

30 Lecture - MGT301

Important Mcqs

1. **Which of the following is a characteristic of retailing?**

- a. Selling in bulk to other businesses
- b. Selling goods or services directly to consumers
- c. Manufacturing products for sale
- d. Distributing products to retailers

Answer: b. Selling goods or services directly to consumers

2. **Which of the following is a characteristic of wholesaling?**

- a. Selling goods or services directly to consumers
- b. Manufacturing products for sale
- c. Distributing products to retailers
- d. Selling in bulk to other businesses

Answer: d. Selling in bulk to other businesses

3. **Which of the following is an example of a retailer?**

- a. A manufacturer of cars
- b. A distributor of office supplies
- c. A seller of clothes through a physical store
- d. A supplier of raw materials to factories

Answer: c. A seller of clothes through a physical store

4. **Which of the following is an example of a wholesaler?**

- a. A seller of clothes through a physical store
- b. A manufacturer of shoes
- c. A distributor of office supplies
- d. An online retailer of electronics

Answer: c. A distributor of office supplies

5. **Which of the following is a benefit of retailing?**

- a. Selling in bulk to other businesses
- b. Reaching a wider customer base
- c. Reducing costs through bulk purchases
- d. Providing raw materials to manufacturers

Answer: b. Reaching a wider customer base

6. **Which of the following is a benefit of wholesaling?**

- a. Selling goods or services directly to consumers
- b. Reaching a wider customer base

- c. Reducing costs through bulk purchases
- d. Manufacturing products for sale

Answer: c. Reducing costs through bulk purchases

7. **Which of the following is a challenge faced by retailers?**
- a. Finding suppliers to purchase from
 - b. Meeting minimum order quantities required by wholesalers
 - c. Managing inventory levels
 - d. Delivering products to other businesses

Answer: c. Managing inventory levels

8. **Which of the following is a challenge faced by wholesalers?**
- a. Finding customers to sell to
 - b. Managing inventory levels
 - c. Providing after-sales service to consumers
 - d. Promoting products to end-users

Answer: a. Finding customers to sell to

9. **Which of the following is a type of retailer?**
- a. Manufacturer
 - b. Distributor
 - c. Supermarket
 - d. Wholesaler

Answer: c. Supermarket

10. **Which of the following is a type of wholesaler?**
- a. Department store
 - b. Online retailer
 - c. Cash and carry
 - d. Convenience store

Answer: c. Cash and carry