

- fraud
- bargain
- breach
- rebalancing
- pressure

162 Match the word to its definition. Choosing to work in less stressful ways.

- stagnation
- backhander
- oversubscribe
- downshifting
- distraction

163 Complete the sentence: He`s completely - so stressed and tired by his work that he will never be able to work again.

- underspent
- demutualized
- paid off
- burned out
- demerged

164 Choose the synonym of the word: challenging

- following

- environmental
- professional
- difficult
- steady

165 Choose the right conjunction. Some people choose to work from home to be nearer their families.

- in order to
- so as
- though
- but
- because of

166 Match the word to its definition. Things which stop you doing what you had planned.

- derivatives
- penalties
- exports
- interruptions
- bonds

167 Choose the synonym of the word: interruption

- recession
- fraud
- emissions
- distraction
- footprint

168 Match the word or word combination to its definition. To put things in order of importance.

- to overlap
- to merge
- to interrupt
- to prioritize
- to wind up

169 Match the word or word combination to its definition. Small pocket-size computers.

- changing hands
- ethnic minorities
- carbon footprints
- personal organizers
- identity theft

170 Choose the synonym of the word: calendar

- peak
- fraud
- stake
- diary
- backhander

171 Choose the right prepositions. Lots ... company employees go ...time-management courses.

- of, on
- on, in
- of, to
- in, to

of, in

172 Complete the sentence: Big projects often include bonus payments for completion early or on time, andfor late completion.

- peaks
- emissions
- issues
- penalties
- breaches

173 Complete the sentence: If the stages are : they run in parallel - they happen at the same time.

- chilled
- oversubscribe
- overlap
- simultaneous
- environmental

174 Complete the sentence: If the stages- the second one starts before the first finishes.

- write-off
- demerge
- oversubscribe
- overlap
- retain

175 Match the word or word to its definition. A carefully planned piece of work to produce something new.

- a recession
- an emission
- a footprint
- a project
- a fraud

176 Match the word or word combination to its definition. A period when a machine or computer cannot be used because it is not working.

- fixed time
- timescale
- overlap
- downtime
- lead time

177 Complete the sentence: If something happens later than planned, it is

- referred
- fixed
- chilled
- delayed
- forced

178 Complete the sentence: If a project is completed later than planned, the project is

- ahead of schedule
- on schedule
- out of schedule
- behind schedule
- of schedule

179 Complete the sentence: If a project is completed before the planned time, the project is

- out of schedule
- behind schedule
- on schedule
- ahead of schedule
- of schedule

180 Complete the sentence: If a project is completed at the planned time, the project is

- out of schedule
- of schedule
- behind schedule
- on schedule
- ahead of schedule

181 Complete the sentence: The times or dates when things in a plan should happen are its

- breach
- priority
- overlap
- schedule
- quality

182 Complete the sentence: The time for something is the period of time it takes to prepare and complete or deliver all or part of something.

- stable
- bust
- head
- lead
- slump

183 Match the word to its definition. The overall period during which something should happen or to be completed.

- workforce
- breach
- footprint
- timescale
- turnover

184 Match the word or word combination to its definition. The name, number and expiry date on your payment card.

- after-sales service
- cooling - off period
- loyalty-card scheme
- method of payment
- credit-card details

185 Match the word or word combination to its definition. The help you get from a company when you start to use their product.

- cooling - off period
- loyalty-card scheme
- after-sales service
- credit-card details
- method of payment

186 Match the word or word combination to its definition. The way you pay for the goods you want.

- loyalty-card scheme
- method of payment
- after-sales service
- credit-card details
- cooling - off period

187 Match the word or word combination to its definition. A promise to return your money if you are not happy.

- credit-card details
- money-back guarantee
- method of payment
- after-sales service
- cooling - off period

188 Match the word or word combination to its definition. Another name for a /producer/

- cook
- manufacturer
- seller
- buyer
- caller

189 Match the word or word combination to its definition. An area or building with a number of shops.

- organizations
- shopping center
- stock house
- stock market
- financial market

190 Complete the sentence with the correct ending. We were all in agreement

- so she won't have to drive to work anymore.
- so we didn't have to discuss the deal any further.
- so we have to ask them to send us one.
- which means they don't have to queue.
- so we had to order some more.

191 Complete the sentence with the correct ending. They say some of the goods are damaged.....

- which means they don't have to queue.
- so we didn't have to discuss the deal any further.
- so she won't have to drive to work anymore.
- so we'll have to exchange them.
- so we had to order some more.

192 Complete the sentence with the correct ending. Her new flat is near her workplace.....

- so we have to ask them to send us one.
- so she won't have to drive to work anymore.
- so we didn't have to discuss the deal any further.
- which means they don't have to queue.
- so we had to order some more.

193 Complete the sentence with the correct ending. We didn't have any more paper in stock

- so we'll have to exchange them.
- which means they don't have to queue.
- so we had to order some more.
- so she won't have to drive to work anymore.
- so we didn't have to discuss the deal any further.

194 Complete the sentence with the correct ending. They usually order online....

- so we have to ask them to send us one.
- which means they don't have to queue.
- so we had to order some more.
- so she won't have to drive to work anymore.
- so we didn't have to discuss the deal any further.

195 Complete the sentence with the correct ending. They don't have an online catalogue.....

- so we didn't have to discuss the deal any further.
- so we have to ask them to send us one.
- which means they don't have to queue.
- so we had to order some more.
- so she won't have to drive to work anymore.

196 Complete the sentence: Do not ... to contact us if you need further information.

- organize
- deliver
- open
- offer
- hesitate

197 Complete the sentence: ... means to send goods to a place .

- to improve
- to cover
- to dispatch
- to walk
- to prepare

198 Complete the sentence: Products and services offered at a large discount are generally a (an)

- sale
- bargain
- increase
- stock
- offer

199 Complete the sentence: A... is a large area where there are lot of shops, usually a covered area where cars cannot go.

- head office
- mall
- industry
- town
- restaurant

200 Complete the sentence: If you buy goods in, you buy large amounts of them.

- minority
- bulk

- service
- credit
- refund

201 Complete the sentence: A ... is a company or a person that sells goods to members of the public.

- teacher
- retailer
- broker
- purchaser
- secretary

202 Complete the sentence: Goods will be ... within 24 hours of your order.

- purchased
- dispatched
- exchanged
- placed
- increased

203 Complete the sentence: Goods are kept in our until ready for delivery.

- mail
- turnover
- bargain
- warehouse
- industry

204 Complete the sentence: When the goods you require are not available they are

- dispatched
- out of stock
- confident
- rejected
- in stock

205 Complete the sentence: ... is a request by a customer for goods or services.

- workplace
- hospitality
- order
- activity
- regard

206 Complete the sentence: Alwaysthe small print before you sign a sales contract.

- damage
- read
- write
- order
- have

207 Complete the sentence: Ais a person or company that sells goods in large quantities to business.

- broker
- wholesaler
- representative
- dealer
- buyer

208 Complete the sentence: ... means to give someone their money back, because they are not satisfied with what they have bought.

- to cover
- to damage
- to order
- to carry
- to refund

209 Complete the sentence: We offer a ... to customers who buy in bulk.

- bargain
- storage
- discount
- delivery
- refund

210 Match the sentence to a suitable ending. The job involves sales presentations,....

- so I have to be very careful with cashflow.
- so you must be confident.
- so I don't have to worry about a bank loan.
- so you'll have to buy it on disk.
- so we must not offer any further discounts.

211 Match the sentence to a suitable ending. We've reached our sales targets,....

- so you must be confident.
- so we don't need to work over the weekend.
- so I don't have to worry about a bank loan.
- so we must not offer any further discounts.
- so you'll have to buy it on disk.

212 Match the sentence to a suitable ending. It isn't available as a download,....

- so we don't need to work over the weekend.
- so you'll have to buy it on disk.
- so I have to be very careful with cashflow.
- so we must not offer any further discounts.
- so you must be confident.

213 Match the sentence to a suitable ending. Our profit margin is low,....

- so I have to be very careful with cashflow.
- so we must not offer any further discounts.
- so you'll have to buy it on disk.
- so we don't need to work over the weekend.
- so you must be confident.

214 Match the sentence to a suitable ending. I can pay for the house now,....

- so we must not offer any further discounts.
- so I don't have to worry about a bank loan.
- so you must be confident.
- so I have to be very careful with cashflow.
- so you'll have to buy it on disk.

215 Match the sentence to a suitable ending. My business is quite small,....

- so we don't need to work over the weekend.
- so you must be confident.
- so you'll have to buy it on disk.
- so I have to be very careful with cashflow.
- so I don't have to worry about a bank loan.

216 Match the sentence to the right meaning expressed by the modal verb. The supermarket is just down the road so we don't have to take the car.

- Don't do that!
- It is not necessary.
- It is against the law.
- It is necessary.
- It would be a good idea.

217 Match the sentence to the right meaning expressed by the modal verb. You mustn't show your PIN to anyone.

- It is against the law.
- It is not necessary.
- Don't do that!
- It is necessary.
- It would be a good idea.

218 Match the sentence to the right meaning expressed by the modal verb. You should order online, it's more convenient.

- It is not necessary.
- It would be a good idea.
- It is necessary.
- Don't do that!
- It is against the law.

219 Match the sentence to the right meaning expressed by the modal verb. We have to work very hard to reach our sales targets.

- It is against the law.
- It is necessary.
- It would be a good idea.
- It is not necessary.
- Don't do that!

220 Complete the sentence:allows several people in one place to see people in another location and hold a meeting together.

- videoconferencing
- landline
- cellphone
- extension
- cordless phone

221 Match the word to its definition. A camera attached to a computer so that two people connected over the Internet can see each other and talk to each other using the microphone.

- cellphone
- cordless phone
- extension
- webcam
- landline

222 Match the word to its definition. A phone extension not attached by a wire that you can use when you are walking around the house, outside in the garden, etc.

- cellphone
- extension
- landline
- payphone
- cordless phone

223 Match the word to its definition. One of a number of phones on the same line, in a home or office.

- payphone
- extension
- webcam
- booking line
- 3G phone

224 Match the word to its definition. A mobile phone that also connects you to the mobile Internet at relatively high speeds.

