



15. Choose the correct variant.

... is the total monetary or market value of all the finished goods and services produced within a country's borders in a specific time period.

16. Choose the correct variant.

Market ... is the process of grouping potential buyers according to their needs.

17. Fill in the missing word

Internet ... includes various digital tools.

18. Fill in the missing word

The product life ... is a concept in management that describes the progression of goods from their launch to withdrawal.

19. Match the words/word combinations with their definitions.

20. Put the words into correct order to build the sentence.

Economics has its roots deep in the world of knowledge.

21. Choose the correct variant.

A situation in which an individual's and professional interests clash, they owe to their employer or to the company they are invested is a ... interest

22. Choose the correct variant.

... is a system outlining how the activities are organized and directed to achieve goals.

23. Choose the correct variant.

... of the company is defined as a professional introduction aimed at capturing the attention of the reader and inform him about the company succinctly.

24. Choose the correct variant.

... culture is results-oriented and focuses on competition and achieving measurable goals.

25. Fill in the gaps

A ... profile is a promotional tool as well as a unique offering

26. Fill in the gaps

The four main types of ... culture - clan, adhocracy, market, and hierarchy - derive from the competing values framework.

27. Match the words/word combinations with their definitions.

28. Match the words/word combinations with their definitions.





43. Choose the correct variant

... is a part of economics that focuses on how markets behave as a whole, or different systems that operate on a large scale behave.

44. Choose the correct variant

... is a system outlining how the activities are organized and directed to achieve goals.

45. Choose the correct variant.

... is a brief description of the basic principles of the organization

46. Choose the correct variant.

A situation in which an individual's interests clash with the professional interests they owe to their employer or to the company in which they' re invested is ...

47. Choose the correct variant.

The success of logistics management largely depends on the quality of the ... and other third parties involved in the process.

48. Choose the correct variant.

Creative ... require different resources, including people, time, and budget.

49. Choose the correct variant.

Engaging and retaining talented ... is crucial for organizational success.

50. Choose the correct variant.

Innovation management is essential for organizations to thrive in a dynamic business ...

51. Fill in the missing word.

Logistics management involves coordinating all parts of the ... chain.

52. Fill in the missing word.

Transportation involves coordination of goods movement, optimizing routes, and ensuring on-time ...

53. Match the words/word combinations with their definitions.

54. Match the words/word combinations with their definitions.

55. Put the words into correct order to build the sentence.

56. Put the words into correct order to build the sentence.





71. Fill in the missing word.

A sole ... is a person who runs an unincorporated business with a single owner.

72. Match the words/word combinations with their definitions.

73. Match the words/word combinations with their definitions.

74. Put the words into correct order to build the sentence.

75. Put the words into correct order to build the sentence.

76. Choose the correct variant

... is a commercial organization that has a controlling interest in many other companies

77. Choose the correct variant.

A type of company-organization that is not a separate legal entity from its owners is ...

78. Choose the correct variant.

The main advantage of a limited liability partnership (LLP) over a general partnership (GP) is ...

79. Choose the correct variant

... and transnational companies are similar.

80. Choose the correct variant.

The advantage of a private limited liability company (Ltd) over a public one (PLC) is ...

81. Fill in the missing word.

Private limited ... stand at the forefront of the startup ecosystem.

82. Fill in the missing word.

A transnational corporation is an enterprise that is involved with the international production of goods or services, foreign investments, or income in more than one ... .

83. Fill in the missing word.

The first psychological studies about this issue were ... in the 1960s with the seminal works of David Clarence McClelland.

84. Match the words/word combinations with their definitions.

85. Put the words into correct order to build the sentence.



86. Choose the correct variant

The company develops ... that describes how it will achieve its goals.

87. Choose the correct variant.

Effective operations management is built on several key ...

88. Choose the correct variant.

Disruptions in the supply ... can have a significant impact on operations.

89. Choose the correct variant

... is a commercial organization that has a controlling interest in many other companies

90. Choose the correct variant.

A type of company-organization that is not a separate legal entity from its owners is ...

91. Choose the correct variant.

The main advantage of a limited liability partnership (LLP) over a general partnership (GP) is ...

92. Choose the correct variant.

The ... of management varies with the context in which it is used.

93. Choose the correct variant.

Management is the creation of an internal ... environment

94. Choose the correct variant.

The ... of management are highly interrelated and often overlap.

95. Choose the correct variant.

Innovative ... are always open to accepting all challenges and have tremendous willpower.

