

## 3902 Inggris dili

1. Sual: Choose the right preposition. More recent experience suggests that reduction \_\_\_\_ unemployment to 5.5 percent \_\_\_\_ the labor force is about as well as we can do.
- of ,of+
  - for ,at
  - from, of
  - in, for
  - during, for
2. Sual: Choose the right preposition. Macroeconomists measure overall economic activity; analyze the determinants \_\_\_\_such activity \_\_\_\_ the use \_\_\_\_ macroeconomic theory.
- of ,by, of+
  - by, of, for
  - from, by, of
  - of ,in, of
  - of ,at, in
3. Sual: Choose the right preposition. The word macroeconomics means economics \_\_\_\_the large.
- In+
  - at
  - of
  - from
  - instead
4. Sual: Choose the right preposition. An important task ... macroeconomics is to develop ways ... aggregating the values of the economic activities ... individuals and firms into meaningful totals.
- of, of, of,+
  - of, -, of
  - , of, of,
  - of, of, -
  - , -, of
5. Sual: Choose the right preposition. Macroeconomics is concerned ... such major policy issue ... the attainment and maintenance ... full employment and price stability.
- with, as, of+
  - as, of, with
  - , with, of
  - of, -, as
  - with, of, -
6. Sual: Choose the right synonym of the word with the capital letters. Experiences teach that it won't be possible to eliminate INFLATION entirely without inducing a major recession combined with high unemployment.
- Price increase+
  - Slow down
  - Conduct
  - Receive
  - Unite

7. Sual: Choose the synonym of the word with the capital letters. The macroeconomist's concerns are with such GLOBAL questions as total production, total employment, the rate of change of overall prices.

- a. Universal+
- b. small
- c. conservative
- d. little
- e. impossible

8. Sual: Choose the synonym of the word with the capital letters. An IMPORTANT task of macroeconomics is to develop ways of aggregating the values of the economic activities of individuals and firms into meaningful totals.

- a. Significant+
- b. Protective
- c. Safe
- d. Vicious
- e. Minor

9. Sual: Choose the synonym of the word with the capital letters. Similarly, an overambitious employment target would produce labor shortages and WAGE inflation.

- a. Salary+
- b. goods
- c. product
- d. outgoings
- e. expenditure

10. Sual: Choose the right word. To this end such concepts as gross \_\_\_\_\_ product, national income, personal income, and personal disposable income have been developed.

- a. Domestic+
- b. fresh
- c. external
- d. employment
- e. foreign

11. Sual: Choose the right word. Macroeconomic theory forecasts \_\_\_\_\_ economic activity.

- a. Future+
- b. past
- c. induce
- d. maintenance
- e. reduction

12. Sual: Choose the right word. \_\_\_\_\_ means economics in the large.

- a. Macroeconomics+
- b. microeconomics
- c. marketing
- d. economy
- e. business

13. Sual: Choose the right word. Optimization plays a \_\_\_\_\_ role in microeconomics.

- a. Key+
- b. unnecessary
- c. trivial

- d. insignificant
- e. impossible

14. Sual: Choose the right preposition. Experience teaches that it would not be possible to eliminate inflation entirely \_\_\_\_\_ inducing a major recession combined \_\_\_\_\_ high unemployment.

- a. without, with+
- b. against, before
- c. with, before
- d. without, against
- e. with, without

15. Sual: Choose the right synonym of the word with the capital letters. Macroeconomic analysis attempts to explain how the magnitudes of the PRINCIPAL macroeconomic variables are determined and how they interact.

- a. Major+
- b. small
- c. torrential
- d. ambush
- e. chilly

16. Sual: Choose the right word. To this end such concepts as gross \_\_\_\_\_ product, national income, personal income, and personal \_\_\_\_\_ income have been developed.

- a. domestic, dispose
- b. value, dispose
- c. national, dispose
- d. domestic, disposable+
- e. domestic, inflationary

17. Sual: Choose the right word. Macroeconomic theory forecasts \_\_\_\_\_ economic activity.

- a. Future+
- b. past
- c. induce
- d. maintenance
- e. reduction

18. Sual: Choose the correct synonym of the word with the capital letters. Macroeconomist is interested in the determination of individual prices and RELATIVE prices.

- a. Comparative+
- b. different
- c. various
- d. changeable
- e. constant

19. Sual: Choose the correct antonym of the word with the capital letters. Nonetheless, major DISTINCTIONS remain between the two major branches of economics.

- a. Difference
- b. simplicity
- c. utility
- d. identity
- e. similarity+

20. Sual: Choose the correct answer. I was born ... august 22, 1980.
- in
  - on+
  - from
  - of
  - since
21. Sual: Choose the correct answer. Three years ago I ... school number 263 in Baku.
- finish
  - to finish
  - finished+
  - am finishing
  - graduate
22. Sual: Choose the correct answer. We take examinations ... the end of each term of the academic year.
- in
  - of
  - from
  - at+
  - on
23. Sual: Choose the correct answer. It's very difficult ... work and study but we do our best to become good specialists.
- to combine+
  - to write
  - to read
  - to collect
  - combine
24. Sual: Choose the correct answer. Many students come from different cities and villages and they live at the ... .
- office
  - hostel+
  - university
  - work
  - villages
25. Sual: Choose the correct answer. I often invite my friends to my place to listen to music, to dance and have a ... with my mother's cakes.
- cup of tea+
  - sugar
  - cup
  - glass
  - cups coffee
26. Sual: Choose the correct answer. Some of my friends are married and ... children.
- |      |          |     |     |       |
|------|----------|-----|-----|-------|
| Have | to have+ | has | are | to be |
|------|----------|-----|-----|-------|
27. Sual: Choose the correct answer. I would like ... my education and do my future career.
- continue
  - to continue+

- c. to study
  - d. finish
  - e. start
28. Sual: Choose the correct answer. In England and Wales ... school begins at the age of five.
- a. compulsory+
  - b. middle
  - c. toddler
  - d. college
  - e. higher
29. Sual: Choose the correct answer. In the higher classes of Primary school ... learn geography, history, religion.
- a. children+
  - b. student
  - c. learner
  - d. pupil
  - e. somebody
30. Sual: Choose the correct answer. Some parents ... private schools for their children.
- a. choose+
  - b. to choose
  - c. go
  - d. study
  - e. wants
31. Sual: Choose the correct answer. In England there are 47 universities, ... the Open University which teaches via TV and radio.
- a. include
  - b. to include
  - c. via
  - d. including+
  - e. beginning
32. Sual: Choose the correct answer. Money spent for brain is ... spent in vain.
- a. never+
  - b. always
  - c. often
  - d. every time
  - e. sometimes
33. Sual: Choose the correct answer. Many people study English ... the education systems.
- a. with
  - b. off
  - c. outside+
  - d. before
  - e. including
34. Sual: Choose the correct answer. English will be ...regularly in my future work.
- a. considered
  - b. to consider
  - c. using

- d. required+
- e. to require

35. Sual: Choose the correct answer. Education ... a central role in the selection of men and women for management jobs.

- a. play
- b. consider
- c. imagine
- d. considered
- e. plays+

36. Sual: Choose the correct answer. It's impossible to make any ... in business without good knowledge of foreign language.

- a. career+
- b. management
- c. administration
- d. knowledge
- e. affairs

37. Sual: Choose the correct answer. I expect ... English in speaking and listening face to face and telephone, radio, television communication.

