

Fənn: Xarici dildə işgüzar və akademik kommunikasiya-2**Qrup: M73**

1. Match the words given below: 1. to specialize, a. toplamaq, 2. circumstance, b. ixtisaslaşmaq, 3. pension fund, c. açıq bazar, 4. the open market, d. təqaüd fondu, 5. to accumulate, e. vəziyyət.
 - 1-c 2-b 3-a 4-e 5-d
 - 1-a 2-d 3-e 4-b 5-c
 - 1-b 2-c 3-e 4-d 5-a
 - 1-b 2-e 3-d 4-c 5-a
 - 1-e 2-a 3-b 4-d 5-c
2. Choose the correct answer. What are used in digital marketing of the following options?
 - None of them
 - Internet
 - Electronic devices
 - Telephone
 - Both B and C
3. Match the phrases using “have” on the left with the explanations on the right. 1. have an appointment 2. have a go. 3. have a good time. 4. have a word with someone. A. enjoy something, B. try something, C. must be somewhere at a fixed time, D. speak to someone.
 - 1-A, 2-C, 3-D, 4-B
 - 1-C, 2-B, 3-D, 4-A
 - 1-A, 2-C, 3-B, 4-D
 - 1-C, 2-B, 3-A, 4-D
 - 1-D, 2-A, 3-B, 4-C
4. Choose the correct variant. How. countries are you going to travel?
 - are
 - much
 - a lot of
 - many
 - a few
5. Choose the correct answer: Pam is ____ to have a party for her birthday.
 - going
 - go
 - goes
 - gon
 - went
6. Find the correct variant: Tom is much nicer ____ his brother.
 - this
 - that
 - than
 - then
 - these

7. Choose the correct variant. He always spends ____ money on clothes.
- a few
 - few
 - many
 - a lot of
 - any
8. Choose the correct conjunction. It's raining, . we should take our umbrellas.
- and
 - because
 - so
 - or
 - but
9. Choose the correct variant: ____ democracy in the government of Athens in ancient times.
- Was there
 - Is there
 - There is
 - There was
 - There are
10. Fill in the gap with appropriate words. When we go ____ we like to go ____ and see new countries.
- abroad, middle
 - out, away
 - away, abroad
 - home, in front of
 - middle, away
11. Choose the correct variant. He ____ finish his homework before dinner.
- is going
 - will
 - going
 - is going to
 - are going to
12. Select an appropriate definition of want ____?
- None of them
 - More customer needs
 - Basic human requirements
 - Needs backed by buying power
 - Needs directed to the product
13. Choose the correct option. How many types of packaging in marketing?
- 2
 - 4
 - 3
 - 5

- 7

14. Choose the correct variant. We bought ____ books yesterday.

- a little
- an
- much
- some
- a

15. Choose the correct variant. They ____ study at the library later.

- are going to
- is going
- were going to
- going
- will

16. Choose the correct variant: How long ____ you ____ him?

- did/know
- have/known
- do/know
- has/knew
- are/known

17. Choose the correct variant. My wife and I ____ new job too, because Brighton is too far away and we. ____ to work for hours every day.

- to go finding; is not going to travel
- is going to find; is not going to travel
- am going to find; am not going to travel
- are going to find; are not going to travel
- are go find; is not go travel

18. Choose the correct variant. She ____ (never, be) to Paris.

- has never been
- never has been
- never was
- never is
- was never

19. Choose the correct variant. -How ____ time did you spend on doing tests? -I spent ____ time.

- many, a few
- much, a lot
- much, many
- many, little
- much, a lot of

20. Choose the correct degree of the adjective. The exam was ____ than we expected.

- difficult
- more difficult

- the most difficult
- most difficult
- the more difficult

21. Choose the correct tense form. They haven't found their keys ____.

- already
- yet
- always
- last week
- yesterday

22. Choose the correct variant. There is ____ in the room.

- a lot of child
- a few chairs
- many people
- much furniture
- many tables

23. Choose the correct answer. Which of these is a traditional marketing method?

- TV commercial
- Facebook ad
- Google Ads
- Email newsletter.
- None of them

24. Choose the suitable answer. Which marketing expert famously said, "Marketing is everything and everything is marketing"?

- Seth Godin
- Gary Vaynerchuk
- Philip Kotler
- Steve Jobs
- None of them

25. Choose the correct degree of adjective: Peter's very ____ at tennis. He won the game.

- goodly
- well
- good
- best
- worst

26. Choose the correct variant. What ____ you ____ now?

- did/doing
- did/do
- do/do
- are/do
- are/doing

27. Complete the sentence. We played very well, _____. our team could not win the game.
- as well
 - because
 - or
 - and
 - but
28. Complete the sentence. When you get to Third Street, don't turn right. Turn _____.
- off
 - on
 - up
 - from
 - left
29. Choose the correct variant. There _____ a good movie on TV last night.
- are
 - was
 - is
 - were
 - be
30. Choose the correct variant. Where _____ you yesterday?
- are
 - were
 - was
 - have
 - am
31. Choose the correct conjunction. Tom went to bed early yesterday. _____ he was tired.
- because
 - and
 - so
 - but
 - if
32. Complete the sentence: When white flakes fall from the sky in cold weather, it is _____.
- rainy
 - snowy
 - foggy
 - cloudy
 - windy
33. Find the correct variant. I can see a lot of grey clouds in the sky. I think it _____ rain soon.
- are going to
 - is going to
 - going to is
 - going are to
 - is to going

