

# 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**