

Principle of Commerce Icom Part 1 English Medium Online Test

Sr	Questions	Answers Choice
1	A sales remains successful in his profession if he:	A. Has intension to earn profit B. Has devotion of work C. Does not have intension to ear profit D. Tells lie more
2	The characteristics of a good salesman:	A. Sells goods at very high prices B. Introduces goods in very goods manners C. Sells goods on very low prices D. Tells lie with customer about the qualities of product
3	The important source of sending a voice message is:	A. Television B. Radio C. Video cassette D. None of these
4	Due to advertisement, the unemployment:	A. Lessens B. Increases C. Remains un-effected D. Ends or disapperas
5	Selling the goods in large quantity on low profile results in:	A. More profit B. Less profit C. Reasonable profit D. No profit
6	The advertisement:	A. Increases money B. Saves money C. Is wastage of money D. Decreases money
7	Amount spent on advertisement is:	A. Heavy B. Less C. Reasonable D. Nil
8	For the poor, advisement is:	A. Non-effective B. Reason of happiness C. Cause of financial tention and despair D. Wastage of time
9	The producer puts the burden of advertisement expenses on:	A. Himself B. Consumers C. Wholesaler and retailer D. Both (b) and (c)
10	Due to advertisement, quality products are available at:	A. Reasonable price B. Low price C. High price D. None of the above
11	Creates link between the manufacturer and consumer:	A. Retailers B. Wholesalers C. Agents D. Middlemen
12	Main types of middleman are:	A. Wholesaler and broker B. Retailer and factor C. Merchant middleman trader and middleman agent D. Export and import trader
13	Who does play an important role in the promotions of trade:	A. Middleman B. Wholesaler C. Merchant middle D. None of these
14	An agent who cannot get the possession of goods from principal is:	A. Factor B. Commission agent C. Broker D. None of these

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While selling the goods, an agent is:

A. Bound to follow principal's instructions

B. Not bound to follow principal's instructions

C. Master of his own will

D. None of these