



УТВЕРЖДАЮ

Декан факультета
туризма и гостеприимства
к.п.н., доцент Е.С. Сахарчук



28.08.2015г.

ОЦЕНОЧНЫЕ СРЕДСТВА ПО ДИСЦИПЛИНЕ

Шифр	Наименование дисциплины
<i>Б1.Б.3</i>	<i>Иностранный язык</i>

Основной образовательной программы высшего образования

по направлению подготовки: 38.03.02 «Менеджмент»

Квалификация: бакалавр

Разработчики:

должность	подпись	ученая степень и звание, ФИО
<i>Заведующая кафедрой иностранных языков</i>		<i>Кандидат социологических наук Гозалова М.Р.</i>

Оценочные средства рассмотрены и одобрены на заседании кафедры:

должность	подпись	ученая степень и звание, ФИО
<i>Заведующая кафедрой иностранных языков</i>		<i>к.с.н. Гозалова М.Р.</i>

Оценочные средства согласованы и одобрены руководителем ООП:

должность	подпись	ученая степень и звание, ФИО
<i>декан</i>		<i>к.п.н., доцент Сахарчук Е.С.</i>



Оценочные средства для текущего контроля успеваемости и промежуточной аттестации

1. Виды контроля и аттестации, формы оценочных средств

№ пп	Вид контроля и аттестации	№ и наименование блока (раздела) дисциплины	Оценочные средства		
			форма	Количество вопросов в задании	Количество независимых вариантов
1	Текущий контроль	Блок 1	тест	30	2
2.	Текущий контроль	Блок 2	тест	30	2
3.	Текущий контроль	Блок 3	тест	30	2
4.	Текущий контроль	Блок 4	тест	30	2
5.	Текущий контроль	Блок 5	тест	30	2
6.	Текущий контроль	Блок 6	тест	30	2
7	Промежуточный контроль	Блок 1-6	тест	50	2



**Структура
фонда оценочных средств для текущей аттестации
по ФОС ООП: 080200.62 «Менеджмент»**

№ п/ п	Контролируемые блоки (темы)	Кол-во тестов ых задани й	Другие оценочные средства	
			вид	КОЛ- ВО
1	Тема 1. Что изучает экономика Тема 2. Микроэкономика и макроэкономика Тема 3. Эконометрика Тема 4. Закон спроса Тема 5. Традиционная экономика Тема 6. Рыночная экономика Тема 7. Плановая экономика Тема 8. Смешанная экономика Тема 9. Выбор потребителя	30	Комплект тестов.	2
2	Тема 10. Издержки Тема 11. Структура рынка и конкуренция Тема 12. Монополии Тема 13. Рынок труда Тема 14. Предложение труда Тема 15. Факторы производства Тема 16. Разделение труда Тема 17. Излишки Тема 18. Дискретные цены	30	Комплект тестов	2
3	Тема 19. Экономика благосостояния Тема 20. Годовой доход и расход правительства Тема 21. Благосостояние, доход и неравенство Тема 22. Бедность Тема 23. Макроэкономика Тема 24. Совокупный спрос и совокупное предложение	30	Комплект тестов Ролевая игра: Составление делового письма	2 1
4	Тема 25. Деньги Тема 26. Банки Тема 27. Фискальная политика Тема 28. Монетарная политика Тема 29. Процентные ставки и рынок денег Тема 30. Экономические ставки и рынок денег.	30	Комплект тестов Презентация: Типы и функции банков	2 1



	Тема 30. Экономические шоки			
5	Тема 31. Инфляция Тема 32. Экономический рост Тема 33. Экономические циклы Тема 34. Открытая экономика Тема 35. Курсы обмена Тема 36. Механизм обменного курса	30	Комплект тестов Ролевая игра: переговоры	2 1
	Тема 37. Международная торговля Тема 38. Развивающиеся страны Тема 39. Экономика России в 19 веке Тема 40. Экономика современной России Тема 41. Торговля России с зарубежными странами Тема 42. Обзорный перевод по тематике учебника		50	Комплект тестов Презентация: ВТО
Всего		230		

