

# Intelligent Business

## Unit 9 Review questions for the Pre-intermediate Coursebook

- 1) A ... is a travelling salesman.
  - a) marketer
  - b) sponsor
  - c) rep
  
- 2) A consumer ...
  - a) buys goods for his or her own use.
  - b) buys goods for other customers.
  - c) sells goods to retailers.
  
- 3) The way that a salesman talks about a product to make you buy it is called ...
  - a) sales promotion.
  - b) sales pitch.
  - c) direct selling.
  
- 4) Outlet is another word for a ...
  - a) store.
  - b) purchase.
  - c) discount.
  
- 5) I wanted to buy the band's new CD but it was ...
  - a) paid up.
  - b) bought off.
  - c) sold out.
  
- 6) Studies show that the market for coffee ... is growing.
  - a) consume
  - b) consumer
  - c) consumption
  
- 7) This book mustn't be removed from the library.
  - a) It's not allowed.
  - b) It's unnecessary.
  - c) It's necessary.
  
- 8) Which sentence describes something which is not necessary?
  - a) You mustn't press that button!
  - b) You don't need to lock the door when you leave.
  - c) You shouldn't leave your car unlocked.
  
- 9) Which sentence is correct?
  - a) I think we should to advertise in the newspaper.
  - b) Why don't advertise in the newspaper?
  - c) What about advertising in the newspaper?
  
- 10) Many companies attract customers by offering ...
  - a) discounts.
  - b) debts.
  - c) advertisements.