34. Find the suitable answer. What is a simple tool someone without marketing training can use to measure marketing success?
- AI coding software
 - Google Analytics
 - Advanced statistical models
 - Paid media buying agencies
 - None of them
35. Choose the correct answer. Which of the following is not a key component of a digital marketing strategy?
- Radio Advertising
 - Social Media Marketing
 - Search Engine Optimization (SEO)
 - Content Marketing
 - All of the above
36. Complete the sentence. ____ a fantastic concert in our neighbourhood last month.
- There is
 - Was there
 - There was
 - There isn't
 - Is there
37. Find the correct answer. She is only 14 years old, but she ____ many tournaments in her life.
- already won
 - have already won
 - has already won
 - already win
 - have won
38. Choose the correct answer. Benedit and Nina are ____ only salad. Because vegetarians don't ____ meat.
- eating/eating
 - eating/eat
 - eat/eating
 - eat/eat
 - eat/eats
39. Choose the correct variant: I know them quite ____.
- good
 - best
 - well
 - better
 - the best
40. Choose the correct variant: Is Sumgait ____ as Baku? -No it isn't. Baku is ____ city. Baku is one of ____ cities in the world.
- as older, elder, the eldest

- so old, an older, oldest
- as old, an older, the oldest
- so older, an elder, eldest
- as old, older, the oldest

41. Complete the sentence. Would you like to. us for dinner tonight?

- joining
- joins
- joined
- is join
- join

42. Fill in the gap with the appropriate word. I'm writing to you to let you know that I. ____ to Devon. I can't wait anymore!

- is going to move
- am going to move
- are going to move
- is go to move
- are to move

43. Choose the correct variant. Look at the sun! It ____ be a beautiful day.

- going to
- go to
- is going
- is going to
- goes to

44. Choose the sentence in the Past Simple.

- He is watching a film on TV.
- He watches Tv in the evenings.
- The weather will be nice tomorrow.
- She wants to go swimming after work.
- She let me help her with those bags.

45. Find the correct option. What is the primary goal of marketing?

- To create brand awareness
- To increase sales
- To build customer relationships
- All of them
- None of them

46. Choose the correct answer. Which of the following involves designing and manufacturing the container for products?

- Product line
- Packaging
- Branding
- Labelling
- All of them

47. Choose the correct variant ____.

- How many languages does speaks this girl?
- How many languages does this girl speaks?
- How much languages did this girl spoke?
- How many languages does this girl speak?
- How many languages this girl does speak?

48. Select the correct adverb. We arrived ____ than expected.

- soon
- earlier
- earliest
- early
- late

49. Choose the correct sentence:

- My cousin is going to get married in the spring
- My cousin is to go get married in the spring
- My cousin is to go to get married in the spring
- My cousin is going get married in the spring
- My cousin going is to get married in the spring

50. Complete the sentence with the correct variant: Be careful! You ____ drop that vase.

- will
- will be
- going to are
- is going
- are going to

51. Choose the correct variant. He ____ an architect but he ____ at the moment.

- is, isn't working
- are, aren't working
- is, are working
- are, isn't working
- aren't, isn't working

52. Fill in the blank with appropriate degree of comparison of adjective. Shakespeare is known as one of the ____ men in English Literature.

- greater
- great
- greatest
- more greater
- the most greatest

53. Choose the correct variant to complete the sentences: ____ is there in the bedroom? There ____ 2 beds, 3 televisions and 2 cupboards

- How much/is
- How many/are

- What/is
- How many/is
- What/are

54. Choose the correct variant. Tom and Nick ____ tennis last weekend, but they rarely ____ tennis.

- play/played
- play/play
- play/plays
- played/play
- played/plays

55. Define the correct tense form: Dave ____ a student with her work now.

- helped
- help
- is helping
- helping
- helps

56. Find the suitable answer. Which of the following is an example of owned media?

- None of them
- Facebook ads
- Sponsored content on a blog
- Customer reviews on a third-part website
- A company's website

57. Choose the correct variant: Which accounts are associated with cost of goods sold?

- accrued interest
- inventory
- depreciation
- dividends
- all of the above

58. Choose the correct variant: The traffic is ____ in the city centre. Take the train.

- Perfect
- Wonderful
- Excellent
- Great
- Terrible

59. Choose the correct variant. We haven't got ____ bread. I'm going out to buy ____.

- any, some
- any, an
- some, any
- any, a
- some, a

60. Choose the correct variant. Which one is a countable noun?

- Juice

- Car
- News
- Cheese
- Butter

61. Fill in the gap with appropriate words. The bus ____ is over there ____ the left.

- stop, in
- museum, in
- station, on
- stop, at
- station, at

62. Choose the correct variant: ____ an accident yesterday.

- There is
- There were
- There was
- There are
- It was

63. Choose the correct variant. What does shoplifting mean?

- Lying to the police
- Breaking into a house
- Fighting in public
- Stealing from a shop
- Buying cheap things

64. Choose the correct variant. They ____ (just, arrive) at the airport.

- just arrived
- are just arriving
- have just arrived
- had just arrived
- will just arrive

65. Complete the sentence with the correct conjunction: She is very friendly ____ everyone likes her.

- if
- although
- but
- and
- so

66. Choose the regular verb:

- see
- go
- do
- meet
- work

67. Choose the correct variant. ____ your parents ____ at the moment? No, they ____.
- Are, works; isn't
 - Are, work; isn't
 - Is, working; aren't
 - Is, work; isn't
 - Are, working; aren't
68. Choose the correct answer. What is a challenge often faced in specialty marketing?
- Overwhelming competition from large brands
 - Lack of product variety
 - Small target market size
 - Too many customers to handle
 - None of them
69. Choose the correct answer. Who suggested product, pricing, place, promotion all these in a company that represents marketing mix?
- Stephen Morse
 - Philip Kotler
 - Nielsen
 - Neil Bordan
 - None of them
70. Fill in the blank with appropriate degree of comparison of adjective. His results are not as ____ as his colleague's.
- better
 - good
 - the best
 - gooder
 - the goodest
71. Choose the line of irregular verbs:
- to cut, to ask, to draw, to lend
 - to win, to teach, to steal, to catch
 - to play, to read, to rise, to go
 - to spoil, to take, to clean, to write
 - to see, to shake, to give, to promise
72. Choose the correct degree of the adjective. It was one of the ____ mornings he had ever spent there.
- happiest
 - most happiest
 - the happiest
 - more happy
 - more happier
73. Choose the correct variant: The children ____ playing in the park when I saw them.
- are
 - was
 - is