- videoconferencing
- payphone
- extension
- landline
- 3G phone

225 Match the word to its definition. A phone you can carry with you and use anywhere.

- cellphone
- extension
- payphone
- landline
- webcam

226 Match the word to its definition. A phone in a public place place operated with coins or phone card.

- cellphone
- payphone
- webcam
- landline
- extension

227 Match the word to its definition. A traditional phone plugged into the wall.

- cellphone
- landline
- cordless phone
- 3G phone
- payphone

228 Make up the sentence: companies/ Many/ completely/ month/ down/ that/ close.

- Many that month companies down completely close.
- Many companies close down completely that month.
- Companies close many completely down that month.
- Down many companies that completely close month.
- Many completely month companies that down close.

229 Match the word to its definition. The quality of being funny.

- dimension
- extension
- distance
- humour
- gesture

230 Match the word to its definition. A movement or position of the hand, arm, body, head, or face to express an idea, emotion.

- dimension
- order
- extension
- gesture
- skill

231 Choose the synonym of the word: boundaries

- skills
- styles
- peaks
- limits
- sales

232 Complete the sentence: Among some managers there is a culture of - being at work when you don't really need to be.

- individualism
- consultation
- collectivism
- presenteeism
- dimension

233 Match the word to its definition. The way individuals form and behave in social groups.

- target
- minority
- consultation
- individualism
- refund

234 Complete the sentence: Insocieties people are part of strong groups, often extended families.

- collectivist
- industrial
- individualist
- office
- ethnic

235 Complete the sentence: Insocieties the connections between individuals are loose - everyone is expected to look after themselves and just their immediate family.

- industrial
- office
- collectivist
- individualist
- ethnic

236 Choose the synonym of the word: reservation

- distance
- extension
- consultation
- booking
- activity

237 Choose the synonym of the word: deference

- activity
- fraud
- culture
- respect
- delivery

238 Choose the synonym of the word: holiday

- extension
- target
- peak
- vacation
- fraud

239 Choose the right prepositions. A company`s culture depends ... a large extent ... the country it is based

- , in, on
- on, to, in
- to,-, in
- to, on, in
- on, in, -

240 Match the word to its definition. Fixed ideas that may not be true.

- breaches
- interruptions
- lifestyles
- stereotypes
- distractions

241 Complete the sentence:when learning and innovation are seen as important.

- macho culture
- business culture
- long-hours culture
- learning culture
- sales culture

242 Complete the sentence:when selling is seen as the most important thing in an organization, rather than other activities.

- learning culture
- corporate culture
- macho culture
- sales culture
- long-hours culture

243 Complete the sentence:where people are expected to work a long time each day.

- sales culture

- macho culture
- corporate culture
- long-hours culture
- learning culture

244 Match the word partnership to its definition. The values typically associated with men-strength,etc.

- corporate culture
- business culture
- sales culture
- macho culture
- learning culture

245 Match the word partnership to its definition. The way a particular company works and the things that its employees believe are important.

- sales culture
- learning culture
- macho culture
- corporate culture
- long-hours culture

246 Match the word partnership to its definition. The way that companies in general behave, the way business is done in a particular place.

- macho culture
- sales culture
- long-hours culture
- business culture
- corporate culture

247 Match the sentence to a suitable ending. Apple released the first iPad in April 2010.....

- when they saw an opening in the market.
- they decided to exhibit at the Inventors' Fair.
- when suddenly Jackson announced that he was stepping down as General Manager.
- and sold 3 million of the devices in 80 days.
- that they were exhibiting at the Inventors' Fair.

248 Match the sentence to a suitable ending. As they had an exciting idea to promote,.....

- and asked them to talk about innovation and change.
- they decided to exhibit at the Inventors' Fair.
- when they saw an opening in the market.
- and sold 3 million of the devices in 80 days.
- when suddenly Jackson announced that he was stepping down as General Manager.

249 Complete the sentence: Some people buy luxury products because such products ... their status and give them a new, more upmarket image.

- reduce
- turn
- raise
- target
- lease

250 Complete the sentence: We plan to offer free ice-cream to all consumers one day a year to ... awareness of the company.

- break
- raise
- reduce
- link
- treat

251 Match the word partnership to its definition. to meet a need

- to make an important discovery or change
- to do or provide something that is necessary
- to do something when you get the chance to do it
- to offer a larger variety of goods
- to make somebody look or feel more important

252 Match the word partnership to its definition. to raise some body's status

- to do something when you get the chance to do it
- to make somebody look or feel more important
- to do or provide something that is necessary
- to offer a larger variety of goods
- to start selling goods or services in a new area

253 Match the word partnership to its definition. to make a breakthrough

- to do something when you get the chance to do it
- to make an important discovery or change
- to start selling goods or services in a new area
- to make somebody look or feel more important
- to do or provide something that is necessary

254 Match the word partnership to its definition. to extend a product range

- to make an important discovery or change
- to offer a larger variety of goods
- to make somebody look or feel more important
- to start selling goods or services in a new area
- to do something when you get the chance to do it

255 Match the word partnership to its definition. to enter a market

- to offer a larger variety of goods
- to start selling goods or services in a new area
- to make an important discovery or change
- to do something when you get the chance to do it
- to do or provide something that is necessary

256 Match the word partnership to its definition. to take advantage of an opportunity

- to make an important discovery or change
- to do something when you get the chance to do it
- to make somebody look or feel more important
- to do or provide something that is necessary
- to offer a larger variety of goods

257 Choose the right form of the verb-noun combination. To win

- a range
- a business idea
- a need

- an award
- the environment

258 Choose the right form of the verb-noun combination. To extend

- advantage
- a range
- a need
- an award
- the environment

259 Choose the right form of the verb-noun combination. To develop

- a need
- the environment
- a business idea
- a range
- a breakthrough

260 Complete the sentence: We ask consumers who are not fully satisfied to ... goods with seven days.

- bargain
- return
- discount
- delivery
- sale

261 Complete the sentence: I'll talk to the manager during the break if I ... the chance.

- do
- get
- reduce
- treat
- rise

262 Complete the sentence: Pollution is a big problem in our city and we are trying all sorts of ideas to ... it.

- rise
- deliver
- reduce
- do
- treat

263 Complete the sentence: If you continue to be late for work you will ... the sack.

- treat
- make
- stay
- get
- do

264 Complete the sentence: A lot of people want to ... part time work when they retire.

- break
- do
- launch
- treat
- deliver

265 Complete the sentence: I can't find a solution to all problems, of course, but I ... my best.

- sell
- decide
- do
- make
- increase

266 Complete the sentence: Industrialised countries should try to ... waste instead of exporting it.

- turn down
- reduce
- set up
- look for
- carry

267 Match the sentence to a suitable ending. They invited high-profile entrepreneurs on TV

- they decided to exhibit at the Inventors' Fair.
- and asked them to talk about innovation and change.
- and sold 3 million of the devices in 80 days.
- when they saw an opening in the market.
- when suddenly Jackson announced that he was stepping down as General Manager.

268 Make up the sentence: development/ is/ business/ the/ Research/ great/ key/ ideas/ and/ to

- Research is great to development ideas business and the key.
- Research and development is the key to great business ideas.
- Research great and the business is development to ideas key.
- Research and is great the development to ideas business key.
- Research and great the business to development is key ideas.

269 Choose the right prepositions. Most ... the best ideas are discovered ... accident.

- of, with
- of, by
- with, on
- in, by
- on, to

270 Complete the sentence: Phone numbers, email address, postal address, etc. are

- company name
- contact details
- middle initial
- job title
- family name

271 Match the word combination to its definition. The official name of someone's job.

- first name
- job title
- middle initial
- surname
- family name

272 Choose the synonym of the word: family name

- title

- business name
- surname
- company name
- address

273 Complete the sentence: Business cards may help you understand theof the company you are dealing with.

- distance
- hierarchy
- delivery
- bargain
- extension

274 Match the word combination to its definition. An important source of information about your business contacts.

- research cards
- business cards
- loyalty cards
- discount cards
- credit cards

275 Complete the phrase with the correct verb: ...by air

- having
- shopping
- finding
- waiting
- travelling

276 Complete the phrase with the correct verb: ...a speech

- travelling
- shopping
- making
- waiting
- going

277 Complete the phrase with the correct verb: ...an interview

- shopping
- having
- waiting
- being
- travelling

278 Complete the phrase with the correct verb: ...a parking space

- going
- shopping
- finding
- travelling
- waiting

279 Complete the phrase with the correct verb: ...stuck in a traffic jam

- making
- finding

- going
- travelling
- being

280 Complete the phrase with the correct verb: ...in a long queue

- travelling
- having
- waiting
- going
- taking

281 Complete the phrase with the correct verb: ...to the dentist

- finding
- going
- taking
- waiting
- making

282 Complete the sentence with an appropriate word or phrase. A clean, quiet, comfortable and friendly can actively reduce levels of stress.

- discount
- workload
- distance
- deadline
- working environment

283 Complete the sentence with an appropriate word or phrase. Karl has a heavy at the moment because several colleagues are off sick.

- landline
- distance
- workload
- deadline
- flexitime

284 Complete the sentence with an appropriate word or phrase. I worked until 11 o'clock at night to meet the for presenting the report.

- flexitime
- deadline
- lifestyle
- workload
- working environment

285 Complete the sentence with an appropriate word. I work six days a week and never have a holiday. My girlfriend says I'm a

- backhander
- workaholic
- workload
- speculator
- visionary

286 Match the word or word combination to its definition. The way people choose to organise their lives.

- workaholic

- lifestyle
- deadline
- workload
- working environment

287 Match the word or word combination to its definition. The people, things and atmosphere around you at work.

- lifestyle
- working environment
- quality of life
- workload
- flexitime

288 Match the word or word combination to its definition. The amount of work a person is expected to do.

- flexitime
- workload
- deadline
- working environment
- workaholic

289 Match the word or word combination to its definition. The ability to give a good amount of time to your work and to outside interests, e.g. family.

- flexitime
- workload
- workaholic
- work-life balance
- deadline

290 Match the word or word combination to its definition. Someone who cannot stop working and has no time for anything else.

- flexitime
- workaholic
- deadline
- working environment
- lifestyle

291 Match the word or word combination to its definition. How personally satisfied you are with the way you live and work.

