

Use your notes to answer the questions below.

Instructions:

Choose the correct option (A, B, or C) for each question. All answers must be filled in on the answer sheet.

EXAMPLE:

What is the text about?

- a. Effects of pollution on the environment
- b. Effects of pollution on the economy
- c. Effects of pollution on health

Optic Form

A C
(answer "b" is chosen)

QUESTIONS:

8) The guest speaker, Tom Martin, works mainly in the field of _____.

- a. online commerce
- b. financial consultancy
- c. computer engineering

9) According to the class teacher, Tom is the perfect person to lecture about the topic because he _____.

- a. worked at some of the top computer companies such as IBM in the past
- b. has the expertise to talk about the developments in trade over the Internet
- c. believes in listening to people who have different political views on the future of the Internet

10) According to Tom, the standard definition of e-business _____.

- a. is a revolutionary idea that will change the world of business
- b. is not sufficient to explain the changes happening in this area
- c. is limited in the sense that it does not include certain sectors of the economy

11) According to Tom, who will be the winners in the Internet future?

- a. Companies that invest in innovative ideas in the field of consumer electronics.
- b. Businesses that realize the importance of social and political connections.
- c. Firms that can adjust to the changes occurring in electronic commerce.

- 12) According to Tom, which statement is **TRUE** about the new Internet economy?
- a. Customers will prefer a company that promotes ethical online business.
 - b. Customers will have a more important role in determining the success of a business.
 - c. Customers will have easy access to products that are more sustainable for the future generations.
- 13) According to the lecture, in the future workers will _____.
- a. work fewer hours per week
 - b. be paid better salaries
 - c. work from home
- 14) According to the class teacher, the future of e-business is _____.
- a. very exciting
 - b. full of challenges
 - c. creative and innovative
- 15) Tom believes that the future of e-commerce is _____.
- a. in the hands of multinational corporations
 - b. full of difficulties that can only be solved by politicians
 - c. promising if companies manage to see the larger picture