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.