Методика проведения контроля по проверке базовых знаний по дисциплине Б1.Б3. Иностранный язык (английский)

Таблица 1

ООП	Контролируемые разделы
080200.62 «Менеджмент»	1-6

Таблица 2

Параметры методики		Примечания (варианты параметров)
Количество оценок	Три	2,3,4
Названия оценок		удов, хор, отл.
Пороги оценок (количество правильных ответов)	12 - 18 - удов., 19 - 24 – хор., свыше 24 - отл.	устанавливаются преподавателем
Предел длительности всего контроля	60 минут	выбирается только один из параметров
Предел длительности ответа на каждый вопрос	2 минуты	
Последовательность выбора разделов	Последовательная	последовательная случайная
Последовательность выборки вопросов из каждого раздела	Случайная	последовательная случайная



Предлагаемое количество вопросов из одного контролируемого раздела		
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**Структура
фонда оценочных средств для промежуточной аттестации
по ФОС ООП: 080200.62 «Менеджмент»**

№ п/п	Контролируемые блоки (темы)	Кол-во тестовых заданий	Другие оценочные средства	
			вид	КОЛ-ВО
1	БЛОК 1 «Что изучает экономика» БЛОК 2 «Рынок труда» БЛОК 3 «Доход и неравенство» БЛОК 4 «Деньги» БЛОК 5. «Международная экономика» БЛОК 6. «Международная торговля»	50	Комплект тестов.	2

Методика проведения контроля по проверке базовых знаний по дисциплине Б1.Б3.Иностранный язык (английский)

Таблица 1

ООП	Контролируемые разделы
080200.62 «Менеджмент»	1-6

Таблица 2

Параметры методики		Примечания (варианты параметров)
Количество оценок	Три	2,3,4
Названия оценок		удов, хор, отл.
Пороги оценок (количество правильных ответов)	12 - 25 - удов., 26 - 40 – хор., свыше 41 - отл.	устанавливаются преподавателем
Предел длительности всего контроля	100 минут	выбирается только один из параметров
Предел длительности ответа на каждый вопрос	2 минуты	



Последовательность выбора разделов	Последовательная	<i>последовательная случайная</i>
Последовательность выборки вопросов из каждого раздела	Случайная	<i>последовательная случайная</i>
Предлагаемое количество вопросов из одного контролируемого раздела		

Комплект тестовых заданий к текущему контролю.

