



1. Mechanisms involved in moving goods or services from the point of production to the point of consumption is called

 - a. profession
 - b. indication
 - c. distribution
 - d. cooperation

2. The distribution of part of the earning of a company to its shareholders is called ...

 - a. investment
 - b. liable
 - c. enterprise
 - d. dividend

3. The company ... the manager for some action which caused damages on the products.

 - a. followed
 - b. praised
 - c. sued
 - d. approved

4. They encouraged employees to ... share in the firm.

 - a. sale
 - b. sell
 - c. give
 - d. purchase

5. The only thing that distinguishes a non-business organization from a business organization is

 - a. making a profit
 - b. employing staff
 - c. working in collaboration
 - d. providing goods

6. Two companies have reached a(n) ... to divide the money into equal parts.

 - a. market
 - b. agreement
 - c. operation
 - d. behavior



7. He's hoping for a career in ... or public relations.
- selling
 - pricing
 - marketing
 - planning
8. The land and buildings owned by someone specially by a company are called
- shares
 - unions
 - stakes
 - premises
9. The manager will have to ask the accounts department about invoices that's not his
- supply
 - need
 - focus
 - preserve
10. Production efficiency, distribution and cost are concentrated in in order to attract customer attention.
- sales orientation
 - production orientation
 - market orientation
 - corporate planning
11. The two business clinched the deal quickly.
- adopted
 - geared
 - confirmed
 - designated
12. There is some in the rate of economic growth in our country.
- communication
 - transmission
 - acceleration
 - subordination



13. Such goods are presented withouthowever they can affect the good prices.
- intermediary
 - trading
 - promotion
 - publicity
14. A person or business that gives money for somebody's training is called
- worker
 - operator
 - sponsor
 - manager
15. Something is wrong with our plan but we have not....the trouble yet.
- pinpointed
 - distributed
 - oriented
 - directed
16. There is high...over price rises for food and utilities like heating and telephone calls.
- acquisition
 - restriction
 - mission
 - inflation
17. The UN has clamped economic sanctions on the country.
- prevented
 - enhanced
 - suppressed
 - canceled
18. The potential loss of control over ownership or benefits enterprise due to action taken by a foreign government refers to...risk.
- economical
 - cultural
 - environment
 - political



19. Applicants for government posts are always investigated.
- examined
 - rejected
 - refused
 - accepted
20. The purchase and sales of goods and services are called...
- careers
 - functions
 - transactions
 - regulations
21. Authority to make financial decisions has been delegated to a special committee.
- enhanced
 - given
 - taken
 - surveyed
22. It is always better to...a problem before it arises than to search for a solution afterwards.
- show
 - anticipate
 - make
 - generate
23. Short- term and long - term decisions are made by...
- responsibility centers
 - decision makers
 - lower&middle level managers
 - top managers
24. A company that owns other companies is called...
- parent company
 - affiliated company
 - subsidiary company
 - private company
25. He find it convenient to be able to do his banking by phone." convenient" means.....
- difficult
 - global
 - suitable
 - local



26. The company's ...of current assets to current liabilities is 5 to 1.

- a. attribute
- b. shortfall
- c. ratio
- d. host

27. He ...his income by writing many articles for the newspapers.

- a. surveyed
- b. investigated
- c. avoided
- d. augmented

28. The extra features that give desirable benefits, special services and enhance the generic product refer to...

- a. Generic product
- b. added value
- c. distinctive feelings
- d. special field

29. A company has...when it obtains control of its competitors.

- a. backward integration
- b. horizontal integration
- c. forward integration
- d. mass product

30. The type of competition in which firms try to take customers from one another is called ...

- a. rivalry
- b. bargaining
- c. substituting
- d. profitability