

1. Choose the synonyms of the words: competition , producers

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

2. Choose synonym of the word. challenges.

- √ problems
- products
- changes
- policies
- resources

3. Choose the synonym of the word: necessary

- different
- easy
- difficult
- useless
- √ important

4. Choose the synonym of the word: different

- √ various
- useless
- same
- significant
- useful

5. Choose the synonym of the word: important

- useless
- tiny
- various
- different
- √ necessary

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

- √ expenditure
- preparation
- banks
- functions
- entity

7. Choose the correct variant: paylanma (распределение)

- √ distribution
- condition
- Supply
- demand
- market

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

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

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

- resource
- commodity
- Transaction
- price
- ✓ economics

10. Choose the correct variant: təmin etmək, обеспечивать

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

11. Choose the correct variant: tələbat, потребность

- ✓ wants
- save
- Transaction
- price
- solution

12. Complete the sentence: The economy fast.

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

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

- ✓ challenge
- interaction
- income
- recession
- input

14. Choose the correct variant: azad sahibkarlıq; свободное предпринимательство

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

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

- compete
- utilize
- ✓ exceed
- reflect

- benefit

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

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

17. Choose the correct variant: Bölgü, yerbayer etmə; распределение, выделение(ресурсов)

- ✓ allocation
- solution
- revenue
- transaction
- scarcity

18. Choose the synonym of the word total :

- ✓ complete
- partial
- unfinished
- limited
- incomplete

19. Choose the synonym of the word wants :

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

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

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

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

- ✓ Businesses
- Labour force
- Production costs
- Transaction
- Solution

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

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

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

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

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

- ✓ supply
- unemployment
- recession
- transaction
- wants

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

- revenue
- income
- benefit
- competition
- ✓ demand

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

- Distribution
- Solution
- Allocation
- ✓ Scarcity
- Social security

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

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

28. Choose the synonym of the word utilize

- ✓ use
- form
- put
- demand
- bring

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

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

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

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

- competition

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

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

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

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

33. The main problem in economics is the question ofscarce resources between competing uses.

- ✓ allocating
- connecting
- competing
- discussing
- choosing

34. Choose the correct prepositions: Economic machines are subjecta business cycle that alternates periods rapid expansion and periods recession.

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

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

- with, of, after, by
- in, of, by, to
- ✓ on, of, from, to
- in, for, through, with
- on, in, at, with

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

- revenue
- transaction
- ✓ competition
- promotion
- designing

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

- regularity
- regulate
- regulable
- regular
- ✓ regulations

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

- economical
- economize
- economy
- ✓ economic
- economics

39. Choose the opposite for the word: revenue

- ✓ expenditure
- saver
- tax
- goal
- income

40. Choose the correct pair of synonyms:

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

41. Choose the correct pair of synonyms:

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

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

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

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

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

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

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

45. Choose the opposite of the word isolated

- ✓ total
- separate

- gradual
- intensive
- equitable

46. Choose the opposite of the word abrupt

- modern
- poor
- ✓ gradual
- sharp
- limited

47. Choose the correct answer: What is a scarce resource?

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

48. Choose the synonym of the word steadily

- ✓ constantly
- previously
- equally
- equitable
- unexpected

49. Choose the synonym of the word branch

- ✓ subsidiary
- develop
- parent firm
- headquarter
- supermarket

50. Choose the synonym of the word schedule

- paper
- contract
- ✓ time- table
- opinion
- facility

51. Choose the synonym of the word expense

- tip
- income
- ✓ expenditure
- profit
- benefit

52. Choose the correct variant: хирда pul; разменная монета

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

53. Choose the correct variant: ödəmə vasitəsi; средство платежа
- ✓ means of payment
 - store of value
 - commodity money
 - unit of account
 - denomination
54. Choose the correct variant: köhnəlməyən; неизнашивающийся
- ✓ hard-wearing
 - limited
 - divisible
 - portable
 - precious
55. Choose the correct variant: aradan çıxarmaq; вытеснять занимать(чего либо)место
- protect
 - save
 - ✓ supersede
 - invent
 - exceed
56. Choose the correct variant: nominal dəyər; нарицательная цена
- ✓ face value
 - means of payment
 - commodity money
 - unit of account
 - store of value
57. Choose the correct variant : pul məziyyəti(dəyəri); достоинство(денег)
- ✓ denomination
 - token coin
 - shell money
 - asset
 - commodity money
58. Complete the sentence: underline that to serve effectively as money, a commodity should be fairly durable, easily divisible and portable.
- The sellers
 - The buyers
 - ✓ The experts
 - The settlers
 - The producers
59. Complete the sentence:was used by early settlers in North America.
- ✓ Shell money
 - Gold
 - Paper money
 - Coins
 - Banknotes
60. Complete the sentence: After goldsmiths bankers their receipts became banknotes.
- ✓ became