- am
- were

74. Choose the correct variant. What time are you going to ____ for the airport?

- is leave
- leaves
- leaving
- leave
- left

75. Choose the correct variant. I don't have ____ information for you about flights to Paris.

- am
- some
- a
- an
- any

76. Choose the correct variant: Where ____ Sam and Joe? "I don't know. They ____ here a few minutes ago. "

- Is, were
- Are, was
- Am, were
- Are, were
- Was, were

77. Choose the correct sentence.

- Sugars is sweet
- He has a sugar in his coffee
- There are sugars in the jar
- I want one sugar
- Would you like some sugar?

78. Fill in the gap with appropriate preposition. Mary was tired. She ____ the stairs slowly.

- went up
- went in
- go up
- go down
- go out

79. Choose the correct variant: Report functions are used.

- To construct reports based on a model's result, and a valid on both calc and data sections
- To describe the same for computation of interests, period, to develop marketing strategies
- To plan your business and reflect your own work, to be succeed, to earn a lot of money
- To reflect the type of brand, products, services, to manage selling them and to generate income
- To create memorable brand names in seconds, to write simple brief, to create a framework for ideas

80. Choose the correct answer. Who's the father of modern marketing?

- Peter Drucker
- Philip Kotler

- Abraham Maslow
- Laster Wunderman
- None of them

81. Choose the correct variant. I ____ (read) that book several times.

- reading
- has read
- read
- will read
- have read

82. Choose the correct variant: We expected him for dinner, but he ____.

- doesn't come
- don't come
- isn't coming
- hasn't come
- didn't come

83. Complete the sentence: Is there ____ orange juice left in the fridge?

- any
- a
- many
- an
- some

84. Choose the correct variant. Did you ____ the washing this morning?

- have
- did
- do
- are
- is

85. Choose the correct variant. My sister and I ____ early at the weekend.

- am get up
- doesn't get up
- are get up
- is get up
- don't get up

86. Choose the suitable variant. There ____ only 3 guests in hotel last day.

- had
- was
- were
- did
- do

87. Choose the correct word to complete sentence. I have been to Australia but Anna ____.

- hasn't

- haven't
- isn't
- doesn't
- aren't

88. Complete the dialogue. A: I am thirsty. B: ____ some juice or mineral water?

- Are you like
- Do you like
- Did you like
- You like
- Would you like

89. Choose the correct variant: There ____ some viewpoints along the road to take pictures. 1. Were, 2. Is, 3. Was, 4. Are.

- 1, 2
- 2, 3
- 3, 4
- 1, 4
- 1, 3

90. Find the correct option. What is a KPI in marketing?

- Known Purchase Index
- Key Product Indicator
- Knowledge Processing Input
- Key Performance Indicator
- All of the above

91. Choose the correct answer. Which of the following best describes social media marketing?

- Running product trials
- TV and radio ads
- Using online platforms
- Print advertising in magazines
- None of them

92. Choose the correct variant: We ____ at school last Saturday.

- were
- was
- is
- am
- are

93. Choose the correct variant. Which sentence is correct?

- I have a lot of informations.
- I have many money in my pocket.
- She needs a few salt for the soup.
- There are some sugars on the table.
- He drank much water after running.

94. Choose the correct variant. The children ____ TV at the moment.

- watches
- watch
- watched
- watching
- are watching

95. Choose the correct variant. I have ____ friends in London, so I'm never alone there.

- a little
- a few
- much
- little
- any

96. Complete the sentence. I usually take a bath. ____ going to bed.

- but
- after
- before
- if
- so

97. Choose the correct variant. We ____ (not, finish) our homework yet.

- haven't finished
- didn't finish
- don't finish
- finished
- haven't finish

98. Select the correct adverb. He drives very ____, be careful!

- danger
- more dangerous
- dangerously
- dangerly
- a dangerous

99. Choose the correct variant. A: Would you like a slice of cake? B: ____, I'm not hungry.

- No, I don't
- No, thanks
- Yes, please
- I would like
- Please

100. Complete the sentence with the correct variant: She is a dancer, but she dances. ____

- graceful/graceful
- graceful/gracefully
- gracefully/graceful
- gracefully/gracefully
- grace/gracefully

101. Find the correct option. The buying process starts when the buyer recognizes a ____.
- Shop or Market
 - Need or Problem
 - Money or Status
 - Product or Service
 - None of them
102. Choose the suitable option. Which of the following is not part of the 4 Ps of marketing?
- Packaging
 - Price
 - Product
 - Promotion
 - None of them
103. Choose the correct variant. What kind of weather is it when the sky is full of clouds?
- Windy
 - Cloudy
 - Sunny
 - Snowy
 - Stormy
104. Choose the correct variant. Jane ____ a lot of money the day before yesterday. She ____ a dress.
- spend, buying
 - spend, buy
 - spent, bought
 - spent, buy
 - bought, spent
105. Choose the correct variant. Bob's been a vegetarian ____ three years.
- before
 - since
 - after
 - for
 - just
106. Choose the correct variant. ____ advice. 1. many, 2. much, 3. a lot of, 4. a few, 5. a little
- 2, 3, 5
 - 1, 2
 - 2, 3
 - 3, 4, 5
 - 1, 4
107. Choose the regular verbs: 1. to accept, 2. to draw, 3. to advise, 4. to give.
- 2, 3
 - 2, 4
 - 3, 4
 - 1, 2