96. Fill in the missing word.

Managers spend a great deal of ... negotiating.

97. Fill in the missing word.

The authoritative managerial ... is referred to a directive one.

98. Match the words/word combinations with their definitions.

99. Match the words/word combinations with their definitions.

100. Put the words into correct order to build the sentence.



101. Put the words into correct order to build the sentence.

102. Choose the correct variant.

Management can be defined in terms of ... approaches:

103. Choose the correct variant.

According to Peter Drucker, efficiency is defined as:

104. Choose the correct variant.

The function of management, that involves setting objectives and determining the best way to achieve them is ...

105. Choose the correct variant.

The ... managerial style is characterized by one-way communication, where employees are not encouraged to share ideas.

106. Choose the correct variant.

... theory suggests that employees are motivated by fairness in their input-output ratio compared to others.

107. Choose the correct variant.

... refers to the function of hiring and developing the required personnel to fill in various positions in the organization

108. Fill in the missing word.

The function of ... ensures that the outcomes of planning, organizing, and directing are aligned with the goals.

109. Fill in the missing word.

Management is the ... of planning, organizing, staffing, directing, and controlling the available resources effectively.

110. Match the words/word combinations with their definitions.

111. Put the words into correct order to build the sentence.

112. Choose the correct variant.

... resources include what is available on the earth's surface, rivers, forests, and lakes.

113. Choose the correct variant.

The ... of resources is a fundamental concept in economics

114. Choose the correct variant.

The ... of goods and services are interlinked

115. Choose the correct variant.

Macroeconomics focuses on the following ... .



116. Fill in the missing word

Gross domestic ... is the total monetary or market value of all the finished goods and services produced within a country's borders in a specific time period.

117. Fill in the missing word

Businesses use economic concepts to make ... about pricing, investment, production, and other factors.

118. Match the words/word combinations with their definitions.

119. Match the words/word combinations with their definitions.

120. Put the words into correct order to build the sentence

121. Put the words into correct order to build the sentence

122. Choose the correct variant.

Economics is generally regarded as ... science

123. Choose the correct variant

... is considered a father of modern economics.

124. Choose the correct variant

Economics primarily studies ...

125. Choose the correct answer

A key characteristic of economics as a science ...

126. Choose the correct answer

Renewable ... will not run out if people consume them.

127. Choose the correct variant

People who study economics become good problem ...

128. Fill in the missing word

Scientists divide economic resources into four ... : land, labor, capital, entrepreneurship.

129. Match the words/word combinations with their definitions.

130. Put the words into correct order to build the sentence



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135. Choose the correct variant

... is considered a father of modern economics.

136. Choose the correct variant

Economics primarily studies ...

137. Choose the correct variant.

A conflict of ... occurs when personal interests or relationships affect work performance.

138. Choose the correct variant.

... are parts of economics, which can help us understand how companies and countries buy and sell goods to each other.

139. Choose the correct variant.

... is a brief description of the basic principles of the organization.

140. Choose the correct variant

The ... of management varies with the context in which it is used.

141. Choose the correct variant

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145. Choose the correc

t variant. Innovation management is essential for organizations to thrive in a dynamic business ... .

146. Choose the correct variant.

According to Peter Drucker, efficiency is defined as:

147. A type of company-organization that is not a separate legal entity from its owners is ...

148. Management is the process of making decisions and coordinating actions to achieve the goals of an organization. It includes planning, organizing, motivating, and monitoring staff activities, as well as analyzing and improving business processes.

What aspects are the basis of effective management? (specify 4 possible answers)

149. A democratic management style is a way of leadership in which the head respects the opinions and wishes of the staff, involves them in decision-making and delegates some of his powers to them.

What are the main characteristics of a democratic management style?

150. Logistics plays an important role in the economy, as it allows solving a number of tasks, for example, synchronizing the scale of production with the volume of transport operations, reducing losses and damage from the risk of delivery, and establishing appropriate levels of cooperation in the supply chain.

What factor does not affect the effectiveness of managing material, information and financial flows?

151. Effective management of material, information and financial flows in the supply chain is the means that provide the opportunity to conduct business and business activities.

What do the main types of economic resources of logistics include? (specify 4 possible answers):

152. The Procurement Department strives to make rare purchases in large quantities. At the same time, in order to maintain good relations with suppliers and to receive additional discounts, purchases can be made according to a schedule convenient for suppliers. The warehouse is interested in the uniform utilization of its capacities and, consequently, the rhythmic flow of products. The purchase periodicity process has led to a conflict between the Procurement department and the warehouse.