- becoming
- is becoming
- becomes
- to become

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

- being
- has
- ✓ have
- be
- having

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

- being
- has
- will be
- be
- ✓ was

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

- ✓ were
- has
- was
- is
- be

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

- ✓ were
- is
- be
- has
- was

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

- gold
- paper money
- shell
- ✓ silver
- bronze

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

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

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

- ✓ paper
- token
- shell
- copper

- gold

68. Choose the correct variant. əlavə, дополнение

- decade
- employer
- contribution
- ✓ supplement
- information

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

- token
- shell
- ✓ paper
- gold
- copper

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

- bronze
- ✓ metal
- coin
- payment
- banknote

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

- expense
- token
- agreement
- ✓ asset
- coin

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

- steel
- ✓ leather
- paper
- invoice
- check

73. Choose the correct answer: What serves as money today?

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

74. Choose the synonym of the word token

- receipt
- securitiez
- goods
- banknote
- ✓ coin

75. Choose the right statement:

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

76. Choose the correct answer: What is money?

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

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

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

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

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

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

- √ metal
- economy
- cattle
- book
- paper

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

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

81. Choose the synonym of the word commodity

- term
- finance
- √ goods
- price
- option

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

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

- commodities,parts,periods

83. Choose the synonym of the word. difficult

- distinct
- easy
- ✓ hard
- fascinating
- dull

84. Choose the opposite for the word. like

- use
- ✓ hate
- defend
- learn
- spend

85. Choose the synonym to the word. run

- think
- ✓ Manage
- involve
- apply
- complete

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

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

87. Choose the correct variant: iş, служба

- ✓ employment
- shift
- Telecommute
- application
- clock

88. Choose the correct variant: I work shifts.

- of
- at
- ✓ in
- under
- for

89. Choose the correct variant: ağır, трудный

- ✓ hard
- dull
- repetitive
- interesting
- exciting

90. Choose the correct variant: dağdığını, скучный

- ✓ dull
- Fascinating
- demanding
- satisfying
- exciting

91. Choose the correct variant: rəhbərlik etmək, руководить

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

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

- deal
- Require
- ✓ commute
- demand
- pass

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

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

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

- ✓ manage
- finish
- find
- go
- work

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

- ✓ go to
- go
- go on
- to go
- go in

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

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

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

- ✓ work for
- work out
- work under
- to work

- work of

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

- ✓ talks
- had talking
- have talked
- has talking
- to talk

99. Complete the sentence: Most employees....

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

100. Complete the sentence: The system ofmeans you can work when you want, within certain limits.

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

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

- tough
- demanding
- ✓ fascinating
- boring
- repetitive

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

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

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

- ✓ tough
- satisfying
- repetitive
- fascinating
- routin

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

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

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

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

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

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

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

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

108. Choose the synonym of the word manage

- send
- demand
- ✓ control
- serve
- pay

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

- boring
- stimulating
- exciting
- tough
- ✓ routine

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

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

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

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

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

- ✓ flextime

- management
- commuting
- overtime
- day shift

113. Match the expression a full time job with its definition :

- this job does not finish after a fixed period
- a job that you do for fewer hours a week than people usually work
- somebody who works in an office for a particular company
- ✓ this kind of work is for the whole of the normal working week
- a work that finishes after a fixed period

