**ОБРАЗЕЦ ЗАДАНИЙ КОМПЬЮТЕРНОГО ТЕСТА**

**ПО ДИСЦИПЛИНЕ «ПРОФЕССИОНАЛЬНО ОРИЕНТИРОВАННЫЙ АНГЛИЙСКИЙ ЯЗЫК»**

1. The liability of auditor can be:

*(a) only civil*

*(b) only criminal*

*(c) either civil or criminal*

*(d) civil and/or criminal*

2. It is compulsory for a share broker to register with the:

*(a) concerned stock exchange*

*(b) securities and Exchange Board of India*

*(c) department of Company Affairs*

*(d) concerned Stock Exchange in concurrence with the securities and Exchange* Board of India

3. One of the uses of ‘Commercial Paper’ is that it can:

*(a) help to understand business news*

*(b) transactions*

*(c) be circulated to raise money just like a Bill of Exchange*

*(d) be issued to finance an important transaction*

4. The Gilt-edged market refers to the market for:

*(a) industrial securities*

*(b) government and semi-government securities*

*(c) shares and debentures*

*(d) public limited securities*

5. A ‘Co-partner’ is one who is:

*(a) an active member of a partnership*

*(b) a member of a Joint Hindu Family Firm*

*(c) a member of a Joint Stock Con1pany*

*(d) a member of a co-operative society*

6. A planned sequence of operations for handling recurring business transactions uniformly and consistently is known as:

*(a) System*

*(b) Procedure*

*(c) Routine*

*(d) Control*

7. In a broader sense, the activities of a co-operative organization are expected to ensure primarily:

*(a) profitability to the members*

*(b) socialism in the economy*

*(c) equity to the members*

*(d) productivity to the society*

8. Modernization of an industrial unit involves mainly:

*(a) technological up gradation of its production process*

*(b) technological reorientation towards low cost production*

*(c) reengineering the basics of production and procedures*

*(d) reduction in labor and cost to the absolute minimum*

9. Which one of the following statements is true in the context of Import-Export Trade?

*(a) Under a C & F contract, the cost of insurance is to be borne by the buyer or the importer.*

*(b) Marine insurance covers the risks during the sea voyages only*

*(c) The standard call risks cover automatically covers war risk as well*

*(d) Under a C & F contract, the exporter need not bother about insuring goods*

10. A letter of credit is opened on behalf of:

*(a) an exporter*

*(b) an importer*

*(c) a buying agent*

*(d) a bank*

11. A written statement of the main duties and responsibilities which a particular job entails is called:

*(a) job Analysis*

*(b) job specification*

*(c) job description*

*(d) job evaluation*

12. Selection process in any organization is usually preceded by the preparation of:

*(a) human resources audit*

*(b) operations audit*

*(c) human resources inventory*

*(d) human resources accounting*

13. Which one of the following monitors critical inputs and suggests. prevention measures in the form of corrective action to correct inputs and processes?

*(a) Feed back control*

*(b) Feed forward control*

*(c) Budgetary control*

*(d) Operational control*

14. Span of management may be larger in the case of:

*(a) hardworking subordinates*

*(b) loyal subordinates*

*(c) centralized works and less responsibility*

*(d) repetitive work and clear responsibility*

15. Span of management means that:

*(a) an organization must have well defined goals or objectives.*

*(b) each person in the organization must manage within a clearly defined-functional area*

*(c) each subordinate should report to only one supervision*

*(d) manager can supervise only a limited no of subordinates*

16. When management pays attention to more important areas and when the day-to-day routine problems are looked after by lower level management, it is known as:

*(a) management by objectives*

*(b) management by exception*

*(c) participative management*

*(d) critical path method*

17. The minutes of the proceedings of very general meeting should be recorded in the books of kept for that purpose within:

*(a) 30 days of every such meeting*

*(b) 3 months of any such meeting*

*(c) the intervening period between that meeting and next meeting’*

*(d) such time as approved by the Chairman of the company*

18. Converting a public company into a private company requires a special resolution:

*(a) passed by members*

*(b) passed by members and approval of the Registrar of Companies*

*(c) of the member and approval of the Company Law Board*

*(d) of the members and approval by the creditors*

19. The contents of the prospectus of a public limited company should be approved by the:

*(a) Registrar of companies*

*(b) Merchant Banker*

*(c) Stock exchange in which the company is to be listed*

*(d) Securities and Exchange Board of India*

20. It is compulsory for a share broker to register with the:

*(a) concerned stock exchange*

*(b) Securities and Exchange Board of India*

*(c) Department of Company Affairs*

*(d) concerned Stock Exchange in concurrence with the securities and Exchange Board of India*

**Стартовый тест для определения уровня знаний (Placement Test)**

1. There … money on the table.

A is

B are

2. There were a lot of … in the field.

A sheeps

B sheep

3. There is … in American agriculture.

A crises

B crisis

4. The team … tomorrow morning.

A is playing

B are playing

5. There are many … in our schools.

A women-teachers

B woman-teachers

6. Don’t make noise, the children … to sleep.

A are trying

B try

C will try

7. Have you ever visited other countries? – Yes, I … to Poland and Italy.

A was

B have been

C had been

8. Can you help me? I … for a railway station.

A look

B am looking

C was looking

9. When you … in Minsk again, you must come and see us.

A will be

B are going

C are

10.… you … much fruit today?

A Have … eaten

B Did … eat

C Are … eating

11. The day before yesterday we … to the restaurant by Tom Jenkins.

A are invited

B were invited

C invite

12.Look! The bridge … .

