

Examination topics on Business (2 term)

I Career.

1. Describe a successful candidate for any position.
2. What should you do to get ahead in your career?
3. A successful candidate is a person who ...
4. What are the ways to improve your career?
5. What practical advice could you give to someone who wants to get ahead in their career?

Explain:

- career break
- career plan
- career opportunities
- career path
- career ladder

II .Selling on Line.

- a) Do you enjoy shopping online?
- b) Why do some people prefer not to buy goods or services online?
- c) Advantages and disadvantages of shopping online.
- d) What have you bought or sold on-line lately? Describe the way you did it.
- e) What are the differences between on-line selling and high street retailing?
- e) Give reasons why online shopping makes the market economy extremely competitive
- f) What must customers do in order to get a full refund?
- g) Where are goods kept until ready for delivery?

Explain:

- a cooling off period ?
- after-sales service?
- bricks-and-mortar?
- an interest free credit?

-a method of payment?

-buy in bulk?

-retail?

-wholesale?

-a refund ?

-out of stock?

-money-back guarantee ?

-a discount ?

i) What are the keys to success in on-line selling?

J) Speak about on-line business in Belarus.

k) What are sales skills?

l) What are the steps to launching an online business?

III. Company.

a) Which of these companies would you like to work for? Why?

-a family owned company

-a multinational company

-your own company

b) What is

-a share price?

- a market share?

-a turnover?

-a subsidiary?

-a net profit?

c) What are the things a successful international business must do?

· d) What makes a company successful?

· e) Speak about the company you know well: · What does it sell?

Who are its customers? What is the annual turnover? What is the annual net profit? What are the strengths of the company? What are their future plans?

f) What are the most successful companies in Belarus?

g) Describe:

-Limited Liability Company

-Public Limited Company

-Mutuals , Incorporated