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

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

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

- ✓ responsible
- response
- respectable
- responsibility
- respectful

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

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

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

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

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

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

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

- ✓ off
- of
- before
- up
- in

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

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

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

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

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

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

123. Choose the correct variant: təmin etmə (снабжение)

- ✓ provision
- economy
- income
- policy
- Deficit

124. Choose the correct variant: хэрс (затраты, расходы)

- ✓ expenditure
- business
- Price
- payment
- value

125. Choose the correct variant: əskik (дефицит, недостаток)

- resource
- benefit
- ✓ deficit
- revenue
- fiscal

126. Choose the correct variant: büdсə (бюджет)

- capital
- exports
- Imports
- commodity
- ✓ budget

127. Complete the sentence: Finance is

- ✓ the provision of money when it is needed

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

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

- ✓ budget
- payment
- review
- loan
- share

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

- labor
- business
- monetary
- ✓ public
- control

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

- tax
- company
- fund
- deficit
- ✓ following

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

- ✓ shareholders
- shares
- lenders
- borrowers
- assets

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

- ✓ 1.3
- 2.3
- 1.2
- 1,4.
- 3.4

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

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

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

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

135. Complete the sentence: The financial system is

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

136. Complete the sentence: Finance is

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

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

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

138. Choose the correct answer: What is budget?

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

139. Choose the synonym of the word ensuing

- ✓ posterior
- supply
- proper
- total
- accurate

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

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

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

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

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

- ✓ budget

- balance sheet
- benefit
- contract
- Funds

143. Choose the synonym to the word. financial

- stable
- ✓ fiscal
- sole
- brave
- local

144. Choose the opposite for the word. hire

- sell
- ✓ fire
- pay
- drive
- expect

145. . Choose the synonym of the word: acquire

- ✓ get
- change
- move
- delay
- research

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

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

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

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

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

- recruit
- complete
- Force
- count
- ✓ advertise

149. Choose the correct variant: boş, свободный

- ✓ vacant
- Tiring
- interesting
- hard
- dull

150. Choose the correct variant: нūmayəndə, кандидат

- employee
- Worker
- recruiter
- agency
- √ candidate

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

- appoint
- labor
- √ vacant
- process
- apply

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

- √ talented
- lean
- dull
- large
- trouble

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

- √ recruited
- deal
- headhunted
- applied
- turndown

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

- remuneration
- specification
- √ experience
- commission
- severance

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

- appoint
- bonus
- benefit
- duty
- √ qualification

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

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

157. Complete the sentence: Wefor the job by completing an application form and sending it in.

- √ apply

- call
- send
- offer
- cover

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

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

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

- numerate
- graduate
- computer-literate
- ✓ motivated
- unskilled

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

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

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

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

162. Complete the sentence: Fred is a van driver, but he was fedwith doing long trips.

- upon
- over
- ✓ up
- on
- -----

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

- ✓ Discussion
- community
- option
- seminar
- occasion

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

- ✓ referees
- vendors
- partners
- shareholders
- graduates

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

- √ experience
- launch
- quantity
- efficiency
- profit

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

- technical
- force
- worker
- personal
- √ Driver

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

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

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

- management
- unemployment
- enjoyment
- development
- √ recruitment

169. Match the word a shortlist with its definition:

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

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

- √ assess
- offer
- apply
- fire
- advertise

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

- √ selected
- launched
- trained
- signed
- joined

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

- outside

- motivated
- √ in-house
- outdoors
- skilled

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

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

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

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

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

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

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

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

177. Choose the synonym of the word queue

- √ line
- plaster
- store
- truck
- bill

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

- √ Referee
- Conductor
- Candidates
- Consumer
- Consulter

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

- Test
- Control
- Headhunting
- Check up

√ Psychometric test

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

- √ skilled
- motivated
- unskilled
- cheap
- manual

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

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

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

- provider
- producer
- √ purchaser
- shareholder
- investor

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

- √ companies
- revenue
- policy
- unit households
- entities

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

- √ receive
- was received
- is received
- has receiving
- receives

185. Choose the correct variant: təqaüd fondu (пенсионный фонд)

- mutual funds
- finance companies
- √ pension fund
- public finance
- insurance companies

186. Choose the correct variant: maliyyə evi (финансовый)

- economic entity
- fiscal year
- pension fund
- social policy
- √ finance house

187. Complete the sentence: They receive immediatefrom a finance house.

- tip
- budget
- ✓ payment
- impact
- policy

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

- ✓ financial institutions
- household
- source
- households
- monetary relations

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

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

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

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

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

- principal
- burden
- leasing
- expenditure
- ✓ ownership

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

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

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

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

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

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

- pension funds

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

- ✓ banks
- pension funds
- unit trusts
- investment trusts
- insurance companies

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

- ✓ unit trusts are not limited companies but investment trust are
- unit trusts offer discounts to shareholders
- unit trusts provide borrower with credit.
- unit trusts cordinate finance
- unit trust are limited companies but investment aren't.

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

- cars
- pensions
- ✓ finance
- fax
- shares

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

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

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

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

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

- ✓ Investment trusts are limited company.
- ent trusts buying shares in other companies.
- nit trusts issue shares.
- ales describes what a business sells and the money it gets for it.
- Finance houses provide business with loans

201. Complete the sentence:..... issue units.

- ✓ Unit trusts
- Invenstment trusts
- Finance house
- insurance companies
- pension funds

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

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

203. Choose the correct answer: What is investment trusts?

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

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

- √ administration
- commission
- recruitment
- commuter
- staff

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

- √ fringe benefits
- wages
- pay
- salary
- bonuses

206. Choose the synonym of the word basic

- √ main
- top
- clear
- below
- High

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

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

208. Choose the right meaning of the word: nice perks

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

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

- √ severance package
- profit
- compensation payment
- compensation

- severance payment

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

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

211. Complete the sentence: Overtime is...

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

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

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

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

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

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

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

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

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

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

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

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

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

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

- ✓ minimum wage
- tips
- perks
- compensation
- fringe benefit

219. Choose the synonym of the word: proprietor

- accountant
- agent
- ✓ owner
- customer
- purchaser

220. Complete the sentence: A company's main office is a corporate

- ✓ headquarters
- ladder
- profit
- culture
- logo

221. Choose the synonym of the word: staff.

- ✓ workforce
- problem
- quality
- graduate
- customer

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

- tips
- perks
- compensation
- background
- ✓ Commission

223. Complete the sentence: If I sell more than a particular amount in a year, I also get extra money – ..., which is nice.

- remuneration
- ✓ bonus
- tip
- compensation
- commission

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

- bonus
- comission
- wage
- ✓ tip

- salary

225. Choose the right word and put it in the sentence: ... 1.shows financial picture of the firm. 2.The ... to speak another language is now seen as form of a economic power. 3.I get a ... on everything I sell. a) ability b) accounting c)percentage

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

226. Match the words to their definitions: 1)Workers use their hands.2) One of the people working for an organization. 3) When people stop work to complain about something. a) Stoppage b) Employee c) Manual

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

227. Match the words to their definitions: 1)Another name for the human resources department. 2)When people stop working to protest. 3)Everyone working for a company is on its a) Strike b) Personnel c) Payroll

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

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

- 1-a, 2-b3-c
- ✓ 1-b, 2-a,3-c
- 1-c, 2-a 3-b
- 1-c, 2-b 3-b
- 1-a, 2-c3-b

229. Choose the opposite of the word minimal

- gradual
- ✓ maximum
- exportal
- importal
- external

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

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

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

- ✓ workers refuse to work more than the normal number of hours.
- workers continue to work, but more slowly than usual.
- gives technical help to buyers of the company's products.
- department that deals with pay, recruitment.
- workers stop working for a time

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

- √ responsible
- engineer
- assistant
- attendant
- look after

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

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

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

- √ fringe benefits
- salary
- pay
- wages
- bonuses

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

- √ commission
- credit
- salary
- card
- money

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

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

237. Complete the sentence: Loans can be

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

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

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

239. Choose the synonym of the word: loan

- √ credit
- steak
- dividend
- goal
- skill

240. Complete the sentence: Bill of exchange enable the company to obtainfrom a bank or discount house.

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

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

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

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

- 1.3
- 3.4
- √ 1.4
- 1.2
- 2.3

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

- √ 1.2
- 4.2
- 1.4
- 3.4
- 2.3

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

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

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

- √ letter of advice
- trade credits
- leasing
- hire purchases
- bill of exchange