- workload
- lifestyle
- quality of life
- working environment
- flexitime

292 Match the word or word combination to its definition. A time or date by which you have to do something

- lifestyle
- deadline
- flexitime
- workaholic
- working environment

293 Match the word or word combination to its definition. A system where employees choose the time they start and finish work each day.

- workaholic
- flexitime
- working environment
- deadline
- workload

294 Choose the right preposition. I think we should carry ... a survey.

- out
- but
- under
- at
- if

295 Choose the right preposition. Many employees worry.... the future.

- at
- under
- in
- since
- about

296 Choose the right preposition. Stress levels have increased.... recent years.

- on
- to
- in
- of
- at

297 Choose the right preposition. The finance sector changed dramatically.... the past five years.

- about
- over
- at
- out
- for

298 Choose the right prepositions. Mike says going... a stress counsellor is out... the question.

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

299 Choose the right prepositions. Lisa worked until 11 o'clock ... night to meet the deadline ... presenting the report.

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

300 Choose the right prepositions. I wish I could relax a bit more instead ... having to work... strict deadlines all the time.

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

301 Choose the right prepositions. Gentaro is part ...a multinational company based... Milan.

- on, on
- of, in
- of, on
- for, on
- in, to

302 Choose the right prepositions. In Ireland,... example, the economy is shrinking and business owners are worriedhow they will keep their business alive.

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

303 Choose the right prepositions. Being stuck...a traffic jam on your way...work can be quite stressful.

- to, on
- in, to
- on, for
- of, about
- for, on

304 Make up the sentence: handle stress/ but men and/ very differently/ women generally

- Handle stress women generally but men and very differently.
- But men and very different handle stress women generally.
- But men and women generally handle stress very differently.
- Very differently handle stress but men and women generally.
- Women generally very differently handle stress but men and.

305 Make up the sentence: come from/ from work/ home and/ These pressures

- From work come from these pressures home and.
- These pressures come from home and from work.
- Come from these pressures from work home and.
- Home and from work these pressures come from.
- These pressures home and come from from work.

306 Make up the sentence: are only/ at work/ many men/ under pressure/ by contrast,

- Under pressure many men by contrast, are only at work.
- By contrast, many men are only under pressure at work.
- Many men are only at work by contrast, under pressure.
- At work by contrast, many men under pressure are only.
- Many men under pressure by contrast, are only at work.

307 Choose the right prepositions. Thank you...letting me have the final changes...the contract suggested... your lawyers.

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

308 Choose the right prepositions. I am writingreference.... your adnetwork engineers.

- in, of, about
- with, to, for
- on, in, from
- from, at, in
- to, at, of

309 Choose the right prepositions. I look forward...hearing...you.

- at, in
- for, on
- to, from
- from, at
- about, of

310 Choose the right prepositions. I am available ... interview ...the date that you mention.

- about, in
- for, on
- in, at
- on, from
- from, of

311 Match the word or word combination to its definition. The person who can speak two languages.

- mentioned
- bilingual
- available
- stimulating
- attached

312 Choose the synonym of the word: qualifications

- background
- bargain
- backhander
- breakthrough
- bust

313 Choose the synonym of the word: per annum

- per hour
- per cent
- per day
- per capita
- per year

314 Choose the wrong email ending.

- Yours faithfully
- All the best
- Sincere yours
- Best wishes
- Regards

315 Choose the right prepositions. Thank youthe latest versionthe network equipment supply contract that you sent....email last month.

- on, for, in
- for, of, by
- in, of, about
- about, at, for
- at, for, on

316 Match the word or word combination to its definition. The person who should receive the fax.

- fax cover sheet
- intended recipient
- formality
- confidential information
- find attached

317 Match the word or word combination to its definition. Things that others should not know.

- attachment
- confidential information
- intended recipient
- fax cover sheet
- find attached

318 Match the word or word combination to its definition. The first page of a fax showing who it's from, who it's to, etc.

- fax number
- fax cover sheet
- find attached
- intended recipient
- confidential information

319 Choose the synonym of the word: seriousness

- reply
- formality
- relation
- network
- document

320 Choose the synonym of the word: delete

- dispatch
- copy
- wait
- get rid of
- answer

321 Complete the sentence:- a document that you attach to and send with an email.

- inbox

- attachment
- delete
- attach
- subject

322 Complete the sentence:allows you to send an answer back to the person who sent the email.

- attach
- delete
- reply
- subject
- inbox

323 Complete the sentence:allows you to get rid of an email you don't want to keep.

- inbox
- delete
- reply
- subject
- attach

324 Complete the sentence:contains email waiting for you to read.

- attach
- inbox
- subject
- delete
- reply

325 Match the sentence halves. They said I should

- after five clients from Turkey.
- come over and see them in Antalya.
- to seeing them all again.
- the Old Town.
- up their invitation next summer.

326 Match the sentence halves. Then, I took them out.....

- after five clients from Turkey.
- to a very good restaurant.
- come over and see them in Antalya.
- on really well.
- the Old Town.

327 Match the sentence halves. The food was delicious and we all got

- come over and see them in Antalya.
- to seeing them all again.
- on really well.
- up their invitation next summer.
- to a very good restaurant.

328 Match the sentence halves. One of them did not turn

- up their invitation next summer.
- up, unfortunately.
- on really well.
- to a very good restaurant.

- after five clients from Turkey.

329 Match the sentence halves. I hope I can take

- on really well.
 up their invitation next summer.
 to seeing them all again.
 after five clients from Turkey.
 come over and see them in Antalya.

330 Match the sentence halves. I certainly look forward.....

- to seeing them all again.
 up their invitation next summer.
 come over and see them in Antalya.
 the Old Town.
 to a very good restaurant.

331 Match the sentence halves. First, I showed them around

- to seeing them all again.
 after five clients from Turkey.
 up their invitation next summer.
 on really well.
 the Old Town.

332 Match the sentence halves. Last week, I had to look.....

- on really well.
 come over and see them in Antalya.
 after five clients from Turkey.
 to a very good restaurant.
 up their invitation next summer.

333 Complete the sentence: This chocolate mousse is delicious. Could I have the?

- receipt
 recipe
 cuisine
 cooker
 cookbook

334 Complete the sentence: They are vegetarians so we should not buy any

- spinach
 meat
 meal
 food
 onion

335 Complete the sentence: Tom worked in Bangkok for a year and now he is very keen on Thai.....

- dishing
 cuisine
 kitchen
 dish
 cooker

336 Complete the sentence: Jane invited me round for dinner last night. Her husband is a wonderful

- cooker
- cook
- dishing
- cuisine
- cookies

337 Complete the sentence: Many people have only twoa day: breakfast and dinner.

- cooks
- meals
- courses
- dishes
- cuisine

338 Find the extra word:

- lobster
- crab
- tuna
- chicken
- salmon

339 Find the extra word:

- cabbage
- lamb
- cucumber
- onion
- spinach

340 Find the extra word:

- venison
- veal
- cabbage
- lamb
- pork

341 Form the word partnerships: 1) cosy; 2) local; 3) reasonable a) prices; b) atmosphere; c) entertainment

- 1-a; 2-c; 3-b
- 1-b; 2-c; 3-a
- 1-a; 2-b; 3-c
- 1-b; 2-a; 3-c
- 1-c; 2-b; 3-a

342 Form the word partnerships: 1) convenient; 2) local; 3) efficient a) food; b) service; c) location

- 1-b; 2-c; 3-a
- 1-c; 2-a; 3-b
- 1-a; 2-b; 3-c
- 1-b; 2-a; 3-c
- 1-c; 2-b; 3-a

343 Use the explanation to choose the correct verb. It was a very productive meeting. We allnew ideas for our next advertising campaign. (thought of)

- set up
- looked at

- put off
- turn down
- came up with

344 Use the explanation to choose the correct verb. Can you? I'm trying to put you through. (wait)

- set up
- carrying out
- hold on
- put off
- turn down

345 Use the explanation to choose the correct verb. We area survey to find out what kind of restaurants are most popular with businesspeople. (doing)

- looked for
- carrying out
- turn down
- set up
- hold on

346 Use the explanation to choose the correct verb. Carola well-paid job to train as a social worker. (stopped doing)

- came up with
- gave up
- put off
- set up
- hold on

347 Use the explanation to choose the correct verb. Unfortunately, we had totheir invitation because we had another engagement. (refuse)

- come up
- turn down
- carrying out
- looked for
- hold on

348 Use the explanation to choose the correct verb. Rick thought March was too early for our seminar so heituntil May. (arranged to have it at a later date)

- carrying out
- put off
- hold on
- set up
- came up with

349 Use the explanation to choose the correct verb. The government is encouraging people tonew business. (start)

- came up with
- set up
- looked for
- gave up
- put off

350 Use the explanation to choose the correct verb. Wea new sales manager with at least three years' experience. (tried to find)

- put off
- looked for
- turn down
- hold on
- set up

351 Choose the right prepositions. When I reached ...my wallet, I realised ...my horror that I didn't have it ...me.

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

352 Choose the right prepositions. We looked ...the lunch menu, which had a wide variety ...typical dishes ...our region.

- in, from, of
- at, of, from
- on, with, from
- of, from, of
- at, in, of

353 Make up the sentence: you/ Would/ dinner/ with/ like/ us/ tomorrow/ to/ night/ have?

- Would us have you like tomorrow with dinner night to?
- Would you like to have dinner with us tomorrow night?
- Would you have with tomorrow dinner like to night us?
- Would dinner like to us with night tomorrow have you?
- Would you have to night dinner with us tomorrow like?

354 Make up the sentence: afraid/ I/ missed/ your/ I'm/ the/ company/ of/ name

- I missed afraid the company of your I'm name.
- I'm afraid I missed the name of your company.
- Your name I missed the company I'm afraid of.
- I afraid the name of your company I'm missed.
- I'm missed of the company I afraid your name.

