

## Principle of Commerce Icom Part 1 English Medium Online Test

Sr	Questions	Answers Choice
1	Advertisement develops in consumers	A. Temporary demand B. Artificial demand C. The demand of basic needs D. No demand
2	A salesman remains successful in his perfession if he	A. Has intension to earn profit B. Has devotion of work C. Does not have intension to earn profit D. Tells lie more
3	The characteristics of a good salesman	A. Sells goods on very high prices B. Introduces goods in very good manners C. Sells goods on very low prices D. Tells lie with customer about the qualities product
4	The important source of sending a voice message is	A. Television B. Radio C. Video cassette D. None of these
5	Due to advertisement, the unemployment	A. Lessens B. Increases C. Remains un-effected D. Ends or disappears
6	Selling the goods in large quantity on low profit results in	A. More profit B. Less profit C. Reasonable profit D. No profit
7	The advertisement	A. Increases money B. Saves money C. Is wastage of money D. Decreases money
8	Amount spent on advertisement is	A. Heavy B. Less C. Reasonable D. Nil
9	For the poor, advertisement is	A. Non-effective B. Reason of happiness C. Cause of financial tention and despair D. Wastage of time
10	The producer puts the burden of advertisement expense on	A. Himself B. Consumers C. Wholesaler and retailer D. Both a and b
11	Due to advertisement, quality products are avail able at	A. Reasonable price B. Low price C. High price D. None of the above
12	Who does transfer the goods from manufacturer to consumer	A. Retailer B. Wholesaler C. Middleman D. None of these
13	An agent who is responsible for the receipt of money besides selling goods	A. Broker agent B. Delcredere agent C. Commission agent D. Special agent
14	An agent who sells goods only for a specific organization is called	A. Common agent B. Travelling agent C. Special agent D. None of these

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The agent who receives goods on the port instead of the owner

- A. Export agent
  - B. Warehouse keeper
  - C. Clearing agent
  - D. Broker
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