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

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

✓ loan credits

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

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

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

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

249. Choose the synonym of the word: equity capital.

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

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

- ✓ shareholders
- investors
- creditors
- borrowers
- lenders

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

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

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

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

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

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

254. Choose the correct answer: Why does company issue the bonus issue?

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

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

- outflow
- market
- ✓ shareholders
- loans
- profit

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

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

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

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

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

- ✓ shareholders
- producers
- elapse
- agents
- profits

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

- ✓ profit
- elapse
- share
- equity capital
- dividend

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

- ✓ new shares
- capital
- dividends
- shareholders
- profits

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

- ✓ restructured
- Restructuring
- is restructuring
- restructures

- will restructuring

262. Complete the sentence: Downsized companies use moreindependent people who work for several different companies.

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

263. Choose the synonym of the word: dangerous

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

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

- downsized
- flexibility
- √ outplacement
- demotion
- dignity

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

- need
- discuss
- crepay
- refer
- √ complain

266. Choose the opposite for the word: sacked

- √ hired
- retired
- demoted
- allowed
- closed

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

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

268. Complete the sentence: Corporateis the way a company's employees think and act.

- profit
- logo
- √ culture
- image
- ladder

269. Match the verb to retire with its definition :

- ✓ to stop working when you reach the age when you are officially too old to work
- to stop a worker's employment for a time when there is little work to do
- to force someone to leave their job
- to tell someone they can no longer work at their job
- to reduce the total number of employees at a company through retirements, etc

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

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

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

- written down
- bleeding red ink
- ✓ discriminated against
- made redundant
- got outplacement

272. Choose the synonym to the word: precise

- persuasive
- keen
- ✓ accurate
- polite
- rigid

273. Choose the correct answer: Who are freelancers?

- They give technical help to buyers of the company's products.
- They head a department or an organization.
- ✓ They are independent people who may work for several different companies
- They buy products or services for their own use.
- They headhunt people for very important job.

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

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

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

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

276. Choose the synonym of the word: accidents

- ✓ Causes
- vacants
- parts

- grants
- losses

277. Complete the sentence: Demoting is ...

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

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

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

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

- car
- Organization
- ✓ oil
- barrel
- competition

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

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

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

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

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

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

283. Choose the opposite of the word: lend

- determine
- exceed
- ✓ borrow
- collect
- negotiate

284. Complete the sentence: After the huge rise in oil prices in 1973, many developing countries needed to borrow more money to pay for their.....
- √ imported oil
 - agricultural goods
 - interest rates
 - existing loans
 - principal
285. Complete the sentence: Each member country is obliged to....
- √ contribute a certain amount –a quota.
 - start to lend billions of dollars.
 - write off some loans.
 - borrow foreign currencies from the fund.
 - pay the interest on existing loans.
286. Complete the sentence: One of the reasons for which indebted Third World countries are unable to service their debts with Western commercial banks is.....
- withdrawal of national inflow
 - encouraging of economic relations
 - √ rising of interest rates
 - depreciation of properties
 - promoting employment in a range of industries
287. Choose the synonym of the word percentage
- price
 - goods
 - √ interest
 - rate
 - currency
288. Complete the sentence: Many of these countries are unable to..... their debts.
- begin
 - distinct
 - √ service
 - allow
 - show
289. Complete the sentence: Oil prices are traditionally quoted in.....
- √ US dollars per barrel
 - dinar per barrel
 - swiss franc per barrel
 - euro per barrel
 - pound sterling per barrel
290. Choose the correct answer: Why IMF is described as a fund?
- √ It holds a stock of national currencies
 - It contributes more than poor countries
 - It issues a company's share
 - It determines the exchange rates
 - It puts the borrower in touch with the saver
291. Complete the sentence: Why was the IMF set up?

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

292. Complete the sentence: To leave the company, you could resign or hand in your

- √ notice
- severance
- pension
- unrest
- delay

293. Choose the correct variant: Sahibkarlıg; предпринимательство .

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

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

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

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

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

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

- chains
- blogs
- √ start-ups
- agencies
- inputs

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

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

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

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

- research director

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

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

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

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

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

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

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

- ✓ an entrepreneur
- partner
- magnate
- tycoon
- leader

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

- ✓ tycoon
- developer
- founder
- captain
- leader.

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

- ✓ founder
- surgeon
- sole trader
- victim
- mogul

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

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

306. Choose the correct variant: siğorta (страхование)

- network
- Households
- ✓ insurance
- relation
- firms

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

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

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

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

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

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

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

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

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

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

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

- burglary
- fire
- ✓ sickness
- slowdown
- maternity

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

- ✓ fire
- grant
- vehicle
- burglary

- policy

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

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

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

- wholesaler
- retailer
- ✓ insured
- broker
- dealer

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

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

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

- burglary
- vehicle
- ✓ fire
- grant
- policy

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

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

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

- ✓ premium
- dividend
- credit
- grants
- benefits

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

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

321. Sual: Choose the synonym of the word: contribution

- √ promotion
- disturbance
- objection
- competition
- division

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

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

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

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

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

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

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

- hadn't never imagined
- has imagines
- √ had never imagined
- never imagined
- never had imagined