355 Match the multiword verb with its definition. As we had another engagement, we had to /turn down/ their invitation.

- refuse
- see the sights
- entertain
- accept
- take care of

356 Match the multiword verb with its definition. We were delighted that so many sponsors /turned up/ at the event.

- accept
- await with pleasure
- take care of
- get involved in
- arrive

357 Match the multiword verb with its definition. The CEO would like to /take up/ your kind offer.

- refuse
- see the sights
- accept
- arrive
- await with pleasure

358 Match the multiword verb with its definition. Seventy staff /took part/ in our fundraising events.

- take care of
- get involved in
- entertain
- accept
- refuse

359 Match the multiword verb with its definition. Let's /take the clients out/ to a Chinese restaurant.

- take care of
- entertain
- get involved in
- see the sights
- refuse

360 Match the multiword verb with its definition. We're really /looking forward/ to the Tokyo trip.

- arrive
- await with pleasure
- see the sights
- refuse
- entertain

361 Match the multiword verb with its definition. We have two hours to /look around/ the city.

- get involved in
- see the sights
- take care of
- arrive
- await with pleasure

362 Match the multiword verb with its definition. Who's going to /look after/ our guests tonight?

- await with pleasure
- take care of
- get involved in
- entertain
- accept

363 Match the sentence to a suitable ending. Could you find him somewhere comfortable

- in the name of Robert Dorey.
- a non-smoking room.
- and leaving on the 7th in the morning.
- but not too expensive?
- it's too far from the centre.

364 Match the sentence to a suitable ending. Don't book him into the Royal this time,

- a non-smoking room.
- it's too far from the centre.
- in the name of Robert Dorey.

- and leaving on the 7th in the morning.
- but not too expensive?

365 Match the sentence to a suitable ending. He's arriving on Thursday 5th

- it's too far from the centre.
- in the name of Robert Dorey.
- and leaving on the 7th in the morning.
- a non-smoking room.
- but not too expensive?

366 Match the sentence to a suitable ending. If possible, he would prefer

- but not too expensive?
- a non-smoking room.
- it's too far from the centre.
- in the name of Robert Dorey.
- and leaving on the 7th in the morning.

367 Match the sentence to a suitable ending. Could you book one single room.....

- a non-smoking room.
- in the name of Robert Dorey.
- but not too expensive?
- it's too far from the centre.
- and leaving on the 7th in the morning.

368 Make up the sentence: wants/ productive/ be/ achieve/ everyone/ results/ meetings/ to/ and

- Everyone wants meetings to be productive and achieve results.
- To wants productive and everyone meetings achieve be results.
- Be productive results and wants everyone to achieve meetings.
- Meetings wants to achieve productive results and be everyone.
- Productive wants and be everyone results to achieve meetings.

369 Make up the sentence: we/ useful/ felt/ had/ I/ very/ discussions/ some

- We very felt useful some I discussions had.
- Useful I very had discussions we some felt.
- Some very useful discussions felt we had I.
- I had some discussions we felt useful very.
- I felt we had some very useful discussions.

370 Match the word or word combination to its definition. To get the ball rolling

- to go bust
- to believe
- to kick off
- to impose
- to stress out

371 Choose the synonym of the word: kick off

- decide
- make
- contact
- begin
- close

372 Choose the right prepositions: We can return ...this issue ...the next meeting.

- on, to
- at, in
- on, in
- to, at
- in, on

373 Match the word or word combination to its definition. Any point from the last meeting that need to be discussed.

- top-down approach
- information line
- matter arising
- brainstorming
- contact information

374 Choose the right prepositions: Avoid digressions where people get ...the point.

- on
- off
- with
- in
- of

375 Complete the sentence: Disagreements should be dealt with - without annoying people.

- hesitate
- forgery
- waste
- details
- tactfully

376 Complete the sentence: The chairperson should appoint a, someone who makes that opinions and action points are noted.

- predator
- minute-taker
- insider dealing
- speculator
- downshifter

377 Match the word to its definition. The list of things to be discussed.

- fraud
- leadership
- agenda
- chat
- consultation

378 Complete the sentence: The chair really kept things moving - she encouraged people toto the point by keeping things brief.

- cover
- stick
- sale
- waste
- use

379 Complete the sentence: One of the types of meeting isgeneral meeting - a shareholders' meeting to discuss an important issue such as a proposed merger.

- project
- extraordinary
- brainstorming
- chat
- conversation

380 Complete the sentence: One of the types of meeting ismeeting of employees involved in a particular activity.

- entertaining
- project
- conversation
- chat
- extraordinary

381 Complete the sentence: One of the types of meeting isamong colleagues where as many ideas are produced as possible, but are then evaluated later.

- chat
- entertaining
- extraordinary
- brainstorming
- empowerment

382 Match the word or word combination to its definition. An official, formal meeting of a company's directors.

- downshifting
- project
- chat
- board meeting
- extraordinary

383 Match the word or word combination to its definition. Informal discussion - with colleagues at the coffee machine.

- entertaining
- board meeting
- brainstorming
- chat
- project

384 Choose the synonym of the word: run

- chair
- confuse
- cancel
- share
- increase

385 Choose the synonym of the word: call off

- cause
- launch
- arrange
- cancel

- impose

386 Choose the synonym of the word: put off

- behave
- plan
- compete
- postpone
- start

387 Choose the synonym of the word: put back

- use
- arrange
- launch
- put off
- decide

388 Choose the synonym of the word: arrange

- impact
- book
- hesitate
- organize
- impose

389 Choose the synonym of the word: set up

- attach
- reduce
- cancel
- arrange
- deal

390 Match the word combination to its definition. Not to go to a meeting.

- to call off a meeting
- to bring forward a meeting
- to attend a meeting
- to miss a meeting
- to set up a meeting

391 Match the word combination to its definition. To go to a meeting.

- to set up a meeting
- to run a meeting
- to put back a meeting
- to attend a meeting
- to miss a meeting

392 Match the word combination to its definition. To be in charge of a meeting.

- to put back a meeting
- to set up a meeting
- to miss a meeting
- to run a meeting
- to bring forward a meeting

393 Match the word combination to its definition. To decide not to have a meeting.

- to set up a meeting
- to attend a meeting
- to run a meeting
- to call off a meeting
- to miss a meeting

394 Match the word combination to its definition. To make a meeting later than originally planned.

- to bring forward a meeting
- to attend a meeting
- to set up a meeting
- to put back a meeting
- to run a meeting

395 Match the word combination to its definition. To make a meeting earlier than originally decided.

- to put back a meeting
- to call off a meeting
- to run a meeting
- to bring forward a meeting
- to attend a meeting

396 Match the word combination to its definition. To organize a meeting.

- to call off a meeting
- to put back a meeting
- to bring forward a meeting
- to set up a meeting
- to run a meeting

397 Complete the sentence. Prices increased again last month so therose to 5.3 per cent.

- unemployment rate
- GDP(gross domestic product)
- exchange rate
- government bureaucracy
- inflation rate

398 Complete the sentence. When the value of a country`s exports is greater than the value of its imports, we say that theis favourable.

- interest rate
- GDP(gross domestic product)
- balance of trade
- inflation rate
- unemployment rate

399 Complete the sentence. The higher theof a country, the richer its people are.

- tax incentives
- GDP(gross domestic product)
- labour force
- unemployment rate
- inflation rate

400 Complete the sentence. So many forms to fill in just to import one photocopier! Nobody needs all this

- balance of trade

- government bureaucracy
- labour force
- interest rate
- GDP(gross domestic product)

401 Complete the sentence. According to a recent survey, 12 per cent of theare earning less than the minimum wage.

- foreign investment
- labour force
- exchange rate
- government bureaucracy
- unemployment rate

402 Complete the sentence. How many yen to the euro? Do you know the, by any chance?

- GDP(gross domestic product)
- exchange rate
- labour force
- interest rate
- inflation rate

403 Complete the sentence. In countries where theis high, young people tend to study more.

- unemployment rate
- interest rate
- government bureaucracy
- balance of trade
- exchange rate

404 Complete the sentence. If you plan to borrow money, you will want to know the

- government bureaucracy
- unemployment rate
- labour force
- exchange rate
- interest rate

405 Complete the sentence . The government is offering attractive to encourage foreign investment.

- inflation rate
- foreign investment
- tax incentives
- balance of trade
- exchange rate

406 Match the economic term to its definition. Difference in value between a country's imports and exports.

- labour force
- balance of trade
- unemployment rate
- tax incentives
- inflation rate

407 Match the economic term to its definition. Official rules/ regulations/ paperwork.

- exchange rate
- government bureaucracy
- foreign investment

- labour force
- GDP(gross domestic product)

408 Match the economic term to its definition. Money from overseas.

- inflation rate
- foreign investment
- balance of trade
- interest rate
- unemployment rate

409 Match the economic term to its definition. Low taxes to encourage business activity.

- exchange rate
- tax incentives
- interest rate
- foreign investment
- government bureaucracy

410 Match the economic term to its definition. The number of people working.

- government bureaucracy
- labour force
- exchange rate
- unemployment rate
- balance of trade

411 Match the economic term to its definition. Percentage of people without jobs.

- foreign investment
- tax incentives
- labour force
- unemployment rate
- inflation rate

412 Match the economic term to its definition. Price at which one currency can buy another.

- tax incentives
- exchange rate
- inflation rate
- unemployment rate
- GDP(gross domestic product)

413 Match the economic term to its definition. Cost of borrowing money.

- balance of trade
- exchange rate
- interest rate
- GDP(gross domestic product)
- labour force

414 Match the economic term to its definition. Percentage increase in prices.

- interest rate
- inflation rate
- unemployment rate
- government bureaucracy
- tax incentives

415 Match the economic term to its definition. Total value of goods and services produced in a country.

- inflation rate
- GDP(gross domestic product)
- tax incentives
- balance of trade
- unemployment rate

416 Complete the sentence. Can you check the figures you go home?

- what
- who
- where
- before
- how

417 Complete the sentence. It's urgent, so I'll phone you . . . I get home.

- where
- whom
- how
- what
- as soon as

418 Complete the sentence. I was finishing the report. . . . my boss went out with clients.

- where
- when
- what
- how
- whom

419 Complete the sentence. They'll start the meeting . . . the manager arrives.

- whom
- what
- where
- how
- as soon as

420 Complete the sentence. We won't buy anything new . . . we've paid of all our debts.

- until
- when
- whom
- who
- how

421 Complete the sentence. . . I'm in Geneva, I'll review all the start-up costs.

- how
- when
- whom
- where
- what

422 Complete the sentence. . . you fly first class, you get more leg room.

- where

- when
- what
- how
- whom

423 Complete the sentence. ... we've finished the report, we'll e-mail it to you.

- who
- when
- how
- where
- what

424 Complete the sentence. We'll deliver ... they pay their last bill.

- whom
- what
- where
- as soon as
- how

425 Complete the sentence. ... finish this project, we'll look at new markets.

- while
- where
- what
- after
- whom

426 Complete the sentence. He looked at our business planwe were waiting.

- what
- where
- whom
- while
- who

427 Complete the sentence. She remembersshe first started her business.

- whom
- as soon as
- what
- when
- until

428 Match the two parts of the dialogue. Are you going to the trade fair now?

- No, never again. Certainly not until they apologise for their terrible mistakes.
- Yes, I have. I'd like to discuss it with you when you have a minute.
- Yes, I agree. We'll find out as soon as we get the FT.
- Yes, If anybody phones while I'm out, tell them I'll be back by 1.30.
- When you've typed them all up, we can check them together.

