



Commerce1 Mid-Term Exam

Practice Test

(DON'T WRITE ON OR MARK THIS QUESTIONS BOOKLET)

Time: 50 Min

A) Listen to the recording. You will hear it twice. Choose the best option A, B, C, or D.(unit 3,track 11)

1. Lisa is worried because she's late for the _____.

- (A) party
- (B) meeting
- (C) interview
- (D) presentation

2. Last night Lisa went to bed _____.

- (A) early
- (B) at 6 o'clock
- (C) late
- (D) at 10:00 PM

3. Lisa arrived late at the office because the alarm clock _____.

- (A) went off but she didn't get up
- (B) went down
- (C) went off but she was out
- (D) didn't go off

4. After missing the train, Lisa tried to get a _____.

- (A) ferry
- (B) bus
- (C) taxi
- (D) motor bike

5. When the bus stuck in the traffic jam, she got off and _____.

- (A) took some rest
- (B) went to hospital
- (C) drank some water
- (D) ran to the office

(Grammar & Vocabulary) Read the questions and choose the best option A, B, C, or D.

6. My company _____ furniture.

- (A) make
- (B) making
- (C) makes
- (D) maked

7. I _____ good at working in a team.

- (A) is
- (B) am
- (C) are
- (D) were

8. Today, I _____ an advert for a vacancy.

- (A) 'm writing
- (B) am write
- (C) write
- (D) written

9. _____ a computer virus?

- (A) You have ever downloaded
- (B) Have you ever downloaded
- (C) Did you ever downloaded
- (D) I downloaded

10. The plane _____ at 9.45 p.m. last night.

- (A) is landing
- (B) land
- (C) landed
- (D) lands

<p>11. A _____ deals with money and people.</p> <p>(A) manager (B) teacher (C) secretary (D) bank clerk</p>	<p>12. A market _____ ask people questions.</p> <p>(A) clerk (B) cashier (C) researcher (D) manager</p>
<p>13. Do you have to _____ meetings?</p> <p>(A) research (B) attend (C) attended (D) product</p>	<p>14. _____ organizes maintenance of the building.</p> <p>(A) Purchase dept (B) Finance dept (C) Facilities dept (D) HRM dept</p>
<p>15. _____ deals with billing, taxes and budget.</p> <p>(A) Facilities Dept (B) Finance Dept (C) Marketing Dept (D) Purchase Dept</p>	<p>16. _____ is responsible for buying material.</p> <p>(A) Purchasing (B) Marketing (C) Admin (D) IT</p>
<p>17. _____ is responsible for computer system.</p> <p>(A) Purchasing (B) Marketing (C) Admin (D) IT</p>	<p>18. I have to _____ with the suppliers.</p> <p>(A) negotiate (B) finance (C) marketing (D) IT</p>
<p>19. There is a _____ for the post of area manager.</p> <p>(A) HRM (B) vacancy (C) chain store (D) purchase</p>	<p>20. 2001 was a bad year with _____ of \$ 29 million.</p> <p>(A) profit (B) loses (C) gain (D) train</p>
<p>21. Collect your bags at baggage _____ .</p> <p>(A) reclaim (B) departure (C) arrival (D) check in</p>	<p>22. Show your passport at passport _____ .</p> <p>(A) arrival (B) departure (C) check in (D) control</p>
<p>23. Go to _____ 35 to board the plane.</p> <p>(A) lounge (B) passport control (C) gate (D) room</p>	<p>24. Sports is a major _____ industry.</p> <p>(A) leisure (B) train (C) sponsorship (D) hand on</p>
<p>25. I have the necessary skills and _____ .</p> <p>(A) qualification (B) sponsorship (C) substantial (D) train</p>	

Read the passage below and then choose the best answer to the question.

Electronic commerce (e-commerce) is the buying and selling of products and services on the Internet instead of using shops, phones, faxes, and letters.

There are three main types of e-commerce. The first is Business to consumer (B2C) -the consumer buys goods or services from a company on the internet. Many consumers now buy books, music, or tickets on the Internet. The second type of e-commerce is Consumer to Consumer (C2C) -people sell and buy directly on sites such as eBay. The third type is Business to Business (B2B) -commerce between companies. They use the Internet **to order** goods, get services, and manage their business. It is fast and efficient.

In the past, the car manufacturers Ford ordered thousands of parts from hundreds of different companies. They told the suppliers which parts they wanted and the supplier sent a proposal to supply them. It was a long and expensive process. These days, Ford uses special B2B electronic exchanges to order their parts and then the suppliers put in electronic bids for the job. This process is much quicker and cuts costs. Companies don't need large purchasing departments and suppliers have to cut their prices to be competitive.

So which parts of the world are most 'e-active'? Europe is number one; the US comes second, while Hong Kong is the biggest in Asia-pacific, particularly in e-business services. In fact, in 2006, Europe's three major markets –the UK, Germany, and France – carried out around 25% of their sales online.

26. Electronic Commerce uses _____ to do business.

- (A) faxes
- (B) phones
- (C) Internet
- (D) shops

27. B2B is when _____do business together.

- (A) a company and a company
- (B) a consumer and a consumer
- (C) a company and a consumer
- (D) Ford and supplier

28. When private individuals buy things on the internet, it is_____.

- (A) B2C
- (B) B2B
- (C) C2C
- (D) customers service

29. The most e-active part of the world is _____.

- (A) the US
- (B) Germany
- (C) the UK
- (D) Europe

30. Purchasing department is responsible for _____.

- (A) providing goods
- (B) selling goods
- (C) buying goods
- (D) manufacturing goods