- 1, 3

108. Choose the correct degree of the adjective: Little Nick was ___ boy among the children in his group.

- best talented
- talented
- more talented
- the most talented
- much talented

109. Choose the correct tense form. My brother has given up smoking ___.

- last yea
- every year
- this year
- next year
- tomorrow

110. Choose the correct variant. We ___ never eaten Mexican food.

- are
- has
- have
- is
- am

111. Find the correct variant. I usually ___ a skirt, but today I ___ trousers.

- wear, is wearing
- wears, wear
- wear, am wearing
- wears, wears
- wear, wear

112. Select the correct answer. Who is known for stating that “marketing is business”?

- Peter Drucker
- Philip Kotler
- David A.Aaker
- Seth Godin
- None of them

113. Complete the sentence. ___ Is the combination of quality, service and price?

- Customer Satisfaction Traid
- Marketing Traid
- Costume value Traid
- Service Quality Traid
- None of them

114. Choose the correct variant. I ___ tired last week.

- was
- have

- were
- are
- am

115. Choose the correct variant: I ____ dinner with my family now.

- was having
- am having
- will be having
- has
- have

116. Choose the correct variant: 1. a few piece of information, 2. a few information centers, 3. a little useful information, 4. much information, 5. a little pieces of information.

- 1, 3, 4
- 1, 2, 5
- 2, 3, 4
- 2, 4, 5
- 1, 3, 5

117. Complete the sentence with the correct variant: This box is too _____. I can't lift it.

- heavy
- heavily
- heaviness
- heavier
- heaviest

118. Choose the correct variant. I ____ see my friend tomorrow.

- am going to
- is going to
- going
- will
- are going to

119. Choose the line of regular verbs.

- to stay, to look, to ask, to play
- to make, to rise, to send, to trust
- to write, to cut, to light, to give
- to draw, to marry, to miss, to thin
- to raise, to stop, to eat, to learn

120. Choose the correct option. My brother is going to meet his friends at the station ____.

- sometimes
- yesterday
- tomorrow
- every day
- last week

121. Choose the correct tense form: ____ Sandra ____ ridden a horse?
- Have/never
 - Has/never
 - Has/ever
 - Have/ever
 - Had/never
122. Complete the sentence. Paul's very _____. He never speaks.
- popular
 - noisy
 - careful
 - quiet
 - happy
123. Find the correct variant. If you watch a "comedy" what will you probably do?
- laugh
 - cry
 - buy something
 - dance
 - sit
124. Find the correct variant. What does SEO stand for in digital marketing?
- Search Engine Optimization
 - Software Engineering Operation
 - Sales Efficiency Optimization
 - Social Engagement Opportunity
 - All of the above
125. Choose the correct variant: Which of the following is not a core financial statement?
- the income statement
 - the trial balance
 - statement of cash flows
 - the balance sheet
 - all of the above
126. Choose the correct variant. We need ____ money to buy these books. 1. much 2. many 3. a few 4. a little
- 2, 3
 - 1, 4
 - 1, 2
 - 1, 3
 - 2, 4
127. Complete the sentence. I spoke ____ so that everyone could hear me.
- quiet
 - loudly
 - slow
 - fast

- badly

128. Choose the correct adjective. This book is so _____. I couldn't stop reading it!

- interested
- interesting
- interest
- interests
- interestful

129. Choose the line of uncountable nouns.

- play/advice/girl
- weather/knife/peace
- day/noise/language
- chocolate/health/cotton
- room/door/sand

130. Choose the correct sentence...

- I got a few informations
- She gave me an information
- Informations are important
- I need some information
- There are many information

131. Choose the correct variant: Yesterday John told me ____ joke. This joke was ____ joke I've ever heard.

- funniest, more funny
- a funny, the funniest
- funnier, most funny
- a funny, funnies
- funny, the most funniest

132. Choose the correct variant. What ____ your brother ____ these days?

- is/do
- does/do
- has/done
- do/does
- is/doing

133. How much cheese ____ in your hamburger?

- there are
- there is
- are there
- is there
- were there

134. Find the correct option. There ____ a sofa in the living room.

- do
- are

- have
- had
- is

135. What duty is related to warehouse management?

- Conducting market research
- Managing social media accounts
- Handling employee payroll
- Preparing financial statements
- Preparation and control of warehouse reports

136. Choose the the correct variant. Which is not a common type of media used in integrated marketing communications?

- Product development
- Paid media
- Owned media
- Earned media
- All of the above

137. Choose the correct variant. She was very thirsty. She. ____ the water very quickly.

- didn't drink
- drink
- drinks
- drank
- didn't drank

138. Choose the correct variant. I ____ get up very early every morning at six o'clock.

- does have
- has to
- had to
- hasn't to
- have to

139. Choose the correct variant. Mary often ____ to work by bus, but she ____ to work by taxi yesterday.

- got/got
- got/get
- gets/got
- get/got
- get/gets

140. Choose the correct variant. Alison ____ in Chicago, but she would like to go there one day.

- wasn't
- has been
- was
- has never been
- have been

141. Choose the correct conjunction. She went home. she wasn't feeling very well.
- and
 - because
 - so
 - or
 - but
142. Choose the correct variant: I am sure he ____ the problem.
- am going to solve
 - is going to solve
 - are going to solve
 - are go to solve
 - am go to crash
143. Complete the sentence: John is ____ than Mike, but not the ____ in class.
- tall/taller
 - taller/tallest
 - tallest/taller
 - tall/tallest
 - more tall/tallest
144. Choose the correct variant: Spring ____ already ____ to this part of the country.
- has ____ come
 - had ____ come
 - is ____ coming
 - was ____ coming
 - will ____ come
145. Choose the sentence in the Present Continuous.
- She wants to go swimming after work.
 - I saw my teacher at the dentist last week.
 - My uncle is driving very slowly now.
 - My cousin bought a new computer last week.
 - Our director missed the bus yesterday morning.
146. Complete the sentence. SWOT stands for ____?
- Worldwide Optimization,Threats and Services
 - Services, Worldwide Optimization and Transport
 - Special Weapons for Operations Timeliness
 - Services, Transport and Weakness
 - Strengths, Weakness, Opportunities and Threats
147. Choose the correct answer. Which is the term for dividing a market into smaller groups based on shared characteristics?
- Branding
 - Market research
 - Targeting
 - Market segmentation