429 Match the two parts of the dialogue. These figures need checking.

- When you've typed them all up, we can check them together.
- No, never again. Certainly not until they apologise for their terrible mistakes.
- We don't know yet. We'll have more information after we've talked to the team leader.
- Yes, If anybody phones while I'm out, tell them I'll be back by 1.30.

- Yes, I have. I'd like to discuss it with you when you have a minute.

430 Match the two parts of the dialogue. It would be useful to know today's exchange rates.

- Well, could we possibly do that before the meeting starts?
 When you've typed them all up, we can check them together.
 No, never again. Certainly not until they apologise for their terrible mistakes.
 Yes, I agree. We'll find out as soon as we get the FT.
 Yes, if anybody phones while I'm out, tell them I'll be back by 1.30.

431 Match the two parts of the dialogue. It seems we're not doing business with Alfatex anymore.

- Yes, I agree. We'll find out as soon as we get the FT.
 When you've typed them all up, we can check them together.
 Yes, if anybody phones while I'm out, tell them I'll be back by 1.30.
 No, never again. Certainly not until they apologise for their terrible mistakes.
 Well, could we possibly do that before the meeting starts?

432 Match the two parts of the dialogue. Have you read Peter's sales report?

- When you've typed them all up, we can check them together.
 Yes, I agree. We'll find out as soon as we get the FT.
 No, never again. Certainly not until they apologise for their terrible mistakes.
 Yes, I have. I'd like to discuss it with you when you have a minute.
 We don't know yet. We'll have more information after we've talked to the team leader.

433 Match the two parts of the dialogue. When do you want to discuss the project?

- Yes, if anybody phones while I'm out, tell them I'll be back by 1.30.
 We don't know yet. We'll have more information after we've talked to the team leader.
 Yes, I have. I'd like to discuss it with you when you have a minute.
 Well, could we possibly do that before the meeting starts?
 No, never again. Certainly not until they apologise for their terrible mistakes.

434 Complete the sentence. We'll phone you when the goods ... here.

- will have been
 will be
 were
 are
 have been

435 Complete the sentence. We can't invest in that country until their economy stable.

- have been
 was
 will be
 is
 will have been

436 Match the economic term to its definition. A period when trade and business activity decreases.

- subsidies
 trade deficit
 trade surplus
 recession
 public expenditure

437 Match the economic term to its definition. Money that a government pays to make something cheaper to buy.

- foreign debt
- public expenditure
- trade surplus
- subsidies
- trade deficit

438 Match the economic term to its definition. Situation when a country pays more money for imports than it gets from exports.

- trade surplus
- subsidies
- public expenditure
- trade deficit
- foreign debt

439 Match the economic term to its definition. Situation when a country sells more goods to other countries than it buys from other countries.

- public expenditure
- foreign debt
- subsidies
- trade surplus
- recession

440 Match the economic term to its definition. Money that a country owes to lenders abroad.

- public expenditure
- recession
- trade surplus
- foreign debt
- subsidies

441 Match the economic term to its definition. The total amount of money spent by a government on schools, roads, the army, etc.

- subsidies
- trade deficit
- foreign debt
- public expenditure
- trade surplus

442 Match the government measure with its purpose. Reduce bureaucracy

- stimulate consumer spending
- improve the balance of trade
- reduce the budget deficit
- attract foreign investors
- stop companies polluting the air and water

443 Match the government measure with its purpose. Lower the interest rate

- stimulate consumer spending
- attract foreign investors
- improve the balance of trade
- stop companies polluting the air and water
- reduce the budget deficit

444 Match the government measure with its purpose. Raise taxes

- reduce unemployment
- improve the balance of trade
- stop companies polluting the air and water
- stimulate consumer spending
- reduce the budget deficit

445 Match the government measure with its purpose. Pass a very strict environmental law

- reduce the budget deficit
- attract foreign investors
- stop companies polluting the air and water
- stimulate consumer spending
- reduce unemployment

446 Match the government measure with its purpose. Make export easier

- stop companies polluting the air and water
- improve the balance of trade
- stimulate consumer spending
- reduce the budget deficit
- attract foreign investors

447 Match the government measure with its purpose. Create free training programmes

- stop companies polluting the air and water
- reduce unemployment
- improve the balance of trade
- reduce the budget deficit
- stimulate consumer spending

448 Match the sentence halves. We can set up in that country

- until the meeting has finished.
- when the conditions are right.
- as soon as you get to the office.
- while you are still working.
- the economy will slow down.

449 Match the sentence halves. I think you should save some money

- when the conditions are right.
- while you are still working.
- before we leave for the airport.
- when she finds a good job.
- until we've saved enough money.

450 Match the sentence halves. We won't open our new office

- while you are still working.
- until we've saved enough money.
- when the conditions are right.
- until the meeting has finished.
- the economy will slow down.

451 Match the sentence halves. She will move to Frankfurt

- as soon as you get to the office.

- until the meeting has finished.
- the economy will slow down.
- when she finds a good job.
- before we leave for the airport.

452 Match the sentence halves. The Finance Director needs to speak to you

- when the conditions are right.
- as soon as you get to the office.
- until we've saved enough money.
- when she finds a good job.
- while you are still working.

453 Match the sentence halves. We need to stay

- when she finds a good job.
- the economy will slow down.
- until the meeting has finished.
- as soon as you get to the office.
- before we leave for the airport.

454 Match the sentence halves. As soon as interest rates rise,

- while you are still working.
- the economy will slow down.
- before we leave for the airport.
- until we've saved enough money.
- until the meeting has finished.

455 Match the sentence halves. Could you check the departure time

- when she finds a good job.
- before we leave for the airport.
- the economy will slow down.
- until the meeting has finished.
- as soon as you get to the office.

456 Choose the right prepositions: Here are some expressions used ...meetings ...different purposes.

- at, in
- for, to
- on, to
- in, for
- to, from

457 Match the word or word combination to its definition. The way the presenter looks at the audience.

- breakdown
- eye contact
- confrontation
- gesture
- physical contact

458 Match the word or word combination to its definition. A financial adviser gives advice to people about investments.

- leverage
- pressure
- seminar

- confrontation
- breakdown

459 Match the word or word combination to its definition. Company employees do practical exercises on time management.

- pollution
- workshop
- leverage
- distraction
- confrontation

460 Match the word or word combination to its definition. A car company announces a new model.

- breakdown
- product launch
- distraction
- stagflation
- workload

461 Match the word or word combination to its definition. The head of research and development gives a presentation to non-technical colleagues about a new machine that the department has just completed.

- distraction
- demonstration
- confidential information
- burden
- stagnation

462 Match the word or word combination to its definition. The chief executives of two companies tell journalists why their companies have merged.

- breakdown
- press conference
- distraction
- confrontation
- product launch

463 Choose the synonym of the word: consensus

- pollution
- agreement
- principal
- leverage
- distraction

464 Match the word to its definition. A situation where most people agree about something.

- burden
- consensus
- stagnation
- peak
- contribution

465 Match the word to its definition. An agreement where each side accepts less than it wanted.

- breakdown
- compromise
- distraction

- pollution
- pressure

466 Match the word partnership to its definition. A programme of advertising activities over a period, with particular aims.

- advertising agency
- advertising agent
- advertising standarts
- advertising campaign
- advertising budget

467 Match the word partnership to its definition. An amount of money available for advertising during a particular period.

- advertising budget
- advertising agency
- advertising campaign
- advertising agent
- advertising standarts

468 Match the word partnership to its definition. A business which advises companies on advertising and makes ads.

- advertising campaign
- advertising standarts
- advertising agent
- advertising budget
- advertising agency

469 Match the word partnership to its definition. Numbers showing how much a company has sold in a period.

- sales manager
- sales tax
- sales figures
- sales target
- sales forecast

470 Match the word partnership to its definition. How much a company thinks it will sell in a period.

- sales figures
- sales forecast
- sales tax
- sales target
- sales manager

471 Match the word partnership to its definition. How much a company wants to sell in a period.

- sales figures
- sales target
- sales manager
- sales tax
- sales forecast

472 Match the word partnership to its definition. Length of time people continue to buy a product.

- product price
- product lifecycle

- produc manager
- product range
- product launch

473 Match the word partnership to its definition. Introduction of a product to the market.

- product price
- product launch
- product range
- product lifecycle
- produc manager

474 Match the word partnership to its definition. Things people buy for their own use.

- consumer tax
- consumer goods
- consumer price
- consumer profile
- consumer behaviour

475 Match the word partnership to its definition. Where and how people buy things.

- consumer tax
- consumer goods
- consumer profile
- consumer behaviour
- consumer price

476 Match the word partnership to its definition. Description of a typical customer.

- consumer goods
- consumer profile
- consumer price
- consumer tax
- consumer behaviour

477 Match the word partnership to its definition. A group of customers of similar age, income level and social group.

- market price
- market research
- market segment
- market basket
- market share

478 Match the word partnership to its definition. Information about what customers want and need.

- market share
- market research
- market price
- market basket
- market segment

479 Match the word partnership to its definition. The percentage of sales a company has.

- market research
- market share
- market segment
- market price

- market basket

480 Match the word or phrase to its definition. The ranking of a company or brand against its competitors in terms of its sales.

- rebrand
 market position
 product mix
 upmarket
 saturated

481 Match the word or phrase to its definition. Money that is available to spend after paying for essentials like taxes, food and housing.