A is being repaired

B is been repaired

C has being repaired

13.The letter and the parcel … tomorrow.

A will be post

B will have been posted

C will be posted

14.Margaret … to be a very industrious person.

A has been known

B is known

C is been known

15.In Greece the Olympic Games … once in four years.

A were held

B are being held

C are held

16.You may … us, if you wish.

A to join

B joining

C join

17.Let her … what she wants … .

A do … to do

B to do … do

C doing … to do

18.The company can … cement in July.

A supply

B to supply

C supplied

19.Welcome home. – Thanks a lot. It’s so wonderful … back.

A be

B to be

C to being

20.I say she’d better … or she’ll be late for her classes.

A to hurry

B hurrying

C hurry

**Test Pricing and Sales**

**1. The amount of money for which a product is produced is called**

1. expenditure

2. market price

3. bill

4. production cost

2. **Quotation is the document which**

1. describes the terms on which the goods can be bought

2. makes a request for information about goods or services

3. advertises goods

4. makes a reply to potential buyers

**3. The amount of money for which a good or service is offered in the market** is called

1. cost

2. expenditure

3. price

4. bill

**4. A quoted unit price includes**

1.​ a production cost only

2.​ shipping and insurance

3.​ production costs, shipping, insurance

4.​ overall costs and profit margin

**5. There are many factors, which affect the price of goods, but the main role is taken by**

1. the wants of a seller

2. the wants of a buyer

3. the law of supply and demand

4. the seasonal factor

**6. The quantity of goods sellers wish to sell at each conceivable price is called**

1. demand

2. supply

3. purchase

4. trade

**7. The quantity of goods buyers wish to purchase at each conceivable price is called**

1. demand

2. supply

3. purchase

4. trade

**8. If demand increases and supply remains unchanged, the price**

1. becomes lower

2. becomes higher

3. remains the same

4. stays unchanged

**9. If demand decreases and supply remains unchanged, the price**

1. becomes lower

2. becomes higher

3. remains the same

4. stays unchanged

**10. If demand remains unchanged and supply increases, the price**

1. becomes lower

2. becomes higher

3. remains the same

4. stays unchanged

**11. If demand remains unchanged and supply decreases, the price**

1. becomes lower

2. becomes higher

3. remains the same

4. stays unchanged

12. **If a product is in demand,**

1. the company can charge a lower unit price

2. the company can charge a higher unit price

3. the company cannot change the unit price

4. the company lowers the supply

**13. Making goods in large quantities is**

1. more expensive than producing goods in small quantities

2. cheaper than producing goods in small quantities

3. the same cheap as producing goods in small quantities

4. the same expensive as producing goods in small quantities

**14. Two of the departments which deal with pricing and selling goods are**

1. the Accounts Department and the Marketing Department

2. the Sales Department and the Research and Development Department

3. the Sales Department and the Accounts Department

4. the Research and Development Department and the Accounts Department

**15. The order is the document**

1. accompanying a shipment of goods

2. showing details of all the transactions

3. which shows the calculations when price is quoted and has to be paid

4. sent by the buyer requesting goods

**16. The delivery note is the document**

1. accompanying a shipment of goods

2. showing details of all the transactions

3. which shows the calculations when price is quoted and has to be paid

4. sent by the buyer requesting goods

**17. The invoice is the document**

1. accompanying a shipment of goods

2. showing details of all the transactions

3. which shows the calculations when price is quoted and has to be paid

4. sent by the buyer requesting goods

**18. The statement is the document**

1. accompanying a shipment of goods

2. showing details of all the transactions

3. which shows the calculations when price is quoted and has to be paid

4. sent by the buyer requesting goods

**19. The Russian for “costing sheet” is**

1. накладная

2. калькуляционная ведомость

3. официальный отчёт

4. счёт-фактура

**20. An average profit margin for the companies accounts for**

1. 5%

2. 20%

3. 50%

4.10%

**21. One can find all the information about the transactions in**

1. the bill of lading

2. the costing sheet

3. the statement

4. the invoice

**22. The unit cost stands for**

1. the actual cost of producing one article

2. the total of all costs

3. the market price of the product

4. the profit margin

**23. A business transaction involves**

1. a financial profit of a buyer

2. a financial profit of a seller

3. the exchange of non-valuable items

4. the exchange of goods and services for money

**24. All the calculations concerning price are written**

1. in the order

2. in the offer

3. in the costing sheet

4. in the statement

**25. The Sales staff handle the basic forms involved in selling goods, e.g.**

1. the order and the delivery note

2. the order and the invoice

3. the offer and the statement

4. the invoice and the statement

**26. The Account staff handles the forms involved in charging for goods, e.g.**

1. the order and the delivery note

2. the order and the invoice

3. the offer and the statement

4. the invoice and the statement

**27. The amount of money for which a good is produced is called**

1. cost

2. expenditure

3. price

4. bill

**28. Activities aimed at finding a product’s optimum price typically including overall marketing objectives, consumer demand, product attributes, competitors’ pricing, and market and economic trends is called**

1. pricing strategy

2. marketing strategy

3. sales strategy

4. low cost strategy

**29. What cannot be regarded as a pricing strategy?**

1. market-oriented pricing

2. limit pricing

3. well-done pricing

4. penetration pricing

**30. An observation made of oligopoly business behavior in which one company, usually the dominant competitor among several, leads the way in determining prices, the others soon following is**

1. loss leadership

2. premium pricing

3. psychological pricing

4. price leadership