

**Multiple Choice Sample Questions**  
**ITEC Unit 22.1/22.2 Professional Conduct and Business Awareness**

<b>1</b>	<b>What is the disadvantage of being a sole trader?</b>		1
<b>A</b>	You will be taxed as an individual	<b>B</b>	C
<b>C</b>	There is no legal distinction between business and personal assets	<b>D</b>	
<b>2</b>	<b>Which of the following statements is correct?</b>		2
<b>A</b>	It is not necessary to list any ingredients used in a cosmetic on the container	<b>B</b>	D
<b>C</b>	Only cosmetics used in salons/clinics should have the ingredients listed on the container	<b>D</b>	
<b>3</b>	<b>What is the Data Protection Act?</b>		3
<b>A</b>	An act that stipulates that all data on a consultation form is correct	<b>B</b>	B
<b>C</b>	An act that protects clients from unsafe products	<b>D</b>	
<b>4</b>	<b>Who is responsible for ensuring that there is adequate ventilation in a working area?</b>		4
<b>A</b>	The employee	<b>B</b>	B
<b>C</b>	The real estate agent	<b>D</b>	
<b>5</b>	<b>What is the Trades Description Act?</b>		5
<b>A</b>	An act that makes it a criminal offence to describe goods falsely or to offer for sale goods that have been falsely described	<b>B</b>	A
<b>C</b>	An act that controls monopolies and mergers	<b>D</b>	
<b>6</b>	<b>Which of these is best practice when taking payment from a client undertaking a course of treatment?</b>		6
<b>A</b>	Take full payment at the end of the course	<b>B</b>	C
<b>C</b>	Take payment for the whole course in advance	<b>D</b>	
<b>7</b>	<b>What is cash flow?</b>		7
<b>A</b>	The number of credit card transactions that have been made	<b>B</b>	C
<b>C</b>	The flow of money in and out of a business	<b>D</b>	
<b>8</b>	<b>Why is regular rotation of stock important?</b>		8
<b>A</b>	In order that stock being stored does not run out of shelf life	<b>B</b>	A
<b>C</b>	In order that new products may be introduced	<b>D</b>	
<b>9</b>	<b>What is a code of ethics?</b>		9
<b>A</b>	A code of conduct set down by professional organisations for their members	<b>B</b>	A
<b>C</b>	A code explaining the four elements of marketing	<b>D</b>	
<b>10</b>	<b>What is sterilisation?</b>		10
<b>A</b>	Complete destruction of non pathogens	<b>B</b>	D
<b>C</b>	Inhibition of growth and multiplication of bacteria only	<b>D</b>	