- upmarket
 disposable income
 penetrate
 rebrand
 market position

482 Match the word or phrase to its definition. Start selling goods or services in a new market.

- penetrate
 product mix
 disposable income
 upmarket
 saturated

483 Match the word or phrase to its definition. Expensive compared to other products of the same type.

- rebrand
 disposable income
 market position
 penetrate
 upmarket

484 Match the word or phrase to its definition. A market filled so completely that no more products can be added.

- market position
 disposable income
 saturated
 product mix
 penetrate

485 Match the word or phrase to its definition. The combination of products that a company has to offer.

- rebrand
 product mix
 upmarket
 disposable income
 saturated

486 Complete the sentence. An advertising campaign takes place over a period of time and usually has specific

- recession
 aim
 share

- fraud
- packaging

487 Complete the sentence. Production are what a company must spend on production.

- forecast
- costs
- cycle
- place
- need

488 Complete the sentence. Good marketing should increase the volume of

- forecast
- sales
- need
- place
- promotion

489 Complete the sentence. Companies carry out market research to get information about what buyers and wants.

- share
- need
- sales
- promotion
- place

490 Complete the sentence. Companies sometimes promote their products by giving gifts to customers.

- aim
- need
- promotion
- free
- forecast

491 Match the word to its definition. Goods or services that are sold.

- service
- product
- promotion
- place
- price

492 Match the word to its definition. Where goods or services are available.

- promotion
- service
- place
- product
- price

493 Match the word to its definition. Informing customers about products and persuading them to buy them.

- place
- promotion
- price
- service

product

494 Match the word to its definition. The cost to the buyer of goods or services.

- product
 price
 service
 place
 promotion

495 Choose the right prepositions: Present your ideas ... the other teams the marketing department.

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

496 Choose the right prepositions: I am interestedyour range ...diet products.

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

497 Choose the right prepositions: The keysuccessful marketing consists....three broad areas.

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

498 Choose the right prepositions:regardprice, we should look carefullyour competitors` policy.

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

499 Choose the right prepositions:the basisthe above findings, I would like to make the following recommendations.

- to, for
 on, of
 of, with
 in, on
 for, in

500 Make up the sentence: a/ How/ do/ often/ report/ write/ you?

- How often do you write a report?
 How write a report do you often?
 How a report do you write often?
 How often you report do write a?
 How do often you write a report?

501 Make up the sentence: my/ Have/ sales/ read/ report/ you/ quarterly?

- Have sales my report quarterly you read?
- Have my read you quarterly report sales?
- Have you quarterly sales read my report?
- Have read you my sales quarterly sales report?
- Have you read my quarterly sales report?

502 Make up the sentence: expecting/ figures/ sales/ Were/ better/ you?

- Were figures you expecting better sales?
- Were sales you expecting better figures?
- Were you expecting better sales figures?
- Were expecting better you figures sales?
- Were better you sales figures expecting?

503 Make up the sentence: a/ advertising/ Do/ lot/ on/ spend/ they?

- Do spend a lot they advertising on?
- Do they spend a lot on advertising?
- Do a lot on they spend advertising?
- Do they a spend advertising on lot?
- Do a lot advertising on they spend?

504 Complete the sentence.is you sales forecast?

- which
- what
- who
- how
- why

505 Complete the sentence.do you expect people to continue to buy this product?

- who
- how long
- how many
- what
- when

506 Complete the sentence.market segments has your product been most successful in?

- who
- which
- why
- how much
- what

507 Complete the sentence.did you target your new product at?

- who
- what
- how
- how much
- how many

508 Complete the sentence.new products did you launch? Was it two or three?

- why

- how much
- who
- how many
- how long

509 Complete the sentence.money did you spend on the campaign?

- why
- how much
- how many
- how long
- when

510 Complete the sentence.didn't you contact an advertising agency?

- what
- which
- why
- who
- how much

511 Complete the sentence.did you launch this advertising campaign?

- what
- when
- how much
- how many
- which

512 Complete the sentence. In our verybusiness world, a good brand is one of the keys to the success of any company.

- possible
- competitive
- informative
- saturated
- domestic

513 Match the word to its definition. To discuss and agree the price of something.

- to hesitate
- to receive
- to cancel
- to follow
- to bargain

514 Match the word to its definition. Someone who is good at getting what they want, but could be difficult to deal with.

- free negotiator
- state negotiator
- tough negotiator
- special negotiator
- joint negotiator

515 Match the phrase to its definition. The way that negotiations develop.

- bargaining power
- bargaining process

- bargaining ploy
- bargaining point
- bargaining chip

516 Match the phrase to its definition. The degree to which one side is strong enough to obtain what it wants.

- bargaining process
- bargaining power
- bargaining point
- bargaining ploy
- bargaining chip

517 Match the phrase to its definition. A particular issue that a negotiator discusses.

- bargaining process
- bargaining point
- bargaining power
- bargaining ploy
- bargaining chip

518 Match the phrase to its definition. An issue that a negotiator uses in order to gain an advantage.

- bargaining power
- bargaining chip
- bargaining ploy
- bargaining point
- bargaining process

519 Match the phrase to its definition. A technique used by a negotiator that might be considered as unfair.

- bargaining ploy
- bargaining point
- bargaining process
- bargaining chip
- bargaining power

520 Match the phrase to its definition. A particular technique used by a negotiator.

- bargaining process
- bargaining chip
- bargaining point
- bargaining power
- bargaining tactic

521 Complete the sentence.negotiations take a very long time.

- intense
- last-minute
- protracted
- ridiculous
- structured

522 Complete the sentence.negotiations take place very late in relation to the time that an agreement is necessary.

- protracted
- last-minute
- delicate
- ridiculous

wage

523 Complete the sentence.negotiations are very difficult and could easily fail.

- ridiculous
 delicate
 structured
 last-minute
 protracted

524 Complete the sentence.negotiations are very difficult and tiring, with a lot being discussed.

- protracted
 intense
 last-minute
 ridiculous
 structured

525 Complete the sentence. Don't makeclaims - don't say things are better than they really are.

- confident
 exaggerated
 ridiculous
 structured
 positive

526 Complete the sentence. Use - hand movements - to emphasise key points.

- eye contact
 gesture
 deference
 booking
 confrontations

527 Complete the sentence. Maintainby looking round the room at each person in the audience for about a second.

- booking
 digressions
 attachment
 eye contact
 punctuality

528 Complete the sentence. Avoid - irritating ways of moving and speaking.

- deference
 mannerisms
 confrontations
 standpoints
 digressions

529 Choose the right prepositions: That brings me ...the end ...my presentation.

- with, by
 in, for
 to, of
 on, to
 at, on

530 Choose the right prepositions: Time is moving ..., so let's turn ...the third area.

- at, by
- on, to
- in, for
- in, of
- in, with

531 Choose the right prepositions: Anne-Marie Duval works ...a firm ...management consultants.

- by, at
- for, of
- at, in
- on, for
- with, in

532 Match the verb to the noun: do

- costs
- research
- options
- sales
- information

533 Match the verb to the noun: forecast

- research
- costs
- sales
- options
- information

534 Match the verb to the noun: estimate

- sales
- costs
- information
- options
- research

535 Match the verb to the noun: consider

- sales
- options
- costs
- research
- information

536 Match the verb to the noun: collect

- options
- information
- sales
- costs
- research

537 Choose the right prepositions: I'm hoping to get a bonus.... the end the year.

- in, to

- at, of
- on, in
- to, at
- with, on

538 Choose the right prepositions: We collected informationpossible locationsthe new office.

- in, to
- about, for
- to, at
- at, in
- with, on

539 Complete the sentence. A(an)contract is very profitable for a supplier or employee.

- employment
- lucrative
- binding
- oral
- commercial

540 Complete the sentence. A(an)contract forces both sides by law to carry out the actions that they had promised to carry out.

- oral
- binding
- lucrative
- commercial
- employment

541 Complete the sentence. A(an)contract is not written down.

- commercial
- oral
- lucrative
- binding
- employment

542 Complete the sentence. A(an)contract relates to a business agreement.

- employment
- commercial
- binding
- oral
- lucrative

543 Complete the sentence. A(an)contract is about what someone has to do in their job, or about what a particular group of employees have to do.

- employment
- oral
- binding
- lucrative
- commercial

544 Match the word or phrase to its definition. An agreement reached through negotiation.

- attachment
- brainstorming

- attitude
- formality
- bargain

545 Match the word or phrase to its definition. The process of solving a disagreement between two groups of people.

- dimension
- attachment
- arbitration
- chat
- brainstorming

546 Match the word or phrase to its definition. A situation in which neither group of people can win.

- attitude
- stalemate
- breakdown
- pressure
- loyalty

547 Choose the synonym of the word: stalemate

- pressure
- deadlock
- hierarchy
- diary
- formality

548 Choose the synonym of the word: deadlock

- hierarchy
- impasse
- loyalty
- breakdown
- pressure

549 Choose the synonym of the word: concession

- pressure
- trade-off
- diary
- attitude
- stake

550 Choose the synonym of the word: proposal

- attitude
- offer
- stake
- diary
- pressure

551 Complete the sentence. The idea ofis that in negotiations there shouldn't be winners and losers.

- loyalty
- hierarchy
- formality
- win-win

- breakdown

552 Match the word or phrase to its definition. The degree to which it's acceptable to touch someone's shoulder.

- breakdown
 physical contact
 body language
 visual aids
 action point

553 Match the word or phrase to its definition. Awareness of and respect for the relative importance of people on both sides.

- breakdown
 action point
 hierarchy
 loyalty
 positive attitude

554 Match the word or phrase to its definition. The way you hold your body, the gestures you make, etc.

- loyalty
 body language
 physical contact
 role of silence
 hierarchy

555 Match the word or phrase to its definition. Conditions that the negotiator will accept if the aims he has at the beginning are not met.

- accurate record
 fallback position
 visual aids
 positive attitude
 action point

556 Match the verbs to the phrases: invest

- to employees' concerns promptly.
 to all suggestions from staff.
 with problems quickly.
 with colleagues clearly
 in regular training courses for employees

557 Match the verbs to the phrases: communicate

- to all suggestions from staff.
 to employees' concerns promptly.
 with colleagues clearly
 to a deputy as often as possible
 in their employees' abilities.

558 Match the verbs to the phrases: delegate

- in regular training courses for employees
 to a deputy as often as possible
 in their employees' abilities.
 with colleagues clearly

- with problems quickly.