326. Complete the sentence: The lecturer about serious problem, but they didn't listen.

- tells
- looked
- √ spoke
- talks
- told

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

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

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

- √ business
- collaboration
- survey
- privatization

- rivalry

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

- ✓ fundraising
- gambling
- travel
- brokerage
- banking

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

- corporate image
- corporate logo
- ✓ corporate ladder
- corporate profit
- corporate profits

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

- ✓ nationalized
- developed
- constructed
- established
- privatized

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

- ✓ corporate image
- corporate logo
- corporate culture
- corporate ladder
- corporate profits

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

- consolidation
- marketing
- ✓ bureaucracy
- environment
- collaboration

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

- rises
- completes
- ✓ reduces
- increases
- raises

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

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

336. Complete the sentence: To donate is

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

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

- √ disaster
- profit
- variety
- forecast
- inefficient

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

- √ Donate
- refer
- recruit
- effort
- deduct

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

- √ culture
- logo
- profit
- ladder
- image

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

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

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

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

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

- √ endowment
- sum
- occurrence
- amounts
- agents

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

- √ policy holders
- photographers

- teachers
- doctors
- policemen

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

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

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

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

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

- Industrial assurance
- Life assurance
- ✓ Prudential assurance
- House assurance
- Car assurance

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

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

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

- ✓ small amounts
- large amounts
- small houses
- large houses
- ownership

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

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

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

- relief
- sicness benefit
- allowance
- retirement
- ✓ endowment

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

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

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

- √ produces
- are producing
- producing
- be produce
- produce

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

- √ provide
- was provided
- is providing
- providing
- provides

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

- √ moderator
- supplier
- provider
- freelancer
- researcher

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

- tourism
- media
- √ textile
- financial services
- leisure

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

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

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

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

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

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

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

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

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

360. Choose opposite of the word: to launch

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

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

- √ research
- launch
- share
- growth
- payroll

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

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

363. Choose the synonym of the word: particular

- √ special
- activ
- common
- urgent
- usual

364. Choose the synonym of the word: advanced

- √ progressive
- useful
- obsolete
- correct
- important

365. Complete the sentence: Making televisions refers to Industry

- automobile
- aerospace
- √ light
- steel
- heavy

- 366.** Choose the right word and put it in the sentence: 1.We require the goods for urgent 2.Due to your ...they succeeded in business. 3.The ... of our sales has remained stable. a) assistance b)percentage c) delivery
- 1-c,2-b,3-a
 - 1-a,2-c,3-b
 - √ 1-c,2-a,3-b
 - 1-b,2-c, 3-a
 - 1-a,2-b,3-c
- 367.** Choose the right word and put it in the sentence: 1.Who is ... for the test of the new equipment? 2.Our machines are ... in operation. 3.The terms of delivery are quite ... for our company. a) reasonable b) responsible c) reliable
- 1-c,2-a,3-b
 - 1-c,2-b,3-a
 - √ 1-b,2-c,3-a
 - 1-a,2-c,3-b
 - 1-a,2-b,3-c
- 368.** Choose the synonym of the word: launch
- √ start
 - hire
 - accumulate
 - prepare
 - close
- 369.** Complete the sentence:..... carries passengers and goods.
- √ commercial airline
 - corporate
 - artist
 - commercial ladder
 - profit
- 370.** Complete the sentence: In-person can show an example or sample of a new product, but they are expensive.
- √ surveys
 - market
 - rollout
 - trials
 - edge
- 371.** Choose the synonym of the word produced
- √ manufactured
 - shortaged
 - hand-made
 - automated
 - referred
- 372.** Choose the synonym of the word to last
- √ to continue
 - to exist
 - to abolish
 - to solve
 - to demand
- 373.** Complete the sentence: Some and traditionally work different hours.

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

374. Choose the correct variant. davam etmək, продолжать

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

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

- √ start
- abolished
- tasted
- capitalized
- Derived

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

- called
- sold
- closed
- asked
- √ paid

377. Choose the synonym of the word event

- √ occasion
- income
- burglary
- ctip
- profit

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

- √ Royalties
- designs
- patents
- payments
- intellectual properties

379. Complete the sentence: The handmade furniture is

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

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

- √ project
- benefit
- tax
- provision

- fund

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

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

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

- infringement
- benchmarking
- customization
- ✓ overproduction
- outsourcing

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

- glut
- stock
- ✓ output
- range
- input

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

- ✓ capacity
- shift
- sample
- chain
- interest

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

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

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

- ✓ needs
- input
- needs
- scale
- project
- loan

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

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

- 388.** Match the word to its definition. An occasion when an inventor asks the authorities to officially recognize an invention as their property.
- ✓ intellectual property
 - patent application
 - trademark
 - copyright infringement
 - royalty payment
- 389.** Complete the sentence. Information or knowledge that belongs to an individual or company is
- resign
 - ✓ proprietary
 - trademark
 - ladder
 - branch
- 390.** Match the word to its definition. An occasion when someone makes an illegal copy of music, etc. from an internet site.
- ✓ illegal download
 - patent application
 - proprietary information
 - copyright infringement
 - intellectual property
- 391.** Complete the sentence: The machines are expensive but very – they produce a lot in relation to what they cost.
- obsolete
 - labor-intensive
 - ✓ cost-effective
 - state-of-the-art
 - go-slow
- 392.** Complete the sentence: Payments to the author from the publisher are.....
- ✓ royalties
 - designs
 - patents
 - payments
 - intellectual properties
- 393.** Complete the sentence: The occasion when an inventor asks the authorities to officially recognize an invention as his/her property is called.....
- ✓ patent application
 - consumer application
 - property application
 - fake application
 - leasing application
- 394.** Complete the sentence: The occasion when someone uses another's text, pictures is called.....
- proprietary infringement
 - innovation infringement
 - ✓ copyright infringement
 - copyright agreement
 - intellectual infringement
- 395.** Complete the sentence: The law relating to designs, ideas that belong to someone is called.....