- a. consider
- b. imagination
- c. consideration
- d. think
- e. to use+

38. Sual: Choose the correct answer. I'll be using English with my colleagues and with ... of community at large.

- a. man
- b. woman
- c. members+
- d. colleague
- e. television

39. Sual: Choose the correct answer. English is the language of ... and business.

- a. oil
- b. gas
- c. banking+
- d. labor
- e. manager

40. Sual: Choose the correct answer. Now I'm attending ... at the British Council Center to improve my English.

- a. German classes
- b. French lessons
- c. Spanish classes
- d. English classes+
- e. Painting classes

41. Sual: Choose the correct answer. This college ... in 1249.
- is found
  - was founded+
  - was found
  - has been established
  - formed
42. Sual: Choose the correct answer. It is not easy ... at Oxford University to study for a degree.
- to be a place
  - to get a place+
  - got a place
  - has a place
  - have place
43. Sual: Choose the correct answer. Oxford is, of course, famous for its first-class ... as well as its beautiful buildings.
- instructs
  - reading
  - education+
  - educate
  - writing
44. Sual: Choose the correct answer. Some of the most intelligent men and ... in the country live and work here.
- woman
  - women+
  - child
  - adult
  - toddler
45. Sual: Choose the correct answer. Oxford give ... what they need.
- there
  - their
  - them+
  - his
  - our
46. Sual: Choose the correct answer. Language of modern business is ....
- English+
  - Chinese
  - French
  - Russian
  - Spanish
47. Sual: Choose the correct answer. Official language of international aviation is ... .
- French
  - English+
  - Russian
  - Spanish
  - Chinese

48. Sual: Choose the correct answer. We take ... at the end of each term of the academic year.
- to pass examinations
  - examinations+
  - books
  - English lessons
  - copy books
49. Sual: Choose the correct answer. At the University we receive ... in different subjects and we work on our own.
- Instructions+
  - instructive
  - examination
  - exercises
  - exams
50. Sual: Choose the correct answer. Every day I attend ... and classes.
- exams
  - lectures+
  - instructive
  - exercises
  - tasks
51. Sual: Choose the correct answer. At the Azerbaijan State Economic University we study many ... subjects.
- geographic
  - historic
  - economic+
  - mathematic
  - philology
52. Sual: Choose the correct answer. There are many ... at our University: Accounting, Finance and Credit, Management, International Economic Relations, Business administration etc.
- facilities
  - faculties+
  - study
  - sciences
  - specialists
53. Sual: Choose the correct answer. The students ... to be specialists for different branches of the economy.
- are been trained
  - is trained
  - are trained+
  - are studied
  - educated
54. Sual: Choose the correct answer. Economics is the science which is based ... of our everyday life.
- with the facts
  - upon the facts+
  - through the facts
  - figures



e. in some figures

55. Sual: Choose the correct answer. The science of economics is concerned with all our ... and wants.

- a. material needs+
- b. material
- c. special needs
- d. facts
- e. economy

56. Sual: Choose the correct answer. Economists study the facts of the ... .

- a. economic
- b. material
- c. economy+
- d. historical facts
- e. mathematics

57. Sual: Choose the correct answer. Two common financial statements are the ... and the income statement.

- a. account sheet
- b. balance
- c. accounting
- d. sheet
- e. balance sheet+

58. Sual: Choose the correct answer. People who specialize in the field of ... are known as accountants.

- a. finance
- b. management
- c. business
- d. teaching
- e. accounting+

59. Sual: Choose the correct answer. One of the purposes is to ascertain whether you have made a ... or loss during a given period.

- a. Profit+
- b. to profit
- c. get profit
- d. offer
- e. purpose

60. Sual: Choose the correct answer. The function of an accountant is to provide ... that managers can use to make decisions.

- a. quantity
- b. informative
- c. quantitative information+
- d. profit
- e. loss

61. Sual: Choose the correct answer. Accounting shows ... picture of the firm.

- a. administrative
- b. management

- c. finance
- d. account
- e. financial +

62. Sual: Choose the right preposition. The optimizing behavior \_\_individual units such as households and firms provide the foundation \_\_ microeconomics.

- a. of, for+
- b. at, from
- c. in, from
- d. for, of
- e. of, in

63. Sual: Choose the right preposition. \_\_\_\_\_ one time there was a sharp distinction \_\_\_\_\_ both methodology and subject matter \_\_\_\_\_microeconomics and macroeconomics.

- a. At, in, between+
- b. In, at, between
- c. Between, at, in
- d. In, Between, in
- e. At, between, since

64. Sual: Choose the right preposition. Opportunity cost is an important concept \_\_\_\_\_ microeconomics.

- a. In+
- b. since
- c. at
- d. on
- e. between

65. Sual: Choose the right preposition. Microeconomic theory is used extensively ... many areas ... applied economics.

- a. in, of+
- b. on, in
- c. in ,for
- d. at, of
- e. in, in

66. Sual: Choose the synonym of the word with the capital letters. Opportunity cost is an IMPORTANT concept in microeconomics.

- a. Main+
- b. insignificant
- c. trivial
- d. small
- e. minor

67. Sual: Choose the synonym of the word with the capital letters. The PRODUCER is assumed to maximize profit or minimize cost subject to the technological constrains under which the firm operates .

- a. manufacturer+
- b. consumer
- c. costumer
- d. retailer
- e. employer

68. Sual: Choose the right word. Many courses of action are \_\_\_\_\_ in terms of what is sacrificed so that they might be undertaken.

- a. Valued+
- b. derived
- c. investigated
- d. remained
- e. sacrificed

69. Sual: Choose the right word. \_\_\_\_\_ of social welfare sometimes is the criterion for the determination of public policy.

- a. Optimization+
- b. exchange
- c. economic subfields
- d. public policy
- e. opportunity cost

70. Sual: Choose the right word. Microeconomic theory is used extensively in many areas of \_\_\_\_\_ economics.

- a. Applied+
- b. income
- c. free
- d. smart
- e. cute

71. Sual: Choose the right word. The opportunity cost of public project is the value of the additional goods that the private sector would have \_\_\_\_\_ with the resources used for the public project.

- a. Produced+
- b. diminished
- c. applied
- d. ambushed
- e. exchanged

72. Sual: Choose the right word. The methodological distinction \_\_\_\_\_ somewhat blurred during the 1970s.

- a. became+
- b. brought
- c. earned
- d. learnt
- e. studied

73. Sual: Choose the right word. Opportunity ... is an important concept in microeconomics.

- a. Cost+
- b. product
- c. goods
- d. prices
- e. valuable

74. Sual: Choose the right word. Opportunity cost is an important concept in \_\_\_\_\_.

- a. Microeconomics+
- b. advertising

- c. price
- d. economy
- e. accounting

75. Sual: Choose the right word. Microeconomic theory is used extensively in many areas of applied \_\_\_\_\_

- a. economics+
- b. macroeconomy
- c. pricing
- d. advertising
- e. accounting

76. Sual: Give the equivalent of the word with the capital letter. I am an ACCOUNTANT of a big company.

- a. book-keeps
- b. book-maintain
- c. book-keeper+
- d. accountancy
- e. financial worker

77. Sual: Give the equivalent of the word with the capital letter. They get much PROFIT from sales.

- a. coins
- b. paper money
- c. currency
- d. benefit+
- e. outcome

78. Sual: Give the equivalent of the word with the capital letter. At the end of the financial year a company must prepare its annual REPORT.

