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 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.