- All of the above

148. Choose the correct variant. She put ____ sugar in her tea. Not too much.

- any
- many
- much
- a little
- few

149. Choose the correct variant. What happens when someone commits murder?

- They kill someone
- They steal clothes
- They break a window
- They tell a lie
- They drive too fast

150. Choose the line of irregular verbs.

- to kill, to stop, to work, to like
- to make, to marry, to shut, to close
- to write, to leave, to see, to offer
- to be, to cut, to catch, to buy
- to study, to try, to sell, to fly

151. Choose the correct variant. What is vandalism?

- Damaging public property
- Fixing broken things
- Stealing money from people
- Painting pictures
- Helping the police

152. Choose the correct answer: Do they have a country house near the sea?

- No, they don't
- No, they have no
- Yes, they have
- Yes, we do
- No, they have

153. Fill in the gap with the appropriate word. I don't have. ____ children yet, but we want to have two or three eventually.

- a
- some
- much
- any
- an

154. Choose the correct variant: That's a. ____ idea! Let's do it!

- good
- bad

- awful
- dreadful
- terrible

155. Find the correct variant. Please keep quiet! I. to the raido.

- is listening
- am listening
- listen
- am listen
- listens

156. Choose the correct variant: It's sunny, it ____.

- is not go raining
- am not going to rain
- are not going to rain
- is not going to rain
- am not go to rain

157. Find the suitable answer. Which form of strategic orientation focuses on customers and competition?

- All of them
- Sales orientation
- Customer orientation
- Market orientation
- Product orientation

158. What are job responsibilities?

- The duties an employee completes at work based on their specific role
- Establishing clear communication protocols is essential for any title agency
- It takes years to create a great brand, but you can have a creative brand name in seconds
- It's important for your business name to reflect the type of brand, products, or services you are developing
- A good business name is memorable and easy to find

159. Choose the correct variant. I have recently visited one of the. places in our country.

- beautiful
- more beautiful
- most beautiful
- beautifulest
- more most beautiful

160. Choose the correct variant: Turtles walk ____ because they are ____ animals.

- slowing; slowly
- slowly; slowly
- slow; slow
- slow; slowly
- slowly; slow

161. Choose the correct variant. In summer, the weather is usually ____.
- hot
 - icy
 - freezing
 - stormy
 - foggy
162. Choose the correct past tense form of these verbs: Feed, dig, burn, rise, sell.
- Feed, dug, burn, risen, sold
 - Fed, dig, burnt, risen, sold
 - Feed, dug, burnt, rose, sell
 - Fed, dug, burnt, rise, sold
 - Fed, dug, burnt, rose, sold
163. Find the correct variant. We ____ to Georgia every summer in my childhood.
- travels
 - travel
 - will travel
 - travelled
 - are travel
164. Choose the correct variant. She ____ happy with the results.
- are
 - was
 - am
 - were
 - be
165. Choose the correct variant. There ____ any people at the station yesterday.
- weren't
 - wasn't
 - isn't
 - aren't
 - not
166. Choose the correct variant. What is the weather like when the sun is shining?
- Windy
 - Stormy
 - Cloudy
 - Rainy
 - Sunny
167. Choose the correct statement.
- "She is more smarter than him. "
 - "He is more taller than his brother. "
 - "My car is more faster than hers. "
 - "This test is easier than the last one. "
 - "They are more friendlier than us. "

168. Circle the correct variant with a verb in the past simple.

- get–getting
- get–getter
- get–gets
- get–do get
- get–got

169. Choose the correct answer. In SWOT analysis, what does the “O” stand for?

- None of them
- Organization
- Operations
- Objectives
- Opportunities

170. Select the correct answer. Which is an example of content marketing?

- A Tv ad
- A blog post
- A product label
- A price tag
- All of the above

171. Choose the correct variant. Look! Jessica ____ her school uniform!

- are wearing
- are wearing
- is wearing
- wear
- wearing

172. Choose the correct variant: How. ____ stars are there in the sky?

- many
- much
- some
- any
- little

173. Choose the correct variant. She ____ to music right now.

- listen
- listens
- is listening
- listened
- listening

174. Choose the correct variant. We can get tickets for the concert, I have got ____ money now.

- many
- a lot
- a little
- few

- a few

175. Choose the correct option to complete the sentence: The team played ____ and lost the match.

- bad
- well
- better
- badly
- the worst

176. Choose the correct variant: Would you like. ____ milk with your cookies?

- few
- a
- an
- any
- some

177. Choose the correct variant: This problem is ____ than the last one.

- badly
- worst
- badder
- worse
- the worse

178. Choose the correct variant: There are ____ tables, but there are not ____ chairs.

- –/some
- any/some
- any/any
- some/some
- some/any

179. Choose the correct variant. ____ a dog barking outside last night.

- There were
- There is
- There are
- There was
- Are there

180. Find the suitable answer. What is an example of a specialty product?

- Generic t-shirts
- Bottled water
- Custom-made cosplay outfits
- Mass-produced snack food
- None of them

181. Select the correct answer. Which of the following is not part of SEO?

- Building backlinks from other websites
- Improving a website's content
- Using keywords that people search for

- Making a website slower
- None of them'

182. Choose the correct variant. ____ you at the party last weekend?

- Were
- Are
- Is
- Be
- Was

183. My grandparents stories were ____ than his jokes.

- the funniest
- funniest
- more funny
- funny
- funnier

184. Choose the correct variant. I would like to ____ a room for three nights.

- reserve
- make
- cancel
- ask
- pay

185. Choose the line of uncountable nouns.

- word, driver
- moment, bridge
- book, literature
- flour, worker
- furniture, toothpaste

186. Choose the correct variant. What does it mean to fall in love?

- To argue with someone
- To get married quickly
- To stop liking someone
- To start loving someone
- To feel lonely

187. Which tense do you have to use with the following signal words: yesterday, the day before yesterday, last week, last month, last year, last century, two days ago, three mont ago, in childhood.

