

## Quiz check list

1 - What's a pro-forma invoice?	A Accounting document B commercial proposal C transport document
2- what is for a pro-forma?	A to prepare goods shipment B to book transport C to identify precisely purchase conditions of the product
3- Pro-forma is useful to:	A get an import / export license B to check customer solvency C to open a letter of credit
4- Commercial invoice is the same as proforma invoice?	A No B Yes
5- What are the three information that have to be the same on the invoice, the transport document, the packing list and the certificate of origin ?	A Goods description, net and gross weight, unit price B Goods description, net and gross weight, flat rate excluding taxes C Goods description, net and gross weight, number of packages
6- Which information are not to be forgotten on an international proforma invoice?	A currency and incoterm B currency and forwarding agent name C Incoterm and consolidation mode
7- Who might ask a pro-forma invoice?	A A customer B A bank C A clearing agent (broker)
8- Is it possible to have a negotiation with a pro-forma invoice?	A Yes B No C Yes but limited to product quantity
9- Is a pro-forma invoice a commitment to the exporter?	A No B Yes
10- Is the proforma invoice a commitment to the buyer?	A No B Yes
11- What is for a validity date on a proforma invoice?	A As exporter to put pressure on the importer B As importer to prevent from a price increase C As importer to keep certainty of the service during the period