БЛОК 1 Тест 1 Вариант 1

1. Выберите правильный вариант ответа

1. Today ... Monday

- a) is
- b) are
- c) am

2. They ... in my class

- a) are
- b) is
- c) am

3. I ... tired

- a) is
- b) are
- c) am

4. There... twelve months in a year

- a) am
- b) is
- c) are

5. You ... late for the lesson this morning

- a) was
- b) am
- c) were

6. I ... busy yesterday

- a) were
- b) was
- c) is

7. The weather ... very good tomorrow



- a) will be
- b) was
- c) is

8. Do you want ... apple?

- a) a
- b) an
- c) -

9. This is ... hot day

- a) the
- b) an
- c) a

10. She is .. honest person

- a) an
- b) a
- c) the

11. He teaches ... English

- a) we
- b) us
- c) our

12. This is ... car

- a) my
- b) mine
- c) me

13. He gets up ... 7 o'clock

- a) in
- b) on
- c) at

14. I like to travel ... train

- a) in
- b) by
- c) on

15. June comes ... July

- a) before
- b) after



c) by

16. Brian always does his work very

- a) good
- b) best
- c) well

17. Our lesson today was very

- a) well
- b) good
- c) better

18. February is ... than January

- a) Short
- b) The shortest
- c) Shorter

19. Moscow is ... city in Russia

- a) the largest
- b) larger
- c) large

20. My sister sings ...

- a) beautifully
- b) beautiful
- c) more beautiful

21. Did you see him yesterday? – Yes, ...

- a) I did
- b) I do
- c) I am

22. He ... next week

- a) will return
- b) returns
- c) returned

23. They ... to the movies almost every night

- a) goes
- b) are going
- c) go



24. Does Jane ... English well?

- a) speaks
- b) speaking
- c) speak

25. The bills ... tomorrow

- a) pays
- b) will be paid
- c) paid

26. I The news

- a) was told
- b) were told
- c) tells

27. The streets .. every day

- a) is cleaned
- b) was cleaned
- c) are cleaned

28. Where ...live?

- a) does he live
- b) do he live
- c) does he lives

29. There are ... banks in this city

- a) much
- b) many
- c) little

30. *At last* means

- a) soon
- b) finally
- c) first

БЛОК 1

Тест 1

Вариант 2

1. Выберите правильный вариант ответа:

1. Tom a good student

- a) is
- b) are



c) am

2. John and she ... in the same class

- a) am
- b) is
- c) are

3. There ... seven days in a week

- a) am
- b) are
- c) is

4. There is ... English book in the table

- a) an
- b) the
- c) a

5. This is ... difficult exercise

- a) the
- b) a
- c) an

6. He is ... honest man

- a) a
- b) the
- c) an

7. I often meet ... in the office

- a) them
- b) they
- c) their

8. Don't take ... books

- a) mine
- b) my
- c) me

9. Where ... you yesterday after the lessons?

- a) were
- b) will be
- c) was



10. He ... in Europe last year

- a) is
- b) were
- c) was

11. I ... very busy tomorrow

- a) will be
- b) will
- c) was

12. Tony is a very ... student

- a) well
- b) good
- c) better

13. Alice plays chess....

- a) good
- b) well
- c) best

14. Are there ... students absent from the lesson?

- a) much
- b) many
- c) little

15. Do you like ... sugar in your coffee?

- a) many
- b) much
- c) few

16. Did you go ... plane?

- a) by
- b) on
- c) in

17. I was late ... the lesson yesterday

- a) to
- b) for
- c) with

18. July comes ... June

- a) before



- b) after
- c) on

19. Is there a message ... me?

- a) in
- b) to
- c) for

20. Oxford is one of ... universities in Europe

- a) old
- b) older
- c) the oldest

21. I am ,... than I was last night

- a) tired
- b) tireder
- c) more tired

22. Do you like to study English? – Yes,

- a) it is
- b) I do
- c) I am

23. Yesterday I ... up at 7

- a) get
- b) got
- c) will get

24. I ... back in an hour

- a) shall be
- b) is
- c) are

25. He ... English every day

- a) Studies
- b) Study
- c) Am studying

26. Where ... yesterday after the lesson?

- a) Did you go
- b) You went
- c) Did you went



27. Flowers ... in the evening

- a) are watered
- b) is watered
- c) water

28. The merchandise ... at noon.

- a) will be delivered
- b) will deliver
- c) deliver

29. The work ... in time

- a) did
- b) was done
- c) done

30. *Look out!* Means

- a) wait
- b) look out of the window
- c) be careful

БЛОК 2

Тест 2 Вариант 1

2. Выберите правильный вариант ответа

1. When the News ... we'll have supper.

- a) are over
- b) is over
- c) end
- d) be over

2. Some people think Russian is ... than English.

- a) more difficult
- b) most difficult
- c) much difficult
- d) difficulter

3. She also speaks French

- a) very good
- b) very well
- c) very better
- d) well very



4. - Did you do any homework? - Yes, but only

- a) any
- b) not many
- c) few
- d) a little

5. Who ... in that house?

- a) live
- b) lives
- c) do live .
- d) does live

6. I'm sorry about this but... nothing I can do right now.

- a) there does
- b) there is
- c) it is
- d) it does

7. William Shakespeare was a writer. He ... many plays and poems.

- a) writes
- b) wrote
- c) has written
- d) had written

8. When I came home my children

- a) was sleeping
- b) slept
- c) were sleeping
- d) have slept

9. There was no bus, so we ... to walk home.

- a) have
- b) had
- c) must
- d) should

10. Is that... car?

- a) you
- b) yours
- c) your
- d) him



11. I'd like ... cup of tea.

- a) other
- b) another
- c) the other
- d) others

12. Her parents haven't got a car, and

- a) she also
- b) neither she has
- c) neither has she
- d) nor she has

13. -... your watch keep good time?