- present simple
- past simple
- future simple
- present perfect progressive
- future perfect

188. Complete the sentence with the correct variant: Would you like ____ orange juice or water?

- some

- to
- a
- few
- any

189. Choose the correct variant: She ____ in South Africa last month.

- are
- were
- was
- is
- am

190. Choose the correct variant. There isn't ____ chocolate but there are too ____ sweets.

- many, much
- much, many
- much, a little
- a few, many
- a lot,, much

191. Complete the sentence. Consumer purchases are influenced by cultural ____ personal and psychological characteristics.

- health
- cost
- social
- profit
- None of them

192. Choose the correct option. What does “target market” mean?

- A group of potential customers
- A sales technique
- A specific location to sell products
- A competitor's customers
- None of them

193. Choose the line of irregular verbs:

- to hide, to kill, to feed, to drink
- to fly, to lead, to bite, to feed
- to stop, to grow, to lend, to eat
- to shine, to rise, to close, to drive
- to open, to keep, to die, to mean

194. Choose the correct variant: Alan, walk ____, your ____ walk makes me get angry.

- quickly, slow
- quickly, quickly
- quickly, slowly
- slow, quickly
- a little slowly, quick

195. Choose the correct variant. My parents ____ in Baku last summer.

- was
- is
- are
- were
- be

196. Choose the correct variant. It's raining! Don't forget your ____.

- umbrella
- sunglasses
- hat
- scarf
- gloves

197. Choose the correct variant. Question number 15 was the. question on the test.

- easy
- most easy
- easiest
- easiest
- easier

198. Choose the correct variant. It was a ____ day, so the sky was not very bright.

- humid
- wet
- cloudy
- sunny
- dry

199. Choose the correct variant: Nina. in the park alone yesterday morning and she. a book.

- sat/read
- can sit/reads
- sits/reads
- is sitting/is reading
- sat/reads

200. Choose the suitable option. I ____ TV last night.

- watched
- watch
- watches
- was watch
- watching

201. Choose the correct variant: He always likes. ____ piece of chocolate.

- little
- the
- some
- an
- a

202. Choose the correct variant: ____ two birds sitting in that tree.
- A
 - There is
 - It
 - It is
 - There are
203. Find the suitable answer. Today's marketers need?
- None of them
 - Creativity but not critical thinking skills
 - Neither creativity nor critical thinking skills
 - Critical thinking skills but not creativity
 - Both creativity and critical thinking skills
204. Choose the correct answer. Why is customer feedback important in marketing?
- None of them
 - To lower marketing budgets
 - To impress competitors
 - To ignore complaints
 - To improve service
205. Answer the question. Where can tourists get information?
- at the tourist information office
 - at the train station
 - at the bus station
 - at the museum
 - at the bank
206. Choose the correct variant. Lara and I. ____ . at restaurant that night, and you. ____ with us.
- was, were
 - were, were
 - were, was
 - is, were
 - is, was
207. Find the correct variant. It's ____ country in the world.
- the most dangerous
 - dangerous
 - dangerousest
 - dangerounsly
 - more dangerous
208. Choose the correct variant: She is a ____ learner. She learns very. ____.
- quickly, quickly
 - quick, quickly
 - quick, most quickly
 - quickly, quick

- quick, more quickly

209. Choose the correct variant: The next test is really hard, ____ you should study more.

- Because
- But
- That
- For
- So

210. Choose the line of uncountable nouns:

- fruit, oat, parent
- power, wealth, table
- nail, ocean, dust
- poem, mosque, blood
- weather, baggage, oil

211. Find the correct variant to complete the sentence: I ____ have a lot of time, so I ____ do the shopping myself.

- doesn't/does
- don't/don't
- didn't/did
- did/didn't
- doesn't/don't

212. Choose the correct variant. I ____ at home last night.

- are
- was
- is
- were
- am

213. Find the correct variant. What do we call someone who destroys or damages something?

- a football hooligan
- a robber
- a murderer
- a car thief
- a vandal

214. Choose the correct answer. The term digital marketing was first used in ____?

- 1995
- 1980
- 1985
- 1999
- 1990

215. Choose the correct answer. What does PPC stand for in digital advertising?

- Paid Posting Campaign
- Product Price Calculator

- Private Promotion Code
- Pay Per Click
- None of them

216. Choose the correct adjective. She is a very ____ singer. Everyone loves her voice.

- talented
- talent
- talenting
- talents
- talented

217. Choose the correct variant. What would a person most likely steal during a mugging?

- A car
- A shop
- A wallet
- A job
- A book

218. Choose the correct variant. What weather is it when water falls from the sky?

- Sunny
- Snowy
- Rainy
- Windy
- Cloudy

219. Choose the correct variant: Our teacher explains the lessons ____ than yours.

- most clearly
- more clearer
- clearly
- more clearly
- much clearer

220. Complete the sentence: There is lightning, thunder, and heavy rain. It is a ____ day

- foggy
- snowy
- stormy
- cloudy
- dry

221. Fill in the gap with appropriate word. Is Jack here? No, he is ____ but he'll be back in about five minutes.

- abroad
- out
- away
- begin
- middle

222. Choose the correct variant. What are your plans for next year? Are you ____ to Canada?
- go
 - go to
 - will go
 - is going to
 - going to go
223. Choose the correct variant: She ____ her phone! She's looking everywhere for it.
- lost
 - has lost
 - loses
 - is losing
 - lose
224. Complete the sentence. Would you like ____ apple or ____ strawberries?
- an/some
 - a/any
 - any/any
 - a/some
 - a/a
225. Choose the correct conjunction: She can't go with us ____ she is busy.
- however
 - before
 - because
 - after
 - though
226. Select the correct variant. Marketing,Audit,environmental analysis, SWOT analysis includes under.
- Both a and b
 - Marketing process
 - Planning process
 - None of them
 - Sales Process
227. Choose the correct option. What do the 3 C's of international marketing environmental analysis stands for?
- Culture,Competition and Climate
 - Country,Climate and Competition
 - Culture,Costs and Climate
 - Currency, Climate and Costs
 - Country,Currency and Culture
228. Choose the correct answer. Most of the town is modern. There are ____ old buildings.
- much
 - many
 - a few

