

**MODEL PAPER**  
**Virtual Assistant (for Amazon) 3 - Months Course**  
**(THEORY)**

**Annual Examination 2020 and Onward**

**Time:** 30 min

**Marks:** 10

**Note: Cutting and over writing is not allowed.**

**Q. In circle the correct answer.**

1. FBA Stand for?
  - a. Fulfillment by Ali Baba
  - b. Fulfillment by Amazon
  - c. Fulfillment by Ali Express
  - d. Fulfillment by Ali
  
2. What is Amazon Associate?
  - a. selling Amazon product &earn commission
  - b. selling Ali Express product and earn commission
  - c. selling Ali Baba product &earn commission
  
3. E-Commerce Stand for?
  - a. Elite Commerce
  - b. Electronic Commerce
  - c. Traditional Commerce
  
4. FBM Stand for?
  - a. Fulfillment by Amazon
  - b. Fulfillment by AliExpress
  - c. Fulfillment by Merchant
  - d. Fulfillment by Ali Baba
  
5. Which is the largest E-Commerce Store in Pakistan?
  - a. Daraz.pk
  - b. Ali Express
  - c. Amazon
  - d. Ali Baba
  
6. What Does meanPPC on amazon?
  - a. Paid Traffic
  - b. Organic Traffic
  - c. Free Traffic
  
7. Which tool use for amazon product analytics?
  - a. Ahref
  - b. jungle Scout
  - c. Moz
  - d. Majestic
  
8. Which tool use for amazon keyword research?
  - a. Majestic
  - b. Moz
  - c. Ahref
  - d. Merchant Word
  
9. What does mean PL Product on Amazon?
  - a. Private label
  - b. Public library
  - c. Public label
  - d. public law

10. Which is a famous platform for product sourcing?

- a. Ebay.com
- b. Alibaba.com
- c. daraz.pk
- d. Walmart.com

11. B2B Stand for?

- a. Buy 2 Business
- b. Business 2 Business
- c. Business 2 Buy
- d. Business to customer

12. VA Stand for?

- a. Virtual Assistant
- b. Virtual Amazon
- c. Virtual Affect
- d. Video Affect

13. What is UPC?

- a. Universal Power Control
- b. Universe Product Control
- c. Universal Product Code
- d. Universe Product Code

14. EAN Stand for?

- a. European Access Number
- b. European Amazon Number
- c. Europe Access Number
- d. European Article Number

15. What does mean Shipping Incoterms?

- a. Internal Commercial Terms
- b. International Commercial Terms
- c. Internal Copy Terms
- d. International Commercial Task

16. What does mean DDP in Shipping?

- a. Delivered Duty Paid
- b. Duty Delivered Paid
- c. Delivered Duty Payment
- d. Discount Duty Paid

17. WSFBA Stand for?

- a. Wholesale Fulfillment by Amazon
- b. Worldsale Fulfillment by Amazon
- c. Wholesale Fulfillment by Alaska
- d. Whole Fulfillment by Amazon

18. What does mean Giveaways?

- a. Giving away product Free
- b. Giving away Account Free
- c. Giving away product by PPC
- d. Giving away product costly

19. Which is Freelancing website for VA?

- a. upwork.com
- b. Alibaba.com
- c. Amazon.com
- d. Daraz.pk

20. Which tool used for Wholesale FBA?

- a. Ahref
- b. Moz
- c. Merchant word
- d. Keepa

## Answers

Q.No	Answers
1	B
2	A
3	B
4	A
5	A
6	A
7	B
8	D
9	A
10	B
11	B
12	A
13	C
14	D
15	B
16	A
17	A
18	A
19	A
20	D

**MODEL PAPER**  
**Virtual Assistant (for Amazon) 3 - Months Course**  
**(PRACTICAL)**  
**Annual Examination 2020 and Onward**

**Time:** 3 Hours

**Marks:** 40

Practical task is not feasible due to tools and amazon account unavailability in Pakistan. Hence, Purpose that viva voice containing 40 Marks will be conducted as per the course curriculum by the examiner. Accordingly, the Marks to each candidate shall be awarded on the performance of the candidate out of 40 Marks of practical.

- Q1. What is Amazon?
- Q2. What is Product Hunting?
- Q3. What is Virtual Assistant?
- Q4. What does mean Gated Categories?
- Q5. What is Patent?
- Q6. What are types of Patent?
- Q7. What are Keywords?
- Q8. What is the difference between search terms and keywords?
- Q9. What does mean Competitor Analysis?
- Q10. What does mean Product Listing?
- Q11. What is UPC?
- Q12. What does mean Bulk Listing (Flat file)?
- Q13. What is Me too Listings?
- Q14. What does mean Backend Search Terms?
- Q15. What is Amazon FBA Shipment Plan Creation?
- Q16. What does mean freelancer?
- Q17. What is Brand registered on Amazon?
- Q18. What is Payoneer.com?
- Q19. What does mean EAN on Amazon?
- Q20. What is Amazon ASIN?