559 Match the verbs to the phrases: believe

- with problems quickly.
 to a deputy as often as possible
 in their employees' abilities.
 to all suggestions from staff.
 with colleagues clearly

560 Match the verbs to the phrases: deal

- to a deputy as often as possible
 to employees' concerns promptly.
 to all suggestions from staff.
 in their employees' abilities.
 with problems quickly.

561 Match the verbs to the phrases: listen

- with colleagues clearly
 in regular training courses for employees
 to all suggestions from staff.
 in their employees' abilities.
 with problems quickly.

562 Match the verbs to the phrases: respond

- with problems quickly.
 to employees' concerns promptly.
 in their employees' abilities.
 with colleagues clearly
 in regular training courses for employees

563 Choose the right preposition: He may become a good manager. It depends ...his communication skills.

- by
 on
 in
 for
 of

564 Choose the right prepositions: My company spends a lot ...money ...training courses ...employees.

- by, at, in
 of, on, for
 for, at, by
 from, to, in
 for, to, on

565 Choose the right preposition: Robert never listen ...my suggestions.

- on
 to
 at
 for
 in

566 Choose the right prepositions: The team had to reporttheir progressthe manager every month.

- by, in
- on, to
- in, from
- for, on
- for, at

567 Choose the right prepositions: They apologisedeveryonetheir failure to dealthe crisis.

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

568 Choose the right prepositions: Good. So you all seem to agreemethe main points.

- in, from
- for, at
- by, in
- from, to
- with, on

569 Choose the right prepositions: Did she talkyouher plans to leave the company?

- with, on
- by, at
- to, about
- for, on
- in, from

570 Choose the right prepositions: Robert was arguinghis bosstaxation.

- to, on
- with, about
- from, to
- by, at
- in, for

571 Choose the right prepositions: Staff often complainedthe new manager, saying he didn't believe ... their abilities.

- with, to
- about, in
- to, for
- in, on
- at, by

572 Complete these sentence with suitable preposition. Can we agree the date of our next meeting?

- for
- on
- of
- in
- by

573 Complete these sentence with suitable preposition. I apologised Paula for giving her the wrong figures.

- in

- to
- with
- at
- on

574 Complete these sentence with suitable preposition. The Finance Director argued our Managing Director over profit sharing.

- on
- with
- at
- in
- of

575 Complete these sentence with suitable preposition. We talked our financial problems for a long time.

- with
- to
- on
- about
- in

576 Complete these sentence with suitable preposition. He apologised losing his temper.

- in
- for
- of
- at
- on

577 Complete these sentence with suitable preposition. We argued next year's budget for over an hour.

- on
- in
- about
- of
- at

578 Complete these sentence with suitable preposition. I talk my boss every Monday at our regular meeting.

- with
- to
- at
- in
- of

579 Complete these sentence with suitable preposition. I agreed her that we need to change our marketing strategy.

- about
- with
- on
- in
- at

580 Choose the right preposition: He asked her how often she invested ...courses.

- in
- of
- by
- about
- at

581 Choose the right preposition: He asked her if she adapted easily ...new situation.

- from
- by
- on
- of
- to

582 Match the sentence halves. As a result, our people would certainly enjoy

- and continue to communicate information efficiently.
- our employees for their good work.
- working with us more than they do at present.
- taking into account our employees' suggestions.
- a more sympathetic attitude towards them.

583 Match the sentence halves. We should also remember to praise

- a more sympathetic attitude towards them.
- our employees for their good work.
- taking into account our employees' suggestions.
- and continue to communicate information efficiently.
- working with us more than they do at present.

584 Match the sentence halves. Moreover, we should adopt

- our employees for their good work.
- a more sympathetic attitude towards them.
- working with us more than they do at present.
- and continue to communicate information efficiently.
- taking into account our employees' suggestions.

585 Match the sentence halves. We must urgently look into ways of

- our employees for their good work.
- taking into account our employees' suggestions.
- and continue to communicate information efficiently.
- working with us more than they do at present.
- a more sympathetic attitude towards them.

586 Match the sentence halves. Management should build on its strengths....

- taking into account our employees' suggestions.
- and continue to communicate information efficiently.
- working with us more than they do at present.
- our employees for their good work.
- a more sympathetic attitude towards them.

587 Make up the sentence: a/ asked/ computer/ Finally,/ get/ him/ I/ I/ new/ when/ would.

- Finally, I would him asked computer I when a new get.
- Finally,I asked him when I would get a new computer.
- Finally, when I asked would a computer I new get him.

- Finally, a new I asked would computer I get him when.
- Finally, would him a new asked I computer get when I.

588 Make up the sentence: organised/ was/ answered/ well/ I/ usually/ I/ that.

- I was that answered well I usually organised.
- I usually well answered that was I organised.
- I was well that usually I organised answered.
- I answered that I was usually well organised.
- I organised was that usually I answered well.

589 Make up the sentence: ahead/ to/ Then/ he/ should/ plan/ said/ try/ I.

- Then I said to should try he ahead plan.
- Then he said I should try to plan ahead.
- Then I should to try ahead said he plan.
- Then I plan should to try said he ahead.
- Then he plan should try to said I ahead.

590 Make up the sentence: a/ He/ I/ needed/ new/ one/ said/ that.

- He said a new one needed that I.
- He new a said that needed I one.
- He said that I needed a new one.
- He needed I said a new one that.
- He said I needed that one a new.

591 Make up the sentence: working/ computer/ I/ my/ properly/ replied/ wasn't.

- I replied my properly wasn't computer working.
- I replied my computer wasn't working properly.
- I working my replied computer wasn't properly.
- I properly working wasn't computer my working.
- I wasn't computer properly my replied working.

592 Make up the sentence: My/ ready/ wasn't/ asked/ my/ why/ me/ boss/ report.

- My asked report me boss wasn't my ready why.
- My boss asked me why my report wasn't ready.
- My report wasn't why asked me ready boss my.
- My ready report my asked boss me wasn't why.
- My boss report my wasn't ready asked me my.

593 Complete the sentence. He always agrees with everything his negotiating partner suggests. He is.....

- calm
- flexible
- creative
- impatient
- unemotional

594 Complete the sentence. She is very She keeps changing her mind all the time, which makes her very difficult to negotiate with.

- weak
- inconsistent
- creative
- unemotional

impatient

595 Complete the sentence. He let the other side have everything they wanted in the negotiation. He was very.....

- inconsistent
 weak
 unemotional
 enthusiastic
 creative

596 Complete the sentence. He likes people to feel comfortable and relaxed during a negotiation. He's a very..... person.

- enthusiastic
 calm
 inconsistent
 creative
 impatient

597 Complete the sentence. I told him I was feeling really bad, and all he asked was 'Will you be able to meet the deadline?' How can anyone be so?

- creative
 unsympathetic
 flexible
 inconsistent
 weak

598 Complete the sentence. He never shows anger, enthusiasm or disappointment during a negotiation. He is totally.....

- inconsistent
 weak
 impatient
 enthusiastic
 unemotional

599 Complete the sentence. She always has ideas and easily finds solutions to problems. She is a veryperson.

- calm
 flexible
 creative
 impatient
 unemotional

600 Complete the sentence. He gets very angry if people are late for negotiations. He is very

- creative
 impatient
 weak
 calm
 unemotional

601 Match the sentence halves. Will Ana ever win their trust

- if they didn't win the contract?
 if she keeps being inconsistent?

- if you exceed the sales target?
- if we told them to hurry again?
- if they make one?

602 Match the sentence halves. Wouldn't they be dissatisfied

- if we told them to hurry again?
- if they didn't win the contract?
- if they make one?
- if she keeps being inconsistent?
- if you exceed the sales target?

603 Match the sentence halves. Would you increase your order

- if we told them to hurry again?
- if they didn't win the contract?
- if we delivered immediately?
- if they make one?
- if you exceed the sales target?

604 Match the sentence halves. Won't you make a concession

- if we delivered immediately?
- if they make one?
- if she keeps being inconsistent?
- if we told them to hurry again?
- if you exceed the sales target?

605 Match the sentence halves. Will you get a bonus

- if they make one?
- if you exceed the sales target?
- if we told them to hurry again?
- if they didn't win the contract?
- if we delivered immediately?

606 Match the sentence halves. Wouldn't we seem impatient

- if we told them to hurry again?
- if you exceed the sales target?
- if they make one?
- if they didn't win the contract?
- if she keeps being inconsistent?

607 Complete the sentence. She'll criticise you one day and praise you the next. How can anyone be so ...?

- formal
- irresponsive
- emotional
- polite
- inconsistent

608 Complete the sentence. I think he is too He seems to accept whatever people say without thinking.

- cooperative
- credible
- uncritical
- impolite
- responsive

609 Complete the sentence. He signed the contract without reading it. What an ... attitude!

- polite
- irresponsible
- credible
- formal
- emotional

610 Complete the sentence. It takes two to tango. They have to try to help and stop being so

- formal
- uncooperative
- responsive
- calm
- emotional

611 Complete the sentence. He prefers ... meetings where everybody can relax and feel comfortable.

- credible
- informal
- inconsistent
- emotional
- formal

612 Complete the sentence. It was very ... to be late for the meeting and not even apologise.

- polite
- impolite
- formal
- emotional
- calm

613 Match the sentence halves. Keep the same attitude towards others -

- enthusiastic negotiators are rare!
- be consistent
- or they will think you are weak.
- try to stay calm.
- so don't be too impatient.

614 Match the sentence halves. Say when you like an idea -

- be consistent
- so don't be too impatient.
- you can't be tough all the time.
- enthusiastic negotiators are rare!
- try to stay calm.

615 Match the sentence halves. Don't agree with everyone all the time

- so don't be too impatient.
- or they will think you are weak.
- you can't be tough all the time.
- try to stay calm.
- be consistent

616 Match the sentence halves. Don't get angry too quickly -

- you can't be tough all the time.

- enthusiastic negotiators are rare!
- try to stay calm.
- or they will think you are weak.
- be consistent

617 Match the sentence halves. Sometimes you have to compromise -

- or they will think you are weak.
- you can't be tough all the time.
- try to stay calm.
- be consistent
- enthusiastic negotiators are rare!

618 Match the sentence halves. Good answers don't always come quickly.....

- enthusiastic negotiators are rare!
- so don't be too impatient.
- be consistent
- you can't be tough all the time.
- or they will think you are weak.

