1. One of the following is **not** amongst the possible remedies for agricultural marketing challenges in LDCs:

   A. Organize & maintain farmers' cooperatives

   B. Encourage participation of multiple middlemen

   C. Access market information

   D. Exercise standardization & grading

2. Which of the following is the common characteristic of commercial farming?

   A. Small scale production

   B. Market oriented

   C. Producing in multiple variety

   D. Labor intensive farming

3. Which of the following is not a remedy to resolve the problem of agricultural products' persishability?

   A. Using preservatives

   B. Processing

   C. Not producing perishable products at all

   D. Prior identification of markets

4. Which of the following are **not** considered as stake holders in ECX?
   A. Sellers
   B. Brokers
   C. Banks
   D. None of the above

5. Which agricultural marketing function involves balancing agricultural products in terms different specifications like form, amount, price, quality?

   A. Concentration
   B. Equalization
   C. Dispersion
   D. All of the above

6. In testing the quality of fresh milk, which one of the following is **incorrect**?

   A. Resazurin test checks whether the milk is skimmed of the butter or addition of foreign materials

   B. Lactometer reading measures the bacterial count in the milk

C. Lactometer reading checks whether the milk is skimmed of the butter or addition of foreign materials

D. Organoleptic test uses sense of smell or taste to detect sour odors

7. Which one of the following provides customers time utility?

A. Standardization function
B. Transportation function
C. Storage function
D. Risk bearing

8. Which one of the following is **not** among the functions of processing agricultural products?

A. Drying and milling, pasteurizing
B. Cultivating crops and raising animals
C. Freezing and canning
D. Slaughtering & packing livestock meat

9. Which of the following is a true statement?
A. Marketers can get insurance coverage for any type of risk
B. All risks for agricultural marketers are caused by natural occurrences
C. The consequences of a given hazard may differ for different products
D. Risk are inevitable so marketers can do nothing

10. Which of the following is false about agricultural marketing system?
A. All subsystems are interconnected by mutual benefit
B. The subsystems have competitive interests each other
C. Each subsystem exists and succeeds independently of others
D. A party involved in one subsystem may also involve in another subsystem
E. None of the above

11. Identify the **incorrect** one in pre-loading precautions during livestock transportation

A. Mixing horned and hornless animals together
B. Pre-mixing of similar species to familiarize
C. Diseased, injured and heavily pregnant animals are better be transported on hoof
D. Different species should be separated

12. Identify the false statement

A. Standardization criteria differ for different agricultural products
B. Standardized products can serve wider market segments effectively than non-standardized ones
C. Decentralized standards have broader market acceptance than centralized ones
D. Standardization and grading provides fair return for both buyers and sellers

13. The following are advantages of processing farm products **except**:

A. Effective product branding
B. Loss of natural flavor and freshness
C. Improving product quality through food additives
D. Expanding market base & product differentiation

14. Which of the following is **not** the challenge of small scale farming in developing countries?
A. The function of searching for potential sellers
B. The function of concentration by local traders
C. Large surplus per a single farmer
D. Costly transaction per farmer
E. Low bargaining power of small scale farmers

15. Which of the following is **not** the common characteristic of commercial farming?
A. Market oriented
B. labor intensive
C. High degree of specialization
D. Large scale production

16. Which of the following is false about the link between agriculture & processing industries?
A. Agriculture is a source of supply for processing industries
B. Agriculture is a market for manufactured products
C. Agriculture is a market for by-products of processors
D. Their relationship should be competitive rather than cooperative

17. Among the following, identify the **true** statement.
A. Agriculture accounts more share of GDP & labor in industrialized countries than LDCs
B. The scope of Agricultural marketing is limited to the marketing of farm outputs
C. In subsistence agriculture, farmers' primary interest is profit earning
D. In agricultural marketing system, the success of each party depends not only on its own effort but also on other market actors

18. Pick the **incorrect** statement among the following
A. Marketable surplus declines when family size declines
B. Marketable surplus increases for non-food crops
C. Marketable surplus exceeds marketed surplus if farmers hope positive price shift

D. Marketable surplus doesn’t consider the farmer’s family requirements

19. Which of the following is true about dairy farming
    A. Large scale dairy farming is viable when there is large size consumer for fresh milk
    B. Large scale dairy farming is viable when there is organized processing industry
    C. The demand for milk from different species is the same across all parts of Ethiopia
    D. The price elasticity of demand for milk differs from that of grain
20. Which livestock pricing method is relatively more accurate for both buyers and sellers?
    A. Live weight pricing
    B. Grid pricing
    C. Dressed weight pricing