- a) Does
- b) Do
- c) Is
- d) Are

14. - Sorry, I'm late. - That's all right. I ... long.

- a) hadn't waited
- b) wasn't waiting
- c) haven't been
- d) didn't wait

15. By this time next month I... .

- a) will retire
- b) retire
- c) will have retired
- d) retired

16. He promised he ... phone me at work.

- a) will
- b) shall
- c) would
- d) should

17.1... to the new director yesterday.

- a) am introduced
- b) was introducing
- c) have been introduced
- d) was introduced



18. There is no milk left,... ?

- a) isn't there
- b) is there
- c) isn't it
- d) is it

19. As it is late I suggest... by taxi.

- a) them to go
- b) going
- c) to go
- d) go

20. - What did the police do? - They made ... a lot of questions.

- a) me to answer
- b) me answer
- c) me answering
- d) my answering

21.1 would have bought that dress if I... enough money that day.

- a) have
- b) had had
- c) had have
- d) have had

22.1 really think you ... see a doctor.

- a) need
- b) have
- c) should
- d) ought

23. Don't worry, I'll pay for it... .

- a) me
- b) my
- c) mine
- d) myself

24.... places which attract so many art lovers as Florence, Italy.

- a) Fewer
- b) As few
- c) There are few
- d) That fewer

25. Let's stay at home ... it stops raining.

- a) until



- b) by
- c) though
- d) before

2. Прочтите текст и ответьте на следующие вопросы

The whole number of cars in Britain is about 11, 000, 000. Traffic goes on increasing and the roads of most big cities are almost all the time blocked by a slow moving procession of cars. Complicated systems of one-way streets and the use of traffic lights have not solved the problem. Driving in crowded towns is far from being a pleasure.

Some time ago, one of my friends who works in a part of the city I do not know very well, invited me to come and see him. It took me hours to get there and I drove round and round looking for a place to park my car. At last I found a small place in a back street. I was already three quarters of an hour late. I parked my car quickly and hurried off on foot I must say it is much easier to walk than to drive nowadays.

At noon as I was just leaving my friend's office, the question struck me: "Where did I park my car?" I could not go up to a policeman and tell him: "I lost a small green car somewhere." I had to look for it myself walking down street after street, I examined each car closely and at last I was happy to see a small green car just behind a big truck. But in a moment I discovered that though the car was exactly like my own, it belonged to someone else. Feeling quite tired I gave up looking for my car and went off for lunch. Some time later I left the restaurant and walked down the street. Suddenly I nearly jumped for joy: my car was right in front of me - there was no mistake this time. When I came near I saw a small ticket on the wind-screen. I could guess what that meant: a policeman visited my car during my absence. To add to it all, I was now guilty of a traffic offence.



26. WHY IS THE TRAFFIC CONGESTION IN BRITAIN GETTING WORSE AND WORSE?

- A There are too many cars and the road system can't cope with the traffic.
- B The number of cars is about 11, 000. 000.
- C The roads in Britain are far from being perfect.
- D Most of the streets are one-way.

27. WHAT PREVENTED THE AUTHOR FROM COMING TO HIS FRIEND'S PLACE IN TIME?

- A There was something wrong with his car.
- B It was the very first time when he visited the district and he didn't know it well enough.
- C It took him too much time to get there and find a suitable parking place.
- D He lost his way after he had left his car in a back street.

28 WHY DID THE AUTHOR FAIL TO FIND HIS CAR AT ONCE?

- A The policeman didn't help him.
- B His car was too small and it was too difficult to find it among other cars.
- C All back streets in the district looked alike.
- D The author was in a hurry and didn't take care to remember the name of the street where he had parked his car.

29. WHY DID THE AUTHOR STOP LOOKING FOR HIS CAR?

- A He was hungry and went to a cafe.
- B He was unable to continue his search because he was too exhausted.
- C He made up his mind to go to the police-station and ask for help.
- D He realised that he wouldn't be able to find it without anybody's help.