619 Choose the right prepositions: The presenter is talking ...Joan Knight, an expert ...the tea industry.

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

620 Complete the sentence. I would like to ... about the course advertised in the Financial Times.

- do
- deliver
- enquire
- visit
- invite

621 Complete the sentence. I would like to ... you to visit our stand at the trade fair.

- increase
- invite
- listen
- play
- need

622 Complete the sentence. I am writing to ... about the low quality of the goods you supplied.

- deliver
- complain
- stand
- visit
- invite

623 Complete the sentence. I would like to ... your advice.

- visit
- request
- make
- stay

hesitate

624 Complete the sentence. I am writing to ... the dates we agreed for our next meeting.

- do
 confirm
 deliver
 play
 need

625 Complete the sentence. If you place regular orders, weinsurance.

- covered
 cover
 had covered
 will be covering
 will cover

626 Complete the sentence. If they make a concession, wethe same.

- be done
 will do
 had been done
 do
 had done

627 Complete the sentence. We`ll give her a free gift if sheher order.

- are increasing
 increases
 increased
 will increase
 will be increased

628 Complete the sentence. If youthis week, we`ll place a bigger order.

- is delivered
 were delivered
 deliver
 will deliver
 delivered

629 Complete the sentence. If theylate, we will close their account.

- paying
 pay
 paid
 be paid
 will pay

630 Complete the sentence. We willyou a 15 per cent discount if you pay cash.

- be given
 give
 gave
 had given
 been given

631 Match the sentence halves. When Alkaphen was launched,

- by very young people who live in poverty.
- so we don't have to design a new product.
- and our product will become a lot more environment friendly.
- the competition was already testing a similar drug.
- I'm afraid this model will have to be discontinued.

632 Match the sentence halves. The packaging will be modified

- nationwide well before the advertising campaign begins.
- I'm afraid this model will have to be discontinued.
- the competition was already testing a similar drug.
- and our product will become a lot more environment friendly.
- by very young people who live in poverty.

633 Match the sentence halves. The existing model can be improved easily

- by very young people who live in poverty.
- I'm afraid this model will have to be discontinued.
- the competition was already testing a similar drug.
- so we don't have to design a new product.
- nationwide well before the advertising campaign begins.

634 Match the sentence halves. Our new computer games will be distributed

- and our product will become a lot more environment friendly.
- by very young people who live in poverty.
- the competition was already testing a similar drug.
- nationwide well before the advertising campaign begins.
- I'm afraid this model will have to be discontinued.

635 Match the sentence halves. Most of the world's soccer balls are made in Asia.....

- I'm afraid this model will have to be discontinued.
- nationwide well before the advertising campaign begins.
- so we don't have to design a new product.
- by very young people who live in poverty.
- the competition was already testing a similar drug.

636 Match the sentence halves. If sales continue to fall

- by very young people who live in poverty.
- and our product will become a lot more environment friendly.
- nationwide well before the advertising campaign begins.
- so we don't have to design a new product.
- I'm afraid this model will have to be discontinued.

637 Complete the sentence. ... products are of excellent quality.

- hard
- useful
- down market
- first-class
- obsolete

638 Complete the sentence. ... products are cheap and sometimes not good quality.

- total
- first-class
- popular

- down market
- multipurpose

639 Complete the sentence. A ... product is one that has several different uses.

- first-class
- down market
- large
- multipurpose
- accurate

640 Complete the sentence. If products are ... they are made especially for one person or group of people.

- economical
- multipurpose
- clear
- custom made
- poor

641 Complete the sentence. An ... product is expensive and usually of high quality.

- accurate
- down market
- multipurpose
- upmarket
- quick

642 Complete the sentence. A product that is ... can be trusted to work well.

- large
- quick
- flatter
- reliable
- poor

643 Complete the sentence. A product that is ... enjoyed or liked by a lot people.

- obsolete
- quick
- accurate
- popular
- mutual

644 Complete the sentence. An ... product is one that people find beautiful and exciting.

- flatter
- poor
- obsolete
- attractive
- total

645 Complete the sentence. A product that is ... is popular at a particular time.

- mutual
- large
- poor
- fashionable
- obsolete

646 Complete the sentence. If a product is ... it doesn't cost a lot of money to use.

- hard
- economical
- fashionable
- attractive
- expensive

647 Match the verb to its meaning: to supply to shops, companies, customers

- design
- launch
- test
- distribute
- discontinue

648 Match the verb to its meaning: to increase sales by advertising, etc.

- distribute
- design
- launch
- promote
- manufacture

649 Match the verb to its meaning: to make a plan or drawing

- design
- test
- discontinue
- distribute
- launch

650 Match the verb to its meaning: to try something in order to see how it works

- discontinue
- manufacture
- modify
- test
- distribute

651 Match the verb to its meaning: to change in order to improve

- manufacture
- distribute
- promote
- modify
- discontinue

652 Match the verb to its meaning: to introduce to the market

- distribute
- discontinue
- test
- launch
- design

653 Match the verb to its meaning: to build or make

- launch

- modify
- discontinue
- manufacture
- promote

654 Match the verb to its meaning: to stop making

- modify
- design
- manufacture
- discontinue
- test

655 Complete the sentence. Ferrari make- performance sports cars.

- best
- long
- hard
- high
- well

656 Complete the sentence. Levi jeans are a- made clothing product.

- best
- high
- long
- well
- hard

657 Complete the sentence. Duracell sells- lasting alkaline batteries.

- hard
- best
- well
- long
- high

658 Complete the sentence. Coca-Cola and Pepsico both developed- selling soft drinks.

- high
- hard
- long
- best
- well

659 Complete the sentence. Hermes produces -quality fashion accessories.

- long
- well
- best
- high
- hard

660 Complete the sentence. Timberland makes a range of-wearing footwear.

- best
- long
- high
- hard

well

661 Complete the sentence. IBM manufactures-tech computer products.

- best
 well
 hard
 high
 long

662 Choose the right prepositions. It's fairly expensive comparedother models.

- with
 in
 on
 by
 at

663 Choose the right preposition. There are five prizesthe selected companies.

- about
 on
 at
 for
 by

664 Choose the right preposition. Companiesall over the world enter the competition.

- at
 for
 on
 by
 from

665 Choose the right prepositions. Would you like ...join us ...dinner?

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

666 Complete the sentence. Samsinite sells practical and well ... bags and suitcases.

- mode
 made
 safe
 card
 find

667 Complete the sentence. Tungstram makes long ... light bulbs.

- pricing
 mode
 market
 lasting
 built

668 Complete the sentence. Samsung has produced some best ... mobile phones.

- find
- danger
- market
- selling
- card

669 Complete the sentence. Dell manufactures high ... computer products.

- select
- tech
- safe
- cost
- quality

670 Complete the sentence. Timberland makes fashionable and hard ... boots.

- wearing
- market
- design
- select
- profit

671 Complete the sentence. Rolex makes high ... watches.

- danger
- quality
- card
- mark
- easy

672 Make up the sentence: we/ have/ the/ improve/ definitely/ to/ packaging.

- The have to packaging definitely improve we.
- We definitely have to improve the packaging.
- To improve definitely the packaging have we.
- To have packaging we improve the definitely.
- Definitely to have the improve we packaging.

673 Make up the sentence: should/ new/ immediately/ we/ test/ this/ product.

- New this should we immediately test product.
- We should test this new product immediately.
- This immediately new product should we test .
- Should this we product test immediately new.
- Immediately we test should this new product .

674 Make up the sentence: repairing/ someone/ your/ now/ is/ machine/ washing.

- Your machine is washing now repairing someone.
- Someone is repairing your washing machine now.
- Machine is someone now repairing washing your.
- Washing machine is your someone now repairing.
- Now someone your repairing machine is washing.

675 Complete the sentence. Sick leave is a period of time ...you stay away from your job because you are ill.

- which
- when

- where
- who
- why

676 Complete the sentence. A retailer is a personowns or runs a shop selling goods to members of the public.

- what
- who
- why
- where
- when

677 Complete the sentence. The shop floor is an area in a factoryordinary workers do their work.

- what
- where
- who
- why
- when

678 Complete the sentence. This new instant coffee has been produced by a well-known companyhas always sold its coffee in the higher price ranges.

- who
- when
- where
- which
- why

679 Complete the sentence. A recession is a period of timethe economy is doing badly.

- where
- why
- what
- when
- who

680 Complete the sentence. A warehouse is a large buildinggoods are stored until they are distributed to shops to be sold.

- where
- why
- who
- when
- which

681 Complete the sentence. A brand is a namemakes it easy for customers to recognise a product.

- when
- why
- who
- which
- where

682 Complete the sentence. A fashion designercreated the "little black dress" was a genius.

- where
- when

- what
- who
- why

683 Match the sentence to a suitable ending. They claim that none of their new cosmetics are tested

- by Chanel, the French fashion designer.
- by millions of people every day.
- of high-quality denim.
- on animals.
- will be done online.

684 Match the sentence to a suitable ending. The telephone was invented

- of high-quality denim.
- by millions of people every day.
- will be done online.
- by A. G. Bell.
- on animals.

685 Match the sentence to a suitable ending. The “little black dress” was created

- by millions of people every day.
- of high-quality denim.
- on animals.
- by Chanel, the French fashion designer.
- will be done online.

686 Match the sentence to a suitable ending. Nestle products are consumed

- of high-quality denim.
- by A. G. Bell.
- will be done online.
- by millions of people every day.
- by Chanel, the French fashion designer.

687 Match the sentence to a suitable ending. In the future, a lot more shopping

- by A. G. Bell.
- by Chanel, the French fashion designer.
- by millions of people every day.
- will be done online.
- of high-quality denim.

688 Match the sentence to a suitable ending. Casucci jeans are made.....

- by Chanel, the French fashion designer.
- by millions of people every day.
- by A. G. Bell.
- of high-quality denim.
- on animals.

689 Complete the sentence. It comes with a full five-year on parts and labour.

- colleague
- expert
- staff
- guarantee
- place

690 Complete the sentence. Well, it's very in terms of power

- economic
- economics
- economy
- economical
- economist

691 Complete the sentence. It weighs approximately 12 kilos, but it's very strong and

- late
- cool
- current
- reliable
- loud

692 Complete the sentence. It's made of steel and is very sturdy.

- elegant
- jobless
- stainless
- poor
- stable