- a. Statement+
- b. newspaper
- c. wallpaper
- d. desire
- e. tax

79. Sual: Give the equivalent of the word with the capital letter. Your company HAS A LOT OF DEBTS.

- a. be in the black
- b. be in the red+
- c. be in the grey
- d. be in the brown
- e. be in the dark blue

80. Sual: Find the correct meanings of the followings: to do an account

- a. to do record
- b. to make profit
- c. to get business
- d. to do books+
- e. to do notebooks

81. Sual: Find the correct meanings of the followings: One kind of tax that taken before.
- after tax
  - pre-tax+
  - next tax
  - income tax
  - personal tax
82. Sual: Find the correct meanings of the followings: Total amount of profit before anything is taken away.
- net profit
  - ground profit
  - gross profit+
  - floor profit
  - pure profit
83. Sual: Find the correct meanings of the followings: Accounting that is presented in a positive light.
- Creative+
  - deduction
  - decrease
  - lower
  - creator
84. Sual: Find the correct meanings of the followings: When things are made to look better than they really are.
- window clothe
  - window curtain
  - window dressing+
  - window shade
  - window sill
85. Sual: Find the correct meanings of the followings: Another name for “standard”.
- right
  - result
  - research
  - rule+
  - record
86. Sual: Find the correct meanings of the followings: The final figure for profit or loss.
- bottle line
  - bottle glass
  - bottle tree
  - bottom account
  - bottom line+
87. Sual: Find the correct meanings of the followings: Not happening regularly.
- except
  - exceptional+
  - expect
  - besides
  - repetition

88. Sual: Find the correct meanings of the followings: Noun or verb related to “auditor”.
- audience
  - audacious
  - audit+
  - audio
  - auditory
89. Sual: Find the correct meanings of the followings: Another name for “hemorrhaging red ink”.
- bleeding red ink+
  - running red ink
  - going red ink
  - blood in red
  - red blood
90. Sual: Find the correct answers. What is capital?
- money that one can spend on his living
  - deposit in a bank
  - money that you made from kidnapping
  - money that a company or an organization uses to operate and develop+
  - paper money at home
91. Sual: Find the correct answers. Who is an investor?
- a person who comes from another country
  - a man that does business
  - a person who puts money in business to make more money+
  - a man who gathers much money
  - a person that trades in a market
92. Sual: Find the correct answers. What kind of capital can a company use?
- loans
  - debts
  - share or loan capital+
  - shares
  - stocks
93. Sual: Find the correct answers. How is called money that shareholder receive?
- divination
  - divider
  - division
  - divin board
  - dividend+
94. Sual: Find the correct answers. People who have shares or stocks.
- share takers
  - shareholders+
  - stock maker
  - share maker
  - holder share

95. Sual: Find the correct answers. What does leverage mean?
- The amount of loan capital
  - The amount of share capital
  - The loan and share capital that a company has
  - The amount of loan capital that a company has in relation to its share capital
  - money that a company lends
96. Sual: Find the correct meanings of the followings: Capital in the form of shares.
- loan capital
  - borrowing
  - equity+
  - security
  - leverage
97. Sual: Find the correct meanings of the followings: Someone who puts up money for a lot of new companies.
- a venture man
  - a venture capitalist+
  - a venture trader
  - a venture seller
  - the Buyer
98. Sual: Find the correct meanings of the followings: A lender
- an investor
  - a financial institution
  - an investor who borrows money from a banks
  - a bank which accepts money of people
  - an investor or a financial institution that lends money+
99. Sual: Find the correct meanings of the followings: Indebtedness.
- The total amount of debt that a company has+
  - a part of debt that a company has
  - An amount of profit that a company has
  - A number of benefit that an organization has
  - A small proportion which a company owns
100. Sual: Find the correct meanings of the followings: Sum of money borrowed.
- principle
  - principal+
  - principled
  - prince ling
  - princely
101. Sual: Find the correct meanings of the followings: A company that has difficulty in making payments on its debt.
- leverage
  - highly leveraged
  - highly geared
  - over leveraged+
  - gearing

102. Sual: Find the correct meanings of the followings: Property equipment or something valuable that is taken by the lender if the borrower can't repay the loan.

- a. collate
- b. collateral+
- c. collation
- d. collar
- e. interest

103. Sual: Find the correct meanings of the followings: another name for "collateral".

- a. secular
- b. security guard
- c. security+
- d. security risk
- e. security service

104. Sual: Find the correct meanings of the followings: Another name for "bonds".

- a. Debentures+
- b. shares
- c. stocks
- d. dollars
- e. currency

105. Sual: What limits the use of economic power?

- a. market
- b. competition+
- c. company
- d. budget
- e. capital

106. Sual: What causes changes in market prices?

- a. changes in demand and supply+
- b. changes in production
- c. changes in fiscal policy
- d. changes in domestic economy
- e. changes in economic climate

107. Sual: How many essential features does the framework of a market or capitalist system contains?

- a. five
- b. six+
- c. seven
- d. four
- e. two

108. Sual: Choose the correct word. The framework of a market or capitalist \_\_\_\_ contains six essential features

- a. society
- b. status
- c. system+
- d. community
- e. strategy



109. Sual: Choose the correct answer. A rival or opponent, who is trying to attract the same customers or to work in the same market.

- a. Competitor+
- b. manager
- c. supervisor
- d. middleman
- e. tax inspector

110. Sual: Choose the correct preposition. We shall use all these terms to stand \_\_\_\_ a market economy.

- a. with
- b. to
- c. in
- d. at
- e. for+

111. Sual: Choose the correct answer. We can approach the more realistic situation step \_\_\_\_ step.

- a. to
- b. on
- c. at
- d. by+
- e. in

112. Sual: Choose the correct answer. Man-made aids to production such as machines, factories, docks, oil refineries and road networks are known as \_\_\_\_.

- a. liabilities
- b. capital+
- c. contribution
- d. investment
- e. mortgage

113. Sual: Choose the correct answer. Workers will tend to move to those occupations and locations which offer the highest \_\_\_\_\_.

- a. expenditure
- b. wages+
- c. outgoing
- d. forecast
- e. budget

114. Sual: Choose the correct answer. Competition, as economists see it, is essentially \_\_\_\_\_ competition.

- a. Price+
- b. product
- c. knowledge
- d. service
- e. technology

115. Sual: Choose the correct answer. The decisions of \_\_\_\_\_ determine the supply of a commodity.

- a. buyers
- b. shareholders

- c. managers
- d. accountant
- e. producers+

116. Sual: Choose the correct answer. A business person, someone who starts and builds a business.

- a. manager
- b. entrepreneur+
- c. accountant
- d. stockbroker
- e. finance director

117. Sual: Choose the correct answer. What do you buy if you invest money in a company?

- a. accounts
- b. dividends
- c. letter of credit
- d. shares+
- e. property

118. Sual: Choose the correct answer. It provides us \_\_\_\_\_ a simplified model.

- a. in
- b. with+
- c. on
- d. by
- e. at

119. Sual: Choose the correct answer. A society may attempt to deal with the basic economic problems by allowing free play to what are known as \_\_\_\_\_.

- a. market forces+
- b. market economy
- c. market price
- d. market share
- e. marketing

120. Sual: Choose the correct answer. Consumers will spend their incomes \_\_\_\_\_ those things which yield the maximum satisfaction.