- a lot
- little

229. Choose the correct variant. What's the weather like today?

- It's shine.
- It's sun.
- It's sunning.
- It sun.
- It's sunny.

230. Choose the correct answer: I ____ have a shower yesterday evening.

- don't
- didn't
- doesn't
- haven't
- hadn't

231. Choose the correct variant. They ____ in the same class with him at high school 4 years ago.

- are
- was
- is
- were
- am

232. Choose the correct variant. How ____ books do you read every month?

- many
- much
- few
- a lot
- any

233. Choose the correct variant. What kind of movie has ghosts or scary scenes?

- Comedy
- Horror
- Romance
- Musical
- Cartoon

234. Complete the sentence: He worked very ____ to finish the project.

- hard
- hardly
- harder
- hardest
- hardful

235. Complete the sentence with the correct conjunction: He was tired, ____ he continued working.

- because
- but

- so
- and
- or

236. Choose the correct variant: She runs as ____ as her brother.

- fasterly
- faster
- fastly
- more fast
- fast

237. Complete the sentence. A ____ brand is created by a reseller of a product or service.

- Value
- Tangible
- Private
- Shopping
- All of the above

238. Select the suitable option. Marketers often use the term ____ to cover various grouping of customer ?

- Buying Power
- Market
- People
- Demographic Segment
- None of them

239. Choose the correct variant: –Have you received any applications for the job? –Yes, but only ____.

- few
- a lot
- a little
- much
- a few

240. Choose the correct conjunction. She studied hard, ____ she passed the exam.

- because
- but
- and
- so
- if

241. Choose the line of uncountable nouns;

- village, physics, men
- slice, hotel, match
- cotton, language, foot
- river, shoes, cheese
- rice, sand, patience

242. Complete the dialogue. A: ____ you ever seen a ghost? B: No, I ____.
- Have/didn't
 - Did/didn't
 - Did/haven't
 - Have/haven't
 - Do/haven't
243. Choose the correct variant: Can you tell me the ____ way to ____ bookstore?
- farther, nearer
 - shorter, nearer
 - short, near
 - far, the next
 - shortest, the nearest
244. Choose the correct variant: We haven't got ____ petrol. We need to stop and get some.
- Little
 - Many
 - Much
 - Few
 - Most
245. Choose the correct variant. Lionel Messi is the ____ football player in the world.
- best
 - better
 - worse
 - good
 - bad
246. Choose the correct variant. The weather this morning is even ____ than yesterday.
- badder
 - bad
 - worst
 - worse
 - baddest
247. Choose the correct negative sentences. My sister made homemade pizza for us last weekend.
- My sister don't made homemade pizza for us last weekend.
 - My sister don't make homemade pizza for us last weekend.
 - My sister didn't make homemade pizza for us last weekend.
 - My sister didn't made homemade cake for us last weekend.
 - My sister doesn't make homemade cake for us last weekend.
248. Choose the suitable answer. Which of these is an example of digital marketing?
- Trade shows
 - Magazine ads
 - Billboard advertising
 - Email campaigns
 - None of them

249. Choose the correct variant. MPR stands for ____?
- Measuring public relations
 - Marketing public relations
 - Monitoring public relations
 - Managing public relations
 - None of them
250. Choose the correct variant: The person who is not innocent is ____.
- guilty
 - free
 - witness
 - police
 - victim
251. Choose the correct conjunction. I wanted to go to the park, ____ it started raining.
- so
 - and
 - but
 - or
 - because
252. Choose the correct variant. Which movie type is full of excitement, car chases and fights?
- Comedy
 - Romantic
 - Cartoon
 - Documentary
 - Action
253. Choose the correct variant. He ____ (be) my friend for 10 years.
- is
 - has been
 - will be
 - was
 - have been
254. Choose the correct variant: They ____ half of the materials today.
- was collected
 - had collected
 - were collected
 - have collected
 - has collected
255. Choose the correct variant. Everything ____ in my life. We want to live in a house near the Maiden Tower.
- is go to change
 - am going to change
 - are going to change

- is going to change
- are to change

256. Choose the correct negative sentences. We had toast for breakfast yesterday.

- We doesn't have toast for breakfast yesterday.
- We don't have toast for breakfast yesterday.
- We didn't had toast for breakfast yesterday.
- We didn't have toast for breakfast yesterday.
- We don't had toast for breakfast yesterday.