Which is the main cause of the conflict?

153. From the standpoint of the evolutionary integration of logistics into the company's management, it is preferable to use a cooperation strategy at the first stages, which often boils down to "positional" bargaining. As a result of such bargaining, the parties "most often get something completely different from what they would like to receive."

What is the foundation of cross-functional logistical coordination?

154. The cosmetics factory is planning to bring its products to a new regional market. Solving the problem with minimal costs involves choosing a distribution channel and a scheme for the material flow, placing distribution centers, choosing the type



of vehicles, and developing delivery routes.

What is the main task of logistics in this case?

**155.** Today, a market environment has been created and the necessary infrastructure has been formed, and most importantly, many market participants &mdash; commodity producers and trading enterprises &mdash; have adapted to modern conditions and competition.

New mechanisms and tools for managing processes in the economy and especially in such an important area as logistics have appeared

What sustainable and important transformations has the development of technology led to facilitate material, financial and information flows? (specify 2 possible answers):

**156.** The links between marketing and logistics are so strong and intertwined that it can sometimes be difficult to separate the areas of interest of the two key business areas.

What opportunities does the interaction of marketing as a market-oriented management concept and logistics as a management concept create?

**157.** Logistics acts as a market strategy tool and is designed to facilitate the marketing activities of the company in order to achieve maximum results with minimal costs.

What contributes to the widespread use of logistics in business practice?

**158.** Organizational theory helps to understand the dynamics of institutions, their behavior and interaction with the external environment. This theory helps managers, policy makers, and researchers to understand and deal with the complexities of organizational life.

What is the most effective combination of organizational theory?

**159.** There are various interpretations of the term "organization". In one case, the term is used to denote the activity of arranging the elements of a certain object in time and space. In other cases, an organization is considered as an object with an ordered internal structure.

What is the main purpose of organizational theory in this case?

**160.** Corporate social responsibility of business (CSR) is a concept according to which companies voluntarily commit socially significant actions beyond the legal minimum.

What is the main objective of CSR?

**161.** Corporate social responsibility of a business is one of the key factors that increase the level of customer satisfaction, which represents an additional competitive advantage in the fight for consumers.

What is the main factor influencing the solution of this problem?

**162.** The competence of intercultural communication, among other things, implies that employees will be able to cope with the rejection of the assumption of their similarity based on the cultural code, agree to learn a foreign language or help each other to express their thoughts in a single language accepted by the company.

What is the main factor negatively affecting intercultural communication?

**163.** Cross-cultural communication is communication between representatives of different nationalities and countries. When communicating with each other, people exchange words and non-verbal signals.

What other aspects of behavior do people pay attention to during communication?

**164.** Fill in the missing word

The 4Ps, also known as the marketing ..., encompass the essential components: product, price, place, and promotion.

**165.** Choose the correct variant.

... are external to the job itself, including compensation, values, job security, and work-life balance.

**166.** Choose the correct variant.

... is a metric that quantifies how quickly employees convert inputs into outputs.

**167.** Choose the correct variant.

... is a strategy, implemented to create a more positive work environment

**168.** Choose the correct variant.

A concentrated expression of philosophy, policy, and organizational culture is ...

**169.** Fill in the gaps

Ethical ... has several components that contribute to its importance.

**170.** Fill in the gaps

Community projects are collaborative initiatives that groups of ... or organizations undertake to achieve a common goal

**171.** Match the words/word combinations with their definitions.

**172.** Match the words/word combinations with their definitions.

**173.** Put the words into correct order to build the sentence.

**174.** Put the words into correct order to build the sentence.

**175.** Choose the correct variant.

A type of organization that conducts business in foreign countries in addition to its home country is a ... company.

176. Choose the correct variant.

A high level of communication culture is characterized by ... -

177. Choose the correct variant.

... is the shared values, beliefs, behaviors, and practices that define the work environment in a particular organization or industry.

178. Choose the correct variant.

The exchange of information through spoken words, written messages, or sign language is ... communication

179. Fill in the gaps

A high ... of communication is a set of communicative knowledge, rules and norms of behavior reflected in interpersonal interaction.

180. Fill in the gaps

In a ... culture, people tend to place a high value on timeliness and schedules.