- a. On+
- b. to
- c. in
- d. at
- e. off

121. Sual: Choose the correct preposition. Each unit \_\_\_\_\_ the economy attempts to do what is best \_\_\_\_\_ itself.

- a. in, for+
- b. in, at
- c. on, off
- d. on, to
- e. at, in

122. Soal: Choose the correct preposition. Private property provides the owners of property \_\_\_\_\_ the form of rent, interest and profit.
- on
  - in+
  - at
  - by
  - with
123. Soal: Choose the correct answer. The name of all the property, equipment, investment and money owned by a company (or individuals).
- accounts
  - assets+
  - liabilities
  - deposit
  - commodity
124. Soal: What is an elaborate system of communication, in which innumerable free choices are aggregated and balanced against each other?
- banking system
  - market system
  - economic system
  - political system
  - price system+
125. Soal: Choose and use. Marketing was limited to \_\_\_\_\_ and distributing \_\_\_\_\_ goods.
- make orders; required
  - making requests; semi-finished
  - taking orders; finished+
  - taking orders; up-to-date
  - taking decisions; requested
126. Soal: Choose and use. In the 1920s production began \_\_\_\_\_ with demand.
- to catch on
  - to catch up+
  - to rely
  - to give
  - to work
127. Soal: Choose and use. The organization had to \_\_\_\_\_ what customers\_\_\_\_\_.
- refuse; want
  - determine; need+
  - ask; want
  - produce, sell
  - order: ask
128. Soal: Choose the correct synonym: PRODUCER
- consumer
  - buyer
  - customer
  - manufacturer+
  - purchaser

129. Sual: Choose the correct synonym: Consumer demands

- a. buyer persuasion
- b. customer requirements+
- c. consumer expenditures
- d. consumer responsibility
- e. consumer encouragement

130. Sual: Choose the correct synonym: to do business

- a. make deal
- b. make transaction+
- c. deal to
- d. make business
- e. no correct answer

131. Sual: Choose the correct synonym. Advertising expenditures

- a. commercial income
- b. advertising expenses+
- c. commercial forces
- d. advertisement accounts
- e. promotional accounts

132. Sual: Choose the correct translation. Firma gələcəkdə müvəffəqiyyət qazanmaq üçün istehlakçıların ayrı-ayrı mallara və xidmət növlərinə olan ehtiyaclarını öyrənməlidir. Фирма должна изучить спрос потребителей на отдельные виды товаров и услуг, для того чтобы иметь успех в будущем.

- a. The firm must study the needs of consumers for different goods and services to do well in future+
- b. First he must investigate the needs of consumers for various goods services to make success.
- c. The firm first investigates the needs of consumers then does well.
- d. The company before being success must study the consumers needs and services.
- e. The firm must investigate the consumers want for seperate goods for success.

133. Sual: Choose the correct translation. İyirminci əsrin əvvəllərinə qədər biznesmenlər əmtəə istehsalına xüsusi diqqət yetirirdilər. До начало 20-х годов предприниматели уделяли особое внимание производству товаров.

- a. Business produced mainly goods untill the twenties.
- b. Untill the early twenties century businessmen paid special attention toward the production of goods.+
- c. Untill the twentieth the businessmen paid attention to goods.
- d. Untill the twentyth the business were directed toward the production of goods.
- e. Untill the first half twentieth businessmen mainly consumed goods.

134. Sual: Choose the correct translation. Istehsalçılar nə istehsal edirdilərsə onu da sata bilirdilər. Производители продают все, что производят.

- a. Producers sold everything.
- b. Manufactures produced everything they sold.
- c. Producers could sell what they ordered.
- d. Manufacturers sold everything they produced.
- e. Manufacturers could sell everything they produced.+

135. Sual: Choose the correct translation. Firmalar ancaq istehlakçıya lazım olan malları istehsal etməyə başladı. Фирмы начали производить только необходимые для потребителей товар.
- Firms begin to produce merchandise
  - Firms began producing only consumer goods
  - Firms begin to produce necessary consumer goods
  - Companies decided to manufacture consumer goods.
  - Firms began to produce only the goods required by consumers.+
136. Sual: Complete the sentences. This new sales orientation was characterized by \_\_\_\_\_.
- production efficient
  - taking orders and delivering goods.
  - advertising expenditures.
  - sales techniques and sales forces.
  - increased advertising, enlarged sales forces and selling techniques.
137. Sual: Complete the sentences. The firm must be ready to modify any or all of its marketing activities \_\_\_\_\_.
- on the basis of his production.
  - regarding his sales efforts.
  - according to his plans.
  - on the basis of its feedback.+
  - determining the consumer satisfaction.
138. Sual: Supply the correct tenses. Something else \_\_\_\_\_ if products \_\_\_\_\_ as well as \_\_\_\_\_.
- was needed; were to sell; expected+
  - were needed; was to sell ; expected
  - are needed; is to sell; expects
  - was needed ; was to sell ; expected
  - is needed; were to sell; expects
139. Sual: Choose the correct translation. İyirminci illərdə istehsal tələblə ayaqlaşmağa başladı. В 20х годах производство начало равняться на спрос.
- In 1920 manufacture begun to up with demand.
  - In the 1920s production began to catch up with demand.+
  - In the 1920s production begun catch up with demand.
  - In 1920s production got behind demand.
  - In the 1920s production went up with needs.
140. Sual: Choose the antonym for FRIENDLY BID.
- frankly bid
  - sincere bid
  - hostile bid+
  - poison pill
  - acquisition
141. Sual: Choose the synonym FOR SUBSIDIARY.
- parent company
  - restructuring
  - non-core assets
  - another company that it owns+

- e. another company that it has lost
142. Sual: Choose the correct synonym for A STAKE.
- a. a holding+
  - b. poison pill
  - c. subsidiary
  - d. non core assets
  - e. divestment
143. Sual: Choose the correct synonym FOR ALLIANCE.
- a. poison pill
  - b. acquisition
  - c. merger
  - d. divestment
  - e. joint venture+
144. Sual: Choose the correct answer. Our company holds 55 percent of stake. it has .....
- a. minority stake
  - b. average stake
  - c. joint venture
  - d. majority stake+
  - e. average stake
145. Sual: Choose the correct synonym FOR CORE ACTIVITY.
- a. non-core activity
  - b. main activity+
  - c. diversification
  - d. separate activity
  - e. different activity
146. Sual: Choose the correct variant for POISON PILL.
- a. eat me and you will recover
  - b. eat me and you will be healthy
  - c. eat me and you will not be ill
  - d. eat me and you will die+
  - e. eat me and you will not catch disease
147. Sual: Give the correct synonym FOR SPECTACULAR gains.
- a. big decreases in value
  - b. big decline in value
  - c. big drop in value
  - d. big increase in value+
  - e. small increases in value
148. Sual: Choose the correct answer. Bull market means .....
- a. declining prices
  - b. decreasing prices
  - c. dropping prices
  - d. rising prices+
  - e. fluctuating prices