- ✓ intellectual property
- royalty property
- patient property
- design property
- copyright property

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

- ✓ a shortage
- a surplus
- a surplus
- mass production
- a glut

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

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

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

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

399. Choose the synonym of the word project

- newspaper
- ✓ plan
- shell
- magazine
- paper

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

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

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

- proprietary information
- intellectual property
- ✓ royalty payment
- copyright infringement
- patent application

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

- Overall production in the country rose by five per cent last year...
- There has been too much building in the city centre and now there is a lot of office space standing empty...
- The plant's capacity is 3000 computers a week and it's producing 3000...

- Too much oil has been produced recently in relation to world demand...
- √ Rainfall has been below average in Eastern part of Africa for the past five years. Not enough food has been grown...

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

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

404. Complete the sentence: Copyright infringement is

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

405. Choose the synonym of the word: fake

- √ counterfeit
- embezzlement
- bribe
- withdraw
- fraud

406. Choose the correct variant. лəгʏ ɛтмəк, отменять, упразднить

- √ to abolish
- to break
- to celebrate
- to demand
- to start

407. Complete the sentence: A lot of special security features are...

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

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

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

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

- counterfeit
- √ banknotes
- foreign currencies
- supplement
- crime

410. Choose the correct variant. лəгʏ ɛтмəк, отменять, упразднить

- to start
- to celebrate
- to break
- to demand
- ✓ to abolish

411. Choose the synonym of the word. fake

- grant
- ✓ counterfeit
- scale
- retail
- hike

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

- ✓ currency
- paper
- property
- a book
- add

413. Choose the correct answer: What is a counterfeiting?

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

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

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

415. Choose the synonym of the word : fake

- bribe
- embezzlement
- ✓ counterfeit
- fraud
- withdraw

416. Complete the sentence: The establishing of Secret Service curtailed..... to a certain extent but thisstill exist.

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

417. Complete the sentence:of money is one of oldestin history.

- ✓ counterfeiting, crimes
- currency, -----
- -----, established

- fibro, thread
- features, crimes

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

- capital
- fund
- strain
- credit
- ✓ stock

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

- boardrooms
- headquarters
- plants
- mutuals
- ✓ warehouses

420. Choose the synonym of the word: keep

- provide
- sell
- ✓ store
- peer
- prevent

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

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

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

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

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

- ✓ warehouse
- business
- materials
- finance
- claims

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

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

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

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

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

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

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

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

428. Choose the right variant of the statement:

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

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

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

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

- form
- fineness
- ✓ weight
- colour
- shape

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

- ruby
- ✓ carat
- stone
- equal
- grantee

432. Choose the opposite for the word : precious

- ✓ cheap
- portable
- silver

- golden
- dear

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

- √ limestone
- sapphire
- emerald
- diamond
- ruby

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

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

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

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

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

- creditor
- borrower.
- √ producers
- customer
- auditor

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

- maple
- alloy
- eagle
- bar
- √ coins

438. Choose the synonym of the word particularly

- verbally
- closely
- √ specially
- notably
- accordingly

439. Complete the sentence: Wikinomics is a form of

- learning curve
- light industry
- leading edge
- √ mass collaboration
- craft industry

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

- blogs
- ✓ start-ups
- agenerics
- inputs
- chains

441. Choose the synonym of the word: Custom-built

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

442. Choose the synonym of the word: accuracy

- liability
- training
- degree
- policy
- ✓ exactness

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

- ✓ benchmarking
- representing goods
- obtaining
- cooperating
- rivalry

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

- efficiency
- standartization
- ✓ collaboration
- customization
- infringement

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

- Owner
- Trader
- ✓ Client
- Customer
- Consumer

446. Choose the opposite of the word: purchased

- bought
- got
- ✓ Sold
- hired
- received

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

- ✓ industrial buyer
- building society

- focus group
- customer base
- vendor

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

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

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

- ✓ key players
- segments
- charities
- mutuals
- rivals

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

- producers
- receivers
- vendors
- partners
- ✓ Consumers

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

- ✓ vending
- cash
- servicing
- split
- scale

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

- trader
- ✓ purchaser
- client
- user
- owner

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

- vendor
- ✓ customer
- trader
- economist
- seller

454. Choose the correct answer: Who is a buyer?

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

455. Choose the correct answer: Who is street vendor?
- someone who collects premiums weekly
 - someone who heads a department or an organization
 - someone who puts the client in touch with the insurer
 - someone who collects premiums weekly
 - ✓ someone who sells things especially on the street
456. Complete the sentence: The exchange rates for various currencies are determined by.....
- ✓ market forces
 - labour forces
 - travel agents offices
 - pension funds
 - unit trusts
457. Choose the wrong variant: Selling and buying foreign currency is carried out in....
- exchange offices
 - bank counters
 - travel agents offices
 - bureau de change
 - ✓ municipal services
458. Complete the sentence: Dollars, euros and yens are
- ✓ Currencies
 - Bonds
 - Shares
 - Certificates
 - Loan
459. Choose the synonym of the word. rescue
- burden
 - spend
 - settle
 - write-off
 - ✓ save
460. Complete the sentence:.... is the price of one country's currency or commodity (typically gold or silver).
- managed rate regime
 - weakening
 - spot exchange rate
 - ✓ a foreign currency exchange rate
 - depreciation
461. Complete the sentence: for various currencies are determined by market forces.
- foreign currencies
 - ✓ the exchange rates
 - exchange currency
 - special exchange
 - certain sums
462. Complete the sentence: means the money of a foreign country.
- ✓ currency
 - shares