181. Match the words/word combinations with their definitions.

182. Match the words/word combinations with their definitions.

183. Put the words into correct order to build the sentence.

184. Put the words into correct order to build the sentence.

185. Choose the correct variant.

Management can be defined in terms of ... approaches:

186. Choose the correct variant.

According to Peter Drucker, efficiency is defined as:

187. Choose the correct variant.

The function of management, that involves setting objectives and determining the best way to achieve them is ...

188. Choose the correct variant.

The function of management, that involves setting objectives and determining the best way to achieve them is ...

189. Choose the correct variant

The company develops ... that describes how it will achieve its goals



190. Choose the correct variant.

Effective operations management is built on several key ...

191. Choose the correct variant.

Disruptions in the supply ... can have a significant impact on operations

192. Choose the correct variant.

... is a brief description of the basic principles of the organization

193. Choose the correct variant

A business model in which enterprises are socially accountable to their employees, their stakeholders, their clients and the general public is ...

194. Choose the correct variant.

A type of corporate social responsibility is ...

195. Choose the correct variant.

A concentrated expression of philosophy, policy, and corporate culture is ...

196. Choose the correct variant

A process of exchanging information between two or more people is ...

197. Choose the correct variant.

A type of organization that conducts business in foreign countries in addition to its home country is a \_\_\_\_\_ company

198. Choose the correct variant.

A type of organization that conducts business in foreign countries in addition to its home country is a ... company

199. Choose the correct variant.

The method by which messages are transmitted from one point to another is called ...

200. Choose the correct variant.

The atmosphere in which we receive the message is called ...

201. Fill in the gaps

The existence of feedback suggests that communication is a two-way ... .

202. Fill in the gaps

In the verbal form of communication ... are used for sharing information



**203. Fill in the gaps**

Culture ... is defined as a conflict between two or more cultures or societies that results from differences in values, beliefs, and practices.

**204. Match the words/word combinations with their definitions.**

**205. Put the words into correct order to build the sentence.**

**206.** Intercultural communication in business is the creation of a transparent hiring process in which there is no place for discrimination on various grounds, the development of relationships with clients, a caring attitude towards employees, and the improvement of relationships within different teams.

What is intercultural communication?

**207. Choose the correct variant.**

A consumer's ability to make a buying with the amount of money they have available to them. ...

**208. Choose the correct variant.**

... encompasses how employees perceive and evaluate various aspects of their work environment and tasks

**209. Fill in the gaps.**

Being a good corporate ... is not always easy, but it is the key to a successful professional experience.

**210. Fill in the gaps.**

... behavior requires companies to respect the rights, privacy, and dignity of others.

**211. Fill in the gaps.**

Clear and transparent communication between employees and management is fundamental to job ... .

**212. Match the words/word combinations with their definitions.**

**213. Put the words into correct order to build the sentence.**

**214.** The concept of corporate social responsibility (CSR) assumes that a company voluntarily takes on additional obligations to society, that is, it not only pays taxes, produces high-quality and safe products, but also invests in its employees, the environment and the territory of its presence.

What business objectives cannot be addressed by corporate social responsibility?

**215.** In the late 19th and early 20th centuries, Max Weber, a German sociologist, developed a theory of rational bureaucracy that described an "ideal type of organization" with a well-established hierarchy and distribution of responsibilities.

Who contributed to the development of this theory?



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228. Fill in the missing word.

Every financial decision plays a ... in shaping the future of a business.

229. Fill in the missing word.

Logistics management involves coordinating all parts of the ... chain.

230. The construction of the organizational structure of the logistics service is associated with the adoption by the top management of the central company of the logistics system of decisions on such important aspects as specialization, departmentalization, size of departments and delegation of authority.

What always remains the main core of the organizational structure?

231. Choose the correct variant.

Economics is generally regarded as... science

232. Choose the correct variant

Economics primarily studies...

233. Choose the correct answer

Renewable ... will not run out if people consume them.

234. Choose the correct variant

People who study economics become good problem...

235. Fill in the missing word

Scientists divide economic resources into four ...: land, labor, capital, entrepreneurship.

236. Match the words/word combinations with their definitions.

237. Put the words into correct order to build the sentence

238. Logistics is an integral part of a market economy. It aims to meet the needs of consumers by ensuring the delivery of goods to the right place, at the right time, and at optimal cost.

What does efficient logistics allow companies to do?

239. Match the words/word combinations with their definitions.

240. Logistics management is an integral part of the enterprise management system, which is focused on the distribution of resource flows in order to minimize costs and increase profits. Logistics management is manifested through influencing processes both in the internal and external environment. These processes are usually related to supply, production, and



sales.

What are the basic principles of logistics management?

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