

# Ecommerce Practice Test Questions and Answers

## 1. What is dropshipping in ecommerce?

- A) Offering free shipping on orders that meet a minimum threshold
- B) Selling products you don't stock — the supplier ships directly to the customer when an order is placed
- C) Shipping oversized freight via specialized carriers
- D) Automatically discounting slow-moving inventory

## 2. What is a chargeback in ecommerce?

- A) A discount applied to a repeat customer's next order
- B) A forced reversal of a credit card transaction initiated by the cardholder's bank
- C) A refund issued directly by the merchant
- D) A fee charged by the payment gateway per transaction

## 3. What is zone-based shipping pricing?

- A) Shipping costs increase with the geographic distance (number of carrier zones) between the origin and destination
- B) Pricing based on the total weight of all packages shipped in a month
- C) A flat-rate structure that does not change regardless of distance
- D) Discounts applied when shipping to multiple addresses in the same zip code

## 4. What is Fulfillment by Amazon (FBA)?

- A) An Amazon program that pays merchants a fulfillment bonus
- B) A service where Amazon stores, picks, packs, and ships a seller's inventory from its warehouses
- C) A financing program for Amazon sellers to fund inventory
- D) An API for connecting third-party logistics systems to Amazon

**Answers: 1-B 2-B 3-A 4-B**

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