30. WHAT KIND OF TRAFFIC OFFENCE WAS THE AUTHOR FINED FOR?

- A Parking in the wrong place.
- B He exceeded the time of parking.
- C He didn't pay for the parking.
- D It is not clearly mentioned in the text.

БЛОК 2

Тест 2 Вариант 2

3. Выберите правильный вариант ответа

1. I don't mind ... a little.



- a) I wait
- b) to wait
- c) that I wait
- d) waiting

2. They won't work until they ... what to do.

- a) will tell
- b) will be told
- c) are told
- d) tell

3.1 don't want to go there.

- a) Neither he does.
- b) Neither does he want.
- c) Neither does he.
- d) So does he.

4.1 like the idea. It sounds

- a) good
- b) well
- c) bad
- d) badly

5. This test is ... than the last one.

- a) much difficult
- b) the most difficult
- c) little more difficult
- d) less difficult

6. Let's go and have a drink. We've got... time before the train leaves.

- a) little
- b) a little
- c) many
- d) a lot

7. He ... unemployed since he left college.

- a) was
- b) has been
- c) is
- d) had been

8.1 met two strangers on the way to work. One of them greeted me and ... didn't.



- a) other
- b) the other
- c) another
- d) an other

9. No matter how hard he tried he couldn't make his dog ... his orders.

- a) obey
- b) to obey
- c) obeying
- d) obeyed

10.1 watch the news ... on TV at 9 o'clock regularly

- a) showing
- b) having shown
- c) shown
- d) to show

11. I've travelled a lot... by plane and by train.

- a) either
- b) both
- c) and
- d) neither

12. You have to borrow money, ...?

- a) haven't you
- b) have you
- c) do you
- d) don't you

13.1 have taken too many clothes with me, Next time I'm going to take ...

- a) less
- b) fewer
- c) more
- d) much more

14. Neither Tom nor Kate ... a car.

- a) has got
- b) hasn't got
- c) have got
- d) haven't got

15.1 must have my suit... . It's so dirty.



- a) to clean
- b) having cleaned
- c) cleaned
- d) cleaning

16. The traffic here isn't... in a big city

- a) as heavy as
- b) not-so heavy as
- c) heavy as
- d) heavy than

17 Everybody enjoyed the concert, ...?

- a) didn't he
- b) didn't they
- c) did they
- d) did he

18. ... a lot of rain last week.

- a) It was
- b) There were
- c) There was
- d) There weren't

19. What time do you think ... go home?

- a) we should
- b) should we
- c) we ought
- d)ought we

20. I'd like

- a) you help me.
- b) you to help me.
- c) mat you help me.
- d) you helping me

21.1 wondered if new proposals ... at our next meeting.

- a) discussed
- b) were discussed
- c) would discuss
- d) would be discussed

22. Thank you for being ... good person.



- a) so
- b) such
- c) such a
- d) very a

23. Tell me what....

- a) is his full name
- b) it is his full name
- c) is it his full name
- d) his full name is

24. It was a mansion with a wooden gallery ... around it.

- a) which was run
- b) running
- c) run
- d) being run

25. He had a boring job last year.

- a) So had I
- b) So I had
- c) So did I
- d) So I did

2. Прочтите текст и ответьте на следующие вопросы

In the year 400 BC the ancient Romans had only a small area of land in the centre of Italy, but during the next 700 years or so they conquered and spread over a great territory. Then the Roman Empire declined and fell. There has been much argument About what this could have been caused by.

The most popular idea used to be that the Romans, wh6 had been strong, very moral and full of courage, became soft, lazy, immoral and degenerate because they had slaves and foreigners to do all the work and fighting for them while they lived a life of comfort and pleasure.

However, modem studies suggest that the Romans must have been so much weakened by disease that they no longer had the strength or the numbers to resist



their enemies abroad. In AD 165, soldiers who had been fighting in Mesopotamia brought a new illness, almost certainly smallpox, back home. The Romans had no natural immunity to it, and it killed as many as one third of the inhabitants in parts of the homeland in Italