

Module 7 Quiz

Module 7 Quiz Answers

1. Which contractors have special relationships with exhibitors because they do so many shows?
 - a. Specialty Contractors
 - b. Exhibitor Appointed Contractors
 - c. General Contractors
 - d. Suppliers
2. This gives the exhibitor information about the show. It provides demographics about the show for the exhibitor to decide whether or not to exhibit.
 - a. Exhibitor Prospectus
 - b. Exhibitor Services Manual
 - c. Exhibitor Agreement
 - d. BEO
3. This is a detailed compilation of info on an exhibit, i.e. management, contractors etc.
 - a. Exhibitor Prospectus
 - b. Exhibitor Services Manual
 - c. Exhibitor Agreement
 - d. BEO
4. Which describes when a company tries to sell its product on the show floor without permission?
 - a. Outboarding
 - b. Pirating
 - c. Suitcasing
 - d. Poaching
5. Which describes when a company contracts part of an adjacent hotel without the show's permission and sells their services?
 - a. Outboarding
 - b. Pirating
 - c. Suitcasing
 - d. Poaching
6. What is NOT a way that 2 shows can co-locate?
 - a. 2 or more shows agree to co-locate in one venue
 - b. One show locates as a pavilion within another
 - c. 2 or more shows merge completely
 - d. 2 shows hold their events back to back
7. This is a double 10x20 booth at the end of row exposed to aisles on 3 sides.
 - a. Linear in-line
 - b. End Cap
 - c. Peninsula

- d. Island
8. This is a group of at least four booths, exposed on three sides.
- a. Linear in-line
 - b. End Cap
 - c. Peninsula
 - d. Island
9. This is any size booth exposed to aisles on all four sides, typically 20x20.
- a. Linear in-line
 - b. End Cap
 - c. Peninsula
 - d. Island
10. This is the most common 10x10 booth.
- a. Linear in-line
 - b. End Cap
 - c. Peninsula
 - d. Island
11. This is a linear booth that is 20' or longer with a center-placed extended header.
- a. Extended Header Booth
 - b. End Cap
 - c. Peninsula
 - d. Island
12. What do some countries require to certify the country of origin?
- a. Certificate of origin
 - b. Power of Attorney
 - c. Commercial Invoice
 - d. Export license
13. Which of the following is commonplace in all EU countries at 6-21%?
- a. VAT
 - b. DMF
 - c. CMP
 - d. ARF
14. This is an inventory of goods and lists the buyer and seller, dates, invoice number, and other info.
- a. Commercial Invoice
 - b. Consular Invoice
 - c. Carnet
 - d. Export License
15. This is a description of goods, including consignor & consignee and value. It is used by customs officials to determine value, reason for shipping, quantity etc.
- a. Commercial Invoice
 - b. Consular Invoice

- c. Carnet
 - d. Export License
16. This is a document permitting free entry of materials into foreign countries from the US free of charge and duties.
- a. Commercial Invoice
 - b. Consular Invoice
 - c. Carnet
 - d. Export License
17. This permits a licensee to export designated goods and is highly sensitive.
- a. Commercial Invoice
 - b. Consular Invoice
 - c. Carnet
 - d. Export License
18. When 2 or more nation's flags are displayed:
- a. They should be of equal size, but different heights
 - b. The host nation should be larger
 - c. They should be equal size and same height
 - d. The visiting nation should be larger
19. What does HOW stand for?
- a. Higher, Older, Woman
 - b. Higher, Occasion, War Vet
 - c. Higher, Order, Woman
 - d. Higher, Occupation, Woman