- checks
- draft
- duty

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

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

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

- ✓ competition
- rollout
- surplus
- capacity
- marketing

465. Choose the synonym of the word. competitor

- ✓ rival
- franchisor
- chain
- reseller
- consumer

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

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

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

- segmentation
- marketing
- ✓ competition
- partnership
- sole proprietorship

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

- ✓ dominates
- corners
- gets out of
- penetrates
- abandons

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

- corners
- penetrates
- ✓ abandons
- monopolizes
- dominates

470. Complete the sentence: Attainment is

- ✓ achievement
- promotion
- occurrence
- assuring
- leaving

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

- expenditure
- ✓ the price
- expences
- transportation
- quotation

472. Choose the correct variant. Delivery is ...

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

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

- ✓ port
- question
- detail
- case
- price

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

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

475. Choose the synonym of the word dispatch

- involve
- ✓ ship
- own
- decrease
- share

476. Choose the synonym of the word: distribution

- capaci
- shift
- ✓ allocation
- education
- degree

477. Choose the correct meaning of FOB :

- fright on board
- forecast of business

- √ free on board
- free border
- business of banks

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

- incomes
- shares
- business
- rise
- √ prices

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

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

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

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

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

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

482. Choose the synonym to the word. allow

- refer
- require
- √ let
- promote
- find

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

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

484. Match the word to its definition. Someone who makes money by selling goods illegally in a place where they are not normally available.

- free marketeer
- market-oriented
- market-driven
- market-led
- √ black marketeer

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

- Planning
- Distributing
- √ Auditing
- Pricing
- Promoting

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

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

487. Complete the sentence: is the process of planning, designing, pricing, promoting and distributing ideas, goods and services in order to satisfy customers needs, so to make a profit.

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

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

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

489. Choose the correct variant: quraşdırmaq; устанавливать.

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

490. Choose the synonym of the word sample

- √ specimen
- scale
- capacity
- rollout
- research

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

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

492. Choose the synonym of the word. advanced

- obsolete
- useful
- ✓ progressive
- important
- correct

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

- ✓ meet
- agree
- discuss
- see
- discount

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

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

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

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

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

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

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

- positioning
- ✓ placement
- telemarketing
- undercutting
- line

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

- product mix
- ✓ product lifecycle
- product positioning
- product line
- product portfolio

499. Choose the synonym of the word. awareness

- collaboration
- ✓ recognition
- image
- placement

- force

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

- custom-built
- low-key
- fast-moving
- market-led
- ✓ consumer durables

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

- name
- label
- ✓ image
- awareness
- generics

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

- product range
- product placement
- product line
- product lifecycle
- ✓ product portfolio

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

- awareness
- perks
- durables
- ✓ Generics
- corners

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

- product range
- product line
- ✓ product catalogue
- product portfolio
- product placement

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

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

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

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

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

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

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

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

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

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

510. Complete the sentence: To achieve means

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

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

- have
- last
- ✓ keep
- make
- do

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

- production
- promoting
- ✓ goods
- designing
- advertising

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

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

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

- terms of delivery
- names of the buyers and sellers
- price and total value
- terms of payment

✓ a firm's accounting records

515. Choose the synonym of the word contract

- business
- enquire
- goods
- letter
- ✓ agreement

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

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

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

- Sign
- ✓ Agreement
- Description
- Effect
- Price

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

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

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

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

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

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

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

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

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

- letter
- commercial invoices
- pressure
- ✓ contract
- terms

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

- cycle
- ✓ decade
- percent
- benefits
- trace

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

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

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

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

526. Choose the opposite for the word. cheap

- fixed
- ✓ expensive
- exclusive
- basic
- main

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

- tag
- segment
- surplus
- range
- ✓ niche

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

- cut.
- hike
- ✓ tag
- boom
- controls

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

- hike
- boom

- ✓ war
- controls
- cut

530. Complete the sentence: Price cut is

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

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

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

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

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

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

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

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

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

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

- regulation
- transaction
- ✓ recession
- interaction
- competition

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

- loans
- contracts
- ✓ taxes
- insurance companies
- audit

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

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

538. Choose the synonym of the word safe

- √ reliable
- recurrent
- restricted
- decisive
- sufficient

539. Choose the synonym of the word foreign subsidiary

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

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

- assumption
- abundant
- √ commodity
- supply
- clothing

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

- benefit
- income
- revenue
- √ contribution
- profit

542. Choose the opposite of the word intricate

- sharp
- gradual
- contrary
- available
- √ simple

543. Choose the opposite of the word reduce

- negative
- √ increase
- insecurity
- hire
- outside

544. Choose the synonym of the word to enhance

- to motivate
- to deserve

- ✓ to boost
- to surplus
- to eliminate

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

- singular
- niche
- ✓ commercial
- particular
- free

546. Choose the synonym of the word. gift

- plan
- ✓ present
- design
- sample
- range

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

- ✓ campaign
- image
- promotion
- gift
- agency

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

- clicks and mortars
- sales area
- sales territory
- Shopping chart
- ✓ cross promotion

