

EXAMPLE OF MULTIPLE CHOICE TEST

Option -1.

1. Which of the terms means that the seller has fulfilled its delivery obligations by placing the goods at the disposal of the buyer at its enterprise:
 - a. EXW.
 - b. DEQ.
 - c. DDP.
 - d. DAF.

2. The UN Convention on Contracts for the International Sale of Goods applies to contracts for the sale of goods between:
 - a. Commercial enterprises located in different States.
 - b. States Parties to this Convention.
 - c. Households engaged in procurement in other States.
 - d. There are no correct answers.

3. The creditor's right to obtain satisfaction from the value of the pledged property primarily before other creditors of the pledgor is the essence of:
 - a. Pledge.
 - b. Surety.
 - c. Deposit.
 - d. Penalty.

4. Counter-trade and has become quite widespread in the world between:
 - a. Economically developed countries.
 - b. Developing countries.
 - c. Economically developed and developing countries.
 - d. All options are correct.

5. The non-exclusive (non-monopoly, non-exclusive) right of sale is :
 - a. In granting the intermediary the rights to receive from the exporter, first of all, the opportunity to trade in the contractual territory of his goods, and only in case of refusal to trade independently or through other intermediaries.
 - b. In granting the intermediary the rights to receive from the exporter the opportunity to trade in the contractual territory of his goods, without transferring such a right to third parties.

c. In granting an unlimited number of intermediaries have equal rights to trade goods in a specified territory.

d. There are no correct answers.

6. The person who owns the rights to the product (the product can be tangible and intangible), the brand and the operating system is:

a. Franchisee.

b. Franchisor.

c. Licensor.

d. Licensee.

7. In accordance with the Civil Code of the Republic of Belarus, intellectual property does not include:

a. Works of science, literature and art.

b. Brand names.

c. Utility models.

d. The names of the places of origin of the goods.

8. Customs duties charged as a percentage of the customs value of taxable goods (for example, 20% of the customs value) are called:

a. Ad Valorem.

b. Specific.

c. Combined.

d. Percentages.

Option - 2.

1. Which of the above terms imposes on the seller the duty of customs clearance for import:

a. EXW.

b. DEQ.

c. DDP.

d. DAF.

2. An offer addressed to an indefinite circle of persons is considered as:

a. An offer.

b. An invitation to make offers.

c. Acceptance.

d. Counter offer.

3. In case of delay in the performance of the obligation, it is accrued continuously for each day of delay, for a certain time, the following is charged:

- a. Compensation.
- b. Fine.
- c. Penalty.
- d. Remuneration.

4. Barter transactions:

- a. Provide for the almost simultaneous delivery of agreed goods.
- b. Assume that a certain and agreed share of exports is compensated by the purchase of goods in the country of import, and the remainder will be paid in cash.
- c. Assume the purchase of goods for an amount equal to or exceeding the cost of the exporter's delivery.
- d. Assume the participation of an intermediary from a third country.

5. Instructions by one party, independent of it to the other party to sell or purchase goods at his expense and on his behalf:

- a. Agency operations.
- b. Brokerage operations.
- c. Representative operations.
- d. There are no correct answers.

6. An agreement that authorizes a person to use their rights and enter into a system operating under the brand and according to the rules of another person is called:

- a. A franchise agreement.
- b. A joint activity agreement.
- c. A contract for the provision of paid services.
- d. There are no correct answers.

7. A patent is:

- a. A security issued by the National Bank of the Republic of Belarus, confirming the ownership and participation of the owner.
- b. The right to use an intellectual property object with the licensor retaining the right to use it in a part that is not transferable to the licensee, but without the right to issue a license to other persons
- c. A certificate issued by the competent authority to the inventor or his legal successor and certifying that the owner has a monopoly right to use this invention.
- d. A permit of one person issued for a certain time for a specified period of time. remuneration to use the rights, while maintaining the ownership rights of the seller.

8. Customs duties charged in the prescribed amount per unit of taxable goods (for example, \$ 10 per 1g) are called:
- a. Ad Valorem.
 - b. Specific.
 - c. Combined.
 - d. Alternative.

Option – 3.

1. Terms of which group provide for the seller to deliver the goods for carriage in accordance with the buyer's instructions:
 - a. Terms of group “E”.
 - b. Terms of group “F”.
 - c. Terms of group “C”.
 - d. Terms of group “D”.

2. The UN Convention on Contracts for the International Sale of Goods applies to the sale of:
 - a. Goods that are purchased for personal, family or home use.
 - b. Securities, shares, security papers, negotiable documents and money.
 - c. Vessels of water and air transport, as well as hovercrafts.
 - d. Trucks with increased load capacity.

3. What form of pledge allows the pledgor to change the composition and the natural form of the pledged property:
 - a. Pledge.
 - b. Pledge of goods in circulation.
 - c. Firm pledge.
 - d. Pledge of rights and securities.

4. Counter–trade is:
 - a. Purchase and sale transactions in which a single document signed by the parties provides for mutual obligations of the parties to conduct a non-monetary exchange of goods of equal value.
 - b. Purchase and sale transactions in which a single document signed by the parties provides for mutual obligations of the parties to conduct a non-monetary exchange of goods of equal value or to accept part of the money and part of the goods supplied by one of the parties as payment.
 - c. Transactions involving payment for the construction of the enterprise with supplies of products produced at it in the prescribed proportion.

- d. All options are correct.
5. Distributors are called:
- a. Intermediaries who act as buyers for the exporter and become the owner of the goods, sell the goods on any market and at any price.
 - b. Intermediaries who perform operations on behalf of the other party on their own behalf, but at someone else's expense
 - c. Intermediaries who carry out operations for the sale of goods from their own warehouse, but at the expense
 - of d. Intermediaries whose relations between the exporter are regulated by two types of contracts - a contract for granting the right to sell and a contract of sale.
6. A person who acquires the rights to use the rights belonging to another person and enters into a system operating under his brand and according to his rules is called:
- a. Franchisee.
 - b. Franchisor.
 - c. Licensor.
 - d. Licensee.
7. A foreign trade transaction in which one of the parties grants the other party permission to use the license object:
- a. Transfer of technical experience.
 - b. License Agreement.
 - c. Provision of engineering services.
 - d. Transactions involving the transfer of trade secrets.
8. The customs tariff can be defined as:
- a. An instrument of trade policy and state regulation of the domestic market of the country.
 - b. A set of customs duty rates applied to goods transported across the customs border, systematized in accordance with the commodity nomenclature of foreign economic activity.
 - c. A specific rate of customs duty payable when exporting or importing certain goods into the customs territory of the country.
 - d. All of the above is true.