149. Sual: Choose the correct answer. Panic selling means .....
- selling shares for high prices
  - selling shares for average prices
  - selling shares for any prices+
  - selling shares for market prices
  - selling shares for a rally prices
150. Sual: Choose the correct answer. A rally is .....
- prices starting to drop again
  - prices starting to decline again
  - prices starting to decreasing again
  - prices starting to rise again+
  - prices starting to falling again
151. Sual: Choose the correct answer. CHANGING HANDS
- stocks being bought and sold+
  - stocks being bought and purchased
  - stocks being bought and declined
  - stocks being decreased
  - stocks are sold for any price
152. Sual: Choose correct synonym for COLLAPSE.
- prosperity
  - a rally
  - crash+
  - high turnover
  - big increases
153. Sual: Choose the correct antonym for CRASH.
- collapse
  - decline
  - drop
  - prosperity+
  - decrease
154. Sual: BLUE CHIPS mean .....
- companies with history of profit in every economic conditions.
  - companies with history of loss
  - companies with history of fluctuation
  - companies with history of decline
  - companies with history of crash
155. Sual: Choose the correct answer. High turnover means .....
- spectacular declines
  - large number of stocks in circulation+
  - small number of stocks in circulation
  - medium number of stocks in circulation
  - spectacular crash
156. Sual: Choose the correct answer. To seem bullish means ....
- to seem pessimistic
  - to seem sad

- c. to seem gloomy
- d. to seem optimistic+
- e. to seem broken

157. Sual: Choose correct antonym for SPECTACULAR gains.

- a. big increases in value
- b. huge rise in value
- c. enormous growth in value
- d. big decrease in value+
- e. big prosperity in value

158. Sual: Choose the wrong variant. \_\_\_\_\_ of the company. 1. stake 2. interest 3. stick 4. holding 5. hold

- a. 1, 3
- b. 2, 3
- c. 3, 5+
- d. 4, 5
- e. 3, 4

159. Sual: Choose the correct variant. Special class of shares that will be very expensive for predator to buy is named as \_\_\_\_\_.

- a. friendly bid
- b. hostile bid
- c. white knight
- d. acquisition
- e. poison pill+

160. Sual: Choose the correct synonym for ACQUIRE.

- a. Obtain+
- b. loose
- c. turn down
- d. turn off
- e. refuse

161. Sual: Choose the correct synonym for MERGE.

- a. split
- b. join+
- c. divide
- d. separate
- e. cut into

162. Sual: Choose the correct synonym for OFFER.

- a. turn down
- b. refuse
- c. suggest+
- d. not to accept
- e. obtain

163. Sual: Choose the correct statement.

- a. mergers are always profitable
- b. mergers are not profitable
- c. mergers may be both profitable and not profitable+



- d. mergers are non profitable
  - e. mergers are useless
164. Sual: Choose the right preposition. Producers sell \_\_\_\_\_ consumers \_\_\_\_\_ several major reasons.
- a. to, for+
  - b. to, in
  - c. in, for
  - d. for, to
  - e. about, to
165. Sual: Choose the right preposition. Producers can easily control the quality and the price ...their products.
- a. Of+
  - b. for
  - c. at
  - d. in
  - e. against
166. Sual: Choose the right preposition. Producers sell directly ... retailers who can buy ... large quantities.
- a. to, in+
  - b. on, through
  - c. at, for
  - d. from, into
  - e. for, in
167. Sual: Choose the right preposition. Agents are functional middlemen who are compensated ... commissions paid ... producers.
- a. by, by+
  - b. by, in
  - c. off, by
  - d. through, off
  - e. against, from
168. Sual: Choose the right preposition. The agent is an independent intermediary entity ... the producer and the user.
- a. Between+
  - b. in
  - c. for
  - d. across
  - e. against
169. Sual: Choose the right preposition. This channel is used ... perishable products and ... high-fashion products which must reach the consumer ... the shortest possible time.
- a. for, for, in+
  - b. for, for, -
  - c. of, -, in
  - d. of, of, in
  - e. -, for, -

170. Sual: Choose the right preposition. A retailer is a middleman who buys ...producers and sells ... consumers.
- from, to+
  - to, to
  - , to
  - from, -
  - for, to
171. Sual: Choose the right preposition. Wholesalers simplify the process ... distribution.
- Of+
  - to
  - 
  - for
  - off
172. Sual: Choose the right preposition. They don't have to pay ... the service ... intermediaries.
- for, of+
  - of, for
  - , of
  - , -
  - of, of
173. Sual: Choose the synonym of the word with the capital letters. Producer-retailer-consumer channel is most often used for products that are BULKY.
- required
  - small
  - lower
  - massive+
  - light
174. Sual: Choose the synonym of the word with the capital letters. It's a channel for perishable PRODUCTS.
- needs
  - wants
  - merchandise+
  - requirements
  - deals
175. Sual: Choose the synonym of the word with the capital letters. Producers may use agents to REACH wholesalers.
- to contact with+
  - touch
  - assets
  - appreciate
  - evaluate
176. Sual: Choose the synonym of the word with the capital letters. This channel used for products which are SOLD through thousands of outlets to millions of consumers.
- Realized+
  - decorated
  - damage
  - stored

e. purchased

177. Sual: Choose the antonym of the word with the capital letters. Often a manufacturer uses different distribution channels to reach DIFFERENT market segments.

- a. similarity
- b. alike+
- c. small
- d. various
- e. variety

178. Sual: Choose the synonym of the words with the capital letters. PRODUCERS can better control the quality and prices of their PRODUCTS.

- a. manufacturers, managements
- b. consumers, operate
- c. constructors, deal
- d. consumers, direct
- e. manufacturers, merchandise+

179. Sual: Choose the right word. Multiple channels are also used to \_\_\_\_ sales or to capture a larger share of the market.

- a. Raise+
- b. slow down
- c. lower
- d. rise
- e. deteriorate

180. Sual: Choose the right word. The very short channel allows the producer to \_\_\_\_ customers with expert and timely services ,such as delivery, machinery installation and repairs.

- a. divide
- b. capture
- c. evaluate
- d. repair
- e. provide+

181. Sual: Choose the right word. The \_\_\_\_ is an independent intermediary between the producer and the user.

- a. customer
- b. consumer
- c. middleman+
- d. intermediation
- e. vending machine

182. Sual: Choose the right word. Generally, agents \_\_\_\_ sellers.

- a. evaluate
- b. deal
- c. buy
- d. hide
- e. represent+

183. Sual: Choose the right word. ... includes no marketing intermediaries.

- a. The direct channel+
- b. Producer-retailer-consumer channel

- c. Producer-wholesaler-retailer-consumer channel
- d. Manufacturer-wholesaler -consumer channel
- e. Manufacturer to agent middleman to industrial user channel

184. Sual: Choose the right word. Producers sell directly to consumers for several ....

- a. Causes+
- b. price
- c. quality
- d. order
- e. quantity

185. Sual: Choose the right word. ... is a middleman who buys from producers or other middlemen and sells to consumer.

- a. A retailer+
- b. A producer
- c. A buyer
- d. A customer
- e. A manufacturer

186. Sual: Choose the right word. When products are carried by many retailers the producers can't ... with all of them.

- a. Deal+
- b. ship
- c. deliver
- d. produce
- e. buy

187. Sual: Choose the right synonym of the word with the capital letters. Multiple channels are also USED to increase sales or to capture a larger share of the market.