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

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

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

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

551. Choose the synonym of the word promotion

- ✓ support
- hire
- negative
- increase
- outside

552. Choose the synonym of the word decrease

- ✓ recession
- overdraw
- gap
- contention
- promotion

553. Choose the synonym of the word retain

- repay
- ✓ maintain
- comprise
- attempt
- impact

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

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

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

- purchase, capital
- ✓ spite of, obstacles
- recent, bank
- organizational, risk
- investor, household

556. Match the verb to correct with a noun:

- welfare
- currency
- ✓ inequality
- check
- taxes

557. Choose the opposite of the word internal

- ✓ external
- maximum
- minimal
- importal
- exportal

558. Choose the correct answer: What is the investment?

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

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

- ✓ Internet

- commercial TV
- shopping card
- traditional retailing
- radio

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

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

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

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

562. Choose the correct answer: What is auditing?

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

563. Choose the synonym of the word target

- ✓ aim
- support
- denomination
- account
- crime

564. Complete the sentence: To remove is

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

565. Choose the correct variant: istehsal xərcləri; издержки производства

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

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

- ✓ budget for
- report
- trade credit
- discount

- true

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

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

568. Complete the sentence: Sales target is...

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

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

- ✓ customer
- reseller
- distributor
- dealer
- middleman

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

- client
- auditor
- creditor
- end user
- ✓ distributor

571. Choose the synonym of the word. total cost

- variable
- ✓ overall
- limited
- single
- external

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

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

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

- target
- trade
- ✓ fixed
- special
- variable

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

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

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

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

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

- grow
- ✓ higher profits
- failure
- machines
- raise

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

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

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

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

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

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

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

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

581. Complete the sentence: A company'sare its debts to suppliers, lenders, tax authorities, etc.

- ✓ liabilities
- burdens
- targets
- overheads

- spinners

582. Choose the synonym of the word. depreciation

- ✓ amortization
- design
- realization
- requirement
- distributing

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

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

584. Complete the sentence: Credibility is

- ✓ possibility
- currency
- mankind
- judgement
- figures

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

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

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

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

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

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

588. Choose the correct answer: What are assets?

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

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

- marketing
- assets
- brands
- capitals
- ✓ liabilities

590. Choose the synonym of the word “liability”

- ✓ debt
- balance
- payment
- enterprise
- asset

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

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

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

- money
- book
- Bank
- portal
- ✓ capital

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

- activities
- Laboratories
- countries
- ✓ industries
- commodities

594. Choose the synonym of the word collateral

- dividend
- ✓ security
- capital
- lender
- budget

595. Chose the correct answer: What is the principal?

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

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

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

- ✓ make a loss
- make a profit

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

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

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

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

599. Choose the synonym of the word. repay.

- borrow
- spend
- margin
- trade
- ✓ compensate

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

- launch
- research
- property
- share
- ✓ reporting

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

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

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

- property
- payment
- ✓ leverage
- security
- loan

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

- profit
- relevant
- ✓ principal
- percentage
- borrower

604. Choose the synonym of the word: bail out

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

605. Choose the correct variant; sövdələşmə; сделка;

- regulation
- solution
- ✓ transaction
- allocation
- composition

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

- tend
- ✓ protect
- benefit
- utilize
- govern

607. Choose the opposite of the word attainment

- function
- effect
- frame
- ✓ failure
- precious

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

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

609. Choose the synonym of the word to wind up

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

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

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

611. Choose the synonym of the word merger

- debt crisis
- bailouts
- ✓ takeover

- sell-offs
- non-core assets

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

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

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

- to stop operating as a business
- to buy other company
- to change an unsuccessful business and make it successful
- to increase something or make it larger
- ✓ to ask for a period of time before paying back debts.

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

- a company`s debt, especially when considered as a problem
- the occasion when a company persuades lenders to change repayment dates and terms
- ✓ the occasion when a company has serious difficulty in repaying its debt.
- the occasion when a company fails to make debt repayment
- the occasion when a company repays its debt or interest on it

615. Match the word to its definition. Specialists who wind up the company – they sell the company`s assets and pay out what they can to creditors.

- bailouts
- borrower
- commuter
- distributors
- ✓ receivers

616. Choose the synonym of the word. collapsed

- fired
- laid off
- applied
- ✓ crashed
- shipped

617. Choose the synonym of the word: merge

- attempt
- ✓ join
- lend
- buy
- share

618. Complete the sentence: Money which is charged by a bank for borrowing money is.....

- loan
- principal
- ✓ interest
- percentage
- capital

619. Complete the sentence: I have an account which I share with someone means , I have a ...

- ✓ joint account
- checking account
- deposit account
- savings account
- current account

620. Complete the sentence: Internet banking allows you to check your balance ...

- on the phone
- in a line
- ✓ on line
- On TV
- on the radio

621. Complete the sentence: A mortgage is ...

- a loan to pay contributions
- ✓ a loan to buy a house
- a loan to buy a car
- a loan to buy a share
- a loan to pay a current account

622. Complete the sentence: Company has spend a large of money on their new site.

- ✓ amount
- deal
- charity
- piece
- share