257. Choose the correct conjunction. I studied well ____ entered the best university.

- or
- but
- if
- and
- because

258. Choose the correct answer. She ____ a shower every morning before school.

- is
- does
- did
- has
- are

259. Define the term Market?

- A place where similar products grouped together
- A basket of goods
- A shopping mall
- A place where buyers and sellers meet
- All of the above

260. Choose the correct answer. Which of the following is not a funvntion of management?

- All of the above
- Staffing
- Planning
- Controlling
- Coordinator

261. Find the correct variant. My mother called the doctor because I ____ a temperature.

- had
- did
- Have
- Has
- We

262. Choose the correct degree of adjective: A country is ____ than a city.

- cheap
- cheaper

- cheapest
- more cheaper
- the cheapest

263. Choose the correct conjunction. I hated the present, . I said it was great.

- but
- and
- so
- or
- because

264. Fill in the gap with appropriate words. Can you tell me the ____ to the railway ____ please?

- library, museum
- way, library
- road, post office
- way, station
- station, cash machine

265. Answer the question. Where can people get post letters and parcels?

- at the bus station
- at the train station
- at the post office
- at the tourist information office
- at the bank

266. Choose the correct variant. When John ____ a child, he ____ afraid of dogs.

- was, were
- was, is
- are, is
- was, was
- are, are

267. Choose the correct variant. ____ some tea?

- Will you like
- Are you like
- Do you like
- Would you like
- You like

268. Choose the lines of countable nouns: 1. grape, head, teacher, 2. money, laptop, lemon, 3. hour, ox, language, 4. ice, harm, pear, 5. hobby, rose, woman6. shelf, ink, time.

- 2, 4, 6
- 1, 2, 5
- 1, 3, 4
- 3, 5, 6
- 1, 3, 5

269. Choose the correct form of the adjective. It's the ____ hotel in the city.
- most expensive
 - expensive
 - an expensive
 - more expensive
 - expensively
270. Choose the correct variant. ____ any planes or helicopters? No, ____.
- Were there, there were
 - There were, were there
 - Was there, there was
 - Were there, there weren't
 - There are, are there
271. Find the suitable option. Which is an external factor affecting marketing decisions?
- Employee performance
 - Company culture
 - Customer preferences
 - Product design
 - None of them
272. Choose the correct answer. What does B2B stand for?
- Buy to Buy
 - Back to Back
 - Business to Business
 - Brand to Brand
 - All of the above
273. Find the correct variant. I'm in my hotel. I ____ a drink in the bar now.
- had
 - having
 - is having
 - was have
 - am having
274. Choose the correct variant. I ____ my homework now, please don't disturb me.
- did
 - am doing
 - do
 - have done
 - was doing
275. Choose the correct tense form. Look! Somebody ____ through the window.
- to jump
 - jumps
 - will jump
 - jumped
 - is jumping

276. Choose the correct answer. Angela ____ Thai food but Frank ____.
- has eaten/hasn't
 - has ate/hasn't
 - have ate/hasn't
 - have eaten/hasn't
 - has eaten/haven't
277. Complete the dialogue: A: ____ they got any problems? B: No, they ____.
- Do/have
 - Have/haven't
 - Do/does
 - Does/has
 - Have/have
278. Choose the line of countable noun.
- forest, magazine, freedom
 - money, juice, foot
 - melon, water, jacket
 - picture, tooth, bowl
 - jeans, flower, air
279. Choose the regular verbs.
- play, want, help
 - see, find, help
 - want, get, help
 - play, see, want
 - want, find, sleep
280. Choose the correct variant. They ____ in the park yesterday.
- am
 - was
 - were
 - is
 - be
281. Choose the correct variant. Why ____ so many cars parked near the library?
- are there
 - there are
 - is there
 - there is
 - there aren't
282. Choose the correct answer. What are used in digital marketing of the following options?
- None of them
 - Internet
 - Electronic devices
 - Telephone

- Both B and C

283. Select an appropriate definition of want ____?

- None of them
- More customer needs
- Basic human requirements
- Needs backed by buying power
- Needs directed to the product

284. Choose the correct variant. Which of the following is uncountable?

- Water
- Banana
- Apple
- Book
- Chair

285. Complete the sentence with the correct variant: I ____ any English books.

- has
- has not got
- have not got
- don't have got
- have got not

286. Choose the regular verb:

- study
- do
- meet
- see
- go

287. Fill in the blank with appropriate degree of comparison of adjective. Our English class is ____ than your math class.

- the most interesting
- more interesting
- interesting
- interestinger
- interestingest

288. Choose the correct variant. Would you like ____ with us?

- going
- go
- to go
- to going
- goes

289. Choose the correct variant. Goodbye! ____ a good day!

- Are
- Do

- Did
- Is
- Have

290. Fill in the blank with appropriate degree of comparison of adjective. I think she is still ill. She looks even ____ than last week.

- badder
- the worst
- bad
- worse
- the baddest

291. Choose the correct variant. Do we need ____ rice?

- Few
- Many
- Any
- Some
- Quite

292. Choose the correct variant. They ____ in the garden at the moment.

- play
- are playing
- played
- plays
- playing

293. Choose the correct option. How many types of packaging in marketing?

- 2
- 4
- 3
- 5
- 7

294. Choose the correct answer. Which of these is a traditional marketing method?

- TV commercial
- Facebook ad
- Google Ads
- Email newsletter.
- None of them

295. Match the verbs with the words. 1. ____ a party. 2. ____ homework. 3. ____ shopping. A. go, B. do, C. have.

- 1-a, 2-c, 3-b
- 1-b, 2-c, 3-a
- 1-a, 2-b, 3-c
- 1-c, 2-b, 3-a
- 1-c, 2-a, 3-b

296. Choose the correct adjective. The baby is so _____. Look at those big eyes!
- cute
 - cutter
 - cut
 - cutting
 - cutely
297. Choose the correct variant: They _____ a nice garden.
- doesn't have
 - has got
 - has had
 - have got
 - has
298. Choose the correct variant. Jake and James were playing tennis when Ryan. _____ his foot.
- broken
 - brake
 - broke
 - broken
 - broken
299. Choose the correct variant. She _____ in Germany for ten years.
- was lived
 - lived
 - had lived
 - has lived
 - lives
300. Choose the suitable answer. Which marketing expert famously said, "Marketing is everything and everything is marketing"?
- Seth Godin
 - Gary Vaynerchuk
 - Philip Kotler
 - Steve Jobs
 - None of them