- a. Utilized+
- b. provided
- c. enlarged
- d. satisfied
- e. wanted

188. Sual: Complete the sentence with expression. When a country exports more than it imports, it has \_\_\_\_:

- a. the balance of payment
- b. a trade surplus+
- c. the trade balance
- d. the trade gap
- e. a balance sheet

189. Sual: Complete the sentence with expression. \_\_\_\_ are figures showing how well a country's economy is working.

- a. account
- b. economic indicator
- c. economic indicators+
- d. economic indicates
- e. trade balance

190. Sual: Complete the sentence with expression. \_\_\_\_ is rising prices.
- trade gap
  - inflation+
  - unemployment
  - economic indicators
  - trade deficit
191. Sual: Complete the sentence with expression. \_\_\_\_ is the value of goods and services produced in our country or area.
- GDP
  - economic output+
  - gross national product
  - growth rate
  - trade balance
192. Sual: Complete the sentence with expression. Someone who arranges multibillion dollar loans to governments works in \_\_\_\_:
- high finance and inefficient
  - uneconomical
  - high finance and efficient+
  - low finance
  - medium finance
193. Sual: Complete the sentence with expression. Prices are rising very slowly: with an \_\_\_\_ of two percent year, \_\_\_\_ is in control.
- inflation rate, inflation+
  - trade deficit, jobless
  - deflation rate, conglomerate
  - imports, trade surplus
  - export, trade gap
194. Sual: Complete the sentence with expression. If you obtain money for investment in a business project, you raise \_\_\_\_:
- financial
  - financially
  - high finance
  - finances
  - finance+
195. Sual: Complete the sentence with expression. \_\_\_\_\_ is the speed at which a company's economy prospers and acquires prosperity .
- gross national product
  - growth
  - growth domestic product
  - the growth rate+
  - a trade balance
196. Sual: Complete the sentence with expression. If the company imports more than exports, it is named as \_\_\_\_.
- balance of trade
  - inflation rate
  - trade deficit+

- d. trade surplus
  - e. trade gap
197. Sual: Choose the correct answer. \_\_\_\_\_ is the amount of goods and services that people want in a particular period.
- a. supply
  - b. demand+
  - c. needs
  - d. wants
  - e. boom
198. Sual: Choose the correct answer. \_\_\_\_\_ is when there is rising demand, and other indicators are strong.
- a. boost
  - b. fall
  - c. boom+
  - d. slash
  - e. slump
199. Sual: Choose the correct answer. Inflation \_\_\_\_ when it reaches its highest level.
- a. Peaks+
  - b. troughs
  - c. stables
  - d. bottoms
  - e. demands
200. Sual: Choose the correct answer. \_\_\_\_\_ is when the economy is growing slowly or not at all.
- a. recession
  - b. slump
  - c. depression
  - d. stagnation+
  - e. crisis
201. Sual: Choose the correct answer. \_\_\_\_\_ is when slow growth is combined with prices that are increasing fast.
- a. peak
  - b. recession
  - c. stagflation+
  - d. boom
  - e. trough
202. Sual: Choose the correct answer. A \_\_\_\_\_ is a very bad recession.
- a. Slump+
  - b. peak
  - c. boom
  - d. demand
  - e. stable
203. Sual: Choose the correct answer. The number of people without \_\_\_\_\_ has gone up quickly.
- a. level
  - b. employ

- c. works
- d. unemployment
- e. work+

204. Sual: Choose the correct synonym for “A slump”

- a. a crisis+
- b. a boom
- c. a bust
- d. a trough
- e. a peak

205. Sual: Choose the correct answer. A depression is a very \_\_\_\_\_ slump.

- a. low
- b. appropriate
- c. suitable
- d. good
- e. bad +

206. Sual: Find the right definition. A group of companies in the same market usually agree to fix prices at a certain level, so they don't have to compete with each-other. What is it?

- a. market rigging
- b. price fixing+
- c. bribery
- d. insider dealing
- e. market riggery

207. Sual: Fill in the gaps with the right word. Once, a gang counterfeited millions of \_\_\_\_\_ in a garage.

- a. money
- b. bank
- c. books
- d. notes
- e. banknotes+

208. Sual: Fill in the gaps with the right word. Money \_\_\_\_\_, hiding the illegal origin of money, is common - gangsters buy property with money from drugs.

- a. washing
- b. -
- c. deposit
- d. laundering+
- e. fixing

209. Sual: Fill in the gaps with the right word. Now \_\_\_\_\_ luxury goods is not a problem.

- a. embezzlement
- b. counting
- c. fraud
- d. faking+
- e. embezzled

210. Sual: Choose the correct answer. Somebody who receives bribe is \_\_\_\_\_ and involved in \_\_\_\_\_.
- corrupt, corruption+
  - briber, bribery
  - fraud, frauding
  - corrupt, counterfeiting
  - düzgün cavab yoxdur
211. Sual: Find the right definition. An illegal payment to persuade smb. to do something.
- fraud
  - faking
  - money laundering
  - bribe+
  - money
212. Sual: Find the right definition. Informal name of a bribe.
- sleaze
  - kick
  - fake
  - fraud
  - kickback+
213. Sual: Find the right definition. Buying or selling securities using information that is not publicly available.
- price fixing
  - market rigging
  - insider dealing+
  - chinese walls
  - outsider dealing
214. Sual: Fill in the gap with the right word. The process when somebody buys or sells \_\_\_\_\_ using information that is not publicly available is insider dealing.
- shares
  - securities+
  - goods
  - property
  - equipment
215. Sual: Choose the correct preposition. Azerbaijan Republic became a member \_\_\_\_\_ the World Bank \_\_\_\_ September 1992.
- at, of
  - of, in+
  - , on
  - on, at
  - , at
216. Sual: Choose the correct preposition. As a secretary you ought to know certain things \_\_\_\_\_ banking.
- About+
  - of
  - in
  - upon
  - off



217. Sual: Choose the correct preposition. What bank services are you familiar \_\_\_\_\_?
- about
  - of
  - with+
  - in
  - on
218. Sual: Choose the correct preposition. Businesses come to the banks \_\_\_\_\_ loans.
- about
  - of
  - to
  - for+
  - in
219. Sual: Choose the correct preposition. If the company is eligible \_\_\_\_\_ a loan, it may choose a long-term loan or a short-term loan.
- From
  - at
  - of
  - about
  - for+
220. Sual: Choose the correct preposition. A line of credit is the maximum amount of money that a company can borrow \_\_\_\_\_ a bank.
- From+
  - of
  - about
  - in
  - at
221. Sual: Choose the correct preposition. The top amount of customer's credit is based on the profits and earnings \_\_\_\_\_ a business.
- about
  - in
  - at
  - of+
  - on
222. Sual: Choose the correct preposition. It is important to have a good line \_\_\_\_\_ credit.
- from
  - of+
  - in
  - on
  - at
223. Sual: Choose the correct words. Deficit is \_\_\_\_\_.
- lack of money+
  - profit enhancement
  - poverty reduction
  - currency short
  - assets evaluation

224. Sual: Choose the correct synonym of the word with the capital letters. Use of Oil Fund resources is AUDITED and published regularly.

- a. recommendation of ecology
- b. examination of environment
- c. recommendation of resources
- d. evaluation of accuracy+
- e. examination of market

225. Sual: Choose the correct synonym of the word with the capital letters. With Bank ASSISTANCE, 99 per cent of the land of former state and collective forms has been privatized.

- a. contribute
- b. help+
- c. avoidance
- d. alleviation
- e. rehabilitation

226. Sual: Choose the correct synonym of the word with the capital letters. Real growth in agriculture WAS OVER 10 per cent per year in 2000 and 2001.

- a. rehabilitated
- b. reduced
- c. devaluated
- d. finished
- e. exceeded+

227. Sual: Choose the correct synonym of the word with the capital letters. The water supply system of Baku has improved and the gas DISTRIBUTION system rehabilitated.

- a. divide
- b. allocation+
- c. rehabilitation
- d. alleviation
- e. shortage

228. Sual: Choose the correct synonym of the word with the capital letters. The resettlement and rehabilitation of INTERNALLY DISPLACED PEOPLE are being supported.

- a. Refugees+
- b. resettlers
- c. citizens
- d. population
- e. researchers

229. Sual: Choose the correct words. Banks make \_\_\_\_\_ to corporations, to organizations and individuals.

- a. inventory
- b. request
- c. loans+
- d. account
- e. statement

230. Sual: Choose the correct words. Profit and loss \_\_\_\_\_ shows the company's income and expenses.

- a. paper

- b. state
- c. loans
- d. statement+
- e. service

231. Sual: choose the correct ending. Entrepreneurship is \_\_\_\_\_.

- a. to contor high-skilled people
- b. profit evaluation
- c. management evaluation
- d. to work under pressure
- e. to own private property+

232. Sual: Insert Prepositions where necessary. The Republic ..... Azerbaijan joined International Labor Organization (ILO) ..... the year 1992.

- a. on, at
- b. of, in+
- c. of, from
- d. in, at
- e. of, on

233. Sual: Use the suitable word. One of the important parts of the International Labour organization technical assistance to Azerbaijan was focused on ... of labour management system.

- a. Improvement+
- b. assist
- c. promote
- d. slump
- e. decrease

234. Sual: Choose the correct synonym for the word IMPORTANT role in economic and social life of the country.

- a. tiny
- b. significant+
- c. insignificant
- d. sole
- e. essentiality

235. Sual: Choose the correct synonym for the word ELOBORATE.

- a. to state
- b. to point
- c. to fire
- d. to work out+
- e. to hire

236. Sual: Choose the correct synonym for the word TO SOLVE PROBLEMS.

- a. to state the issues
- b. to worsen the issues
- c. involve the issues
- d. draw the issues
- e. settle the issues+

237. Sual: Choose the correct answer. The Azerbaijan economy is \_\_\_\_\_ the transition period.

- a. involving

- b. undergoing+
- c. including
- d. ensuring
- e. signing

238. Sual: Choose the correct variant. The head of the Republic is the president, elected by \_\_\_\_\_.

- a. popular vote+
- b. quite vote
- c. referendum
- d. Milli Mejlis
- e. Supreme Court

239. Sual: Choose the correct conjunction. The doors of Azerbaijan are open \_\_\_\_\_ to local proprietors \_\_\_\_\_ foreign investors.

- a. both \_\_\_\_ and+
- b. either \_\_\_\_ or
- c. neither \_\_\_\_ nor
- d. whether \_\_\_\_ or
- e. so \_\_\_\_ that

240. Sual: Choose the correct answer. A legal basis has been formed in Azerbaijan to ensure \_\_\_\_\_.

- a. to slow the growth
- b. deteriorate the living standards
- c. to speed up growth+
- d. deteriorate occupational futures
- e. lowering efficiency and functioning of energy system

241. Sual: Give synonym for the DISTRACTION.

- a. negotiation
- b. interruption+
- c. perfection
- d. evasion
- e. penalty

242. Sual: Choose the correct variant AHEAD OF shedule.

- a. in shedule
- b. off shedule
- c. of shedulle
- d. before schedule+
- e. behind shedule

243. Sual: Choose the correct variant. \_\_\_\_\_ is a carefully planned piece of work to produce something new.

- a. overlap
- b. project+
- c. creative
- d. creature
- e. principle

244. Sual: Choose the correct variant. to do the thing that is highly important.
- Prioritize+
  - ignore
  - intrerupt
  - to distract
  - to be careless
245. Sual: Choose the correct synonym for STRESS INDUCED.
- stress free
  - stressless
  - caused by stress+
  - without strees
  - caused by illness
246. Sual: Choose the correct synonym for STRAIN.
- stretches
  - stress+
  - push
  - press
  - lifestyle
247. Sual: Choose the correct synonym for the word CONTROL.
- observe
  - buy
  - delivery
  - change
  - manage+
248. Sual: Choose the correct synonym for DEMAND.
- Require+
  - requirement
  - supply
  - supplement
  - donation
249. Sual: Choose the correct synonym for the word TO COMPLETE.
- to begin
  - to start
  - to connence
  - to finish+
  - to compare
250. Sual: Choose the correct synonym for the word TO BE ESTABLISHED.
- to be found
  - to be founded+
  - to be finalized
  - to be refined
  - to be constructed

251. Sual: Choose the correct answer. Azerbaijan Republic ... a member of the World Bank in September 1992.

- a. becomes
- b. became+
- c. to become
- d. is
- e. has got

252. Sual: Choose the correct answer. Azerbaijan Republic became a member of the International Development Association ... March 1995.

- a. In+
- b. on
- c. of
- d. through
- e. off

253. Sual: Choose the correct answer. The broad elements of the new Country Assistance Strategy, presently under preparation, ... to include assistance in the following areas.

- a. is likely
- b. to be likely
- c. are likely+
- d. has likely
- e. is as

254. Sual: Choose the correct answer. Real growth in agriculture was over 10 percent ... in 2000 and 2001.

- a. per month
- b. per day
- c. per two days
- d. per year+
- e. per ten days

255. Sual: Choose the correct answer. The Bank is also supporting a Social Fund which mainly ... water supply, local roads and civil works that now reach 35.000 beneficiaries.

- a. is financed
- b. are financed
- c. finances+
- d. was finances
- e. account

256. Sual: Choose the correct answer. The Republic of Azerbaijan ... International Labor Organization in the year 1992.

- a. joins
- b. is joining
- c. is to be joining
- d. joined+
- e. combined

257. Sual: Choose the correct answer. This project had ... role in improving labor statistics system.

- a. importance
- b. an important+

- c. importance
- d. decisive
- e. an ideal

258. Sual: Choose the correct answer. As a rule, all the national labor and social protection legislation ... by ILO special post of ILO national Correspondent in Azerbaijan.

- a. supervised
- b. supervises
- c. is combined
- d. controlled
- e. is supervised +

259. Sual: Choose the correct answer. Britain is the world's leading ... centre and the home of thriving international banking and financial markets.

- a. Financial+
- b. commerce
- c. merchant
- d. important
- e. useful

260. Sual: Choose the correct answer. The bank of England in the heart of the city of London is ... bank.

- a. Britain's central+
- b. Britain's merchant
- c. Spain's central
- d. Germany's central
- e. Spain's commercial

261. Sual: Choose the correct answer. Retail banks primarily serve ... and small to medium-sized businesses.

- a. collectives
- b. merchant banks
- c. individuals+
- d. commercial enterprises
- e. agencies

262. Sual: Choose the correct answer. In March 1994, there were 255 ... of foreign banks in Britain which, together with firms dealing in foreign securities, employ over 60.000 British people.

- a. firms
- b. commerce
- c. branches+
- d. savings
- e. interests

263. Sual: Choose the correct answer. Merchant banks are so called because they originate from large ... engaging in banking activity.

- a. commercial
- b. enterprises
- c. collectives
- d. employers
- e. merchants+

264. Sual: Choose the correct answer. Investing institutions collect savings drawn from the ... and invest them in securities and other assets.
- collectives
  - state enterprises
  - personal sector+
  - state banks
  - national bank
265. Sual: Choose the correct answer. .... started in the late 18th century to pool money to build houses and to buy land.
- buildings
  - societies
  - retail banks
  - building societies+
  - international banks
266. Sual: Choose the correct answer. I'd like ... a contract of purchase with you.
- make
  - to make+
  - made
  - do
  - makes
267. Sual: Choose the correct answer. For the first time offshore oil was produced in the Caspian Sea in 1925 from ... at Bibi-Heybat field.
- an iron well
  - well
  - a wooden well+
  - a wooden
  - iron well
268. Sual: Choose the correct answer. The history of offshore ... in Azerbaijan is divided into three epochs.
- industry
  - oil and gas industry+
  - light industry
  - heavy industry
  - enterprises
269. Sual: Choose the correct answer. The new strategy of offshore oil industry development ... for fundamental changes during 1970-80-s.
- was a basis+
  - to be basis
  - are principal
  - were essential
  - have principal
270. Sual: Choose the correct answer. In 1970 offshore ... reached its maximum 12.9 million tons.
- productive
  - importance



- c. production+
- d. manufacture
- e. manufactures

271. Sual: Choose the correct answer. The ... of the former Soviet Union led to fundamental changes.

- a. Collapse+
- b. foundation
- c. destruction
- d. formation
- e. creation

272. Sual: Choose the correct answer. In 1994 Azerbaijan International Operating Company ... .

- a. founded
- b. were founded
- c. were collapsed
- d. were formed
- e. was founded+

273. Sual: Choose the correct answer. During the first epoch exploration and drilling ... on the shore.

- a. were carried out+
- b. was obtained
- c. carried
- d. were formed
- e. was created

274. Sual: Find the right definition. Steps taken in the USA to avoid discrimination.

- a. negative action program
- b. affirmative action program+
- c. right program
- d. social action program
- e. action program

275. Sual: Find the right definition. When one group of people is unfairly treated differently from another.

- a. Discrimination+
- b. code of conduct
- c. sweatshop labor
- d. crimation
- e. crimation

276. Sual: Fill in the gap with the right word. Ethics are \_\_\_\_ beliefs about what is right and wrong, and the study of this.

- a. criminal
- b. immoral
- c. moral+
- d. unethical
- e. ethical

277 Sual: Find the right definition. To exploit workers by underpaying them or making them work long hours.

- a. sweatshop labor+
- b. social labor
- c. justice labor
- d. ethic labor
- e. good labor

278. Sual: Fill in the gaps with the right word. Some organizations have a code of ethics or code of conduct where they say what their managers' and employers' \_\_\_\_\_ should be, to try \_\_\_\_\_ them behaving unethically.

- a. behavior, to begin
- b. opinion, to choose
- c. behavior, to choose
- d. behavior, to prevent+
- e. opinion, to begin

279. Sual: Fill in the gap with the right word. Areas where choices have to be made about right and wrong behavior are ethical \_\_\_\_\_ .

- a. problems
- b. issues+
- c. codes
- d. issue
- e. matters

280. Sual: Fill in the gap with the right word. A company is behaving \_\_\_\_\_ if it pollutes the environment.

- a. ethically
- b. unethically+
- c. badly
- d. fairly
- e. well

281. Sual: Fill in the gaps with the right word. The television industry should adopt a \_\_\_\_\_ \_\_\_\_\_ on violence in its programmes.

- a. code of problem
- b. a project
- c. a low
- d. a code of ethics+
- e. a code of a low

282. Sual: Find the right definition. To pay people badly and make them work in bad condition.

- a. to conduct
- b. to employ
- c. to exploit+
- d. to do harm
- e. to control

283. Sual: Find the right definition. Putting money into activities that do not harm environment.

- a. ethical investment+
- b. pollution

- c. a code of conduct
- d. behaviour
- e. investor

284. Sual: Find the right definition. Somebody who takes direct action on social or other issues. Who is he/she?

- a. Activist+
- b. non- activist
- c. pessimist
- d. good person
- e. director

285. Sual: Complete the sentences. In management in the US, we have an affirmative action program, \_\_\_\_\_.

- a. to avoid responsibility
- b. to avoid environmental damaging
- c. to avoid ethical investment
- d. to avoid racial or sex discrimination+
- e. to continue ethical investment

286. Sual: Complete the sentences. Every year, we ask a independent expert to do a “social performance audit” to see \_\_\_\_\_.

- a. how we are filling these areas
- b. how we are doing in these areas+
- c. how we in doing in these areas
- d. how we are being involved to these areas
- e. how we are involving these

287.Sual: What is the meaning of the word “charisma”

- a. people working under managers
- b. an attractive quality that makes other people admire them+
- c. getting everyone to participate in making decisions that will affect them
- d. the power to be physically and mentally active
- e. düzgün cabav yoxdur

288. Sual: Choose the correct answer. Having the power to see clearly how things are going to develop in the future

- a. dynamism
- b. energy
- c. visionary+
- d. energetic
- e. dynamic

289. Sual: Choose the correct answer. If managers ask employees to take on responsibility, they \_\_\_\_\_ authority.

- a. control
- b. leadership
- c. delegate+
- d. develop
- e. meet

290. Sual: Choose the correct answer. To allow employees to decide thing for themselves is named as \_\_\_\_\_.

- a. Empowerment+

- b. stealth
- c. fraud
- d. impact
- e. embezzlement

291. Sual: Choose the correct answer. Meaning of the word “dynamism”.

- a. less ideas and enthusiasm
- b. lack of enthusiasim
- c. lack of ideas
- d. a lot of ideas and enthusiasm+
- e. social taxes and charges

292. Sual: Choose the correct answer. An organization where there are a lot of rules and procedures is.....

- a. minority
- b. grading
- c. storing
- d. rivalry
- e. bureaucratic+

293. Sual: Choose the correct answer. Leading without consultation is.....

- a. visionary
- b. consensual
- c. authoritarian+
- d. stake
- e. minority

294. Sual: Choose the correct answer. Meaning of the word “delegate”

- a. easy to meet and to talk to
- b. to give other people responsibility for work+
- c. leading without consultation
- d. planned effort to achieve something
- e. freedom of choice and enterprise

295. Sual: Choose the correct answer. Meaning of the word “approachable”

- a. easy to meet and to talk to+
- b. a lot of ideas and enthusiasm
- c. everyone’s opinion is treated equally
- d. reducing the number of management layers
- e. things that people believe in

296. Sual: Choose the correct answer. In Gammaria, the business suit is almost as necessary as in Betatania, but \_\_\_\_\_ more variations \_\_\_\_\_ colours.

- a. with, in+
- b. in, with
- c. in, at
- d. by, in
- e. on, with

297. Sual: Choose the correct answer. Some companies require \_\_\_\_\_to wear formal clothes from Monday to Thursday.

- a. consumers
- b. clients
- c. employees+
- d. relatives
- e. customers

298. Sual: Choose the correct answer. Alexandra Adler continues her seminar \_\_\_\_\_ cross-cultural issues.

- a. for
- b. on+
- c. in
- d. at
- e. with

299. Sual: Choose the correct answer. There are long business lunches in restaurants, where deals are \_\_\_\_\_.

- a. described
- b. managed
- c. discussed+
- d. retold
- e. supported

300. Sual: Choose the correct answer. Corporate hospitality is a big industry, with clients invited \_\_\_\_\_big sports events.

- a. off
- b. by
- c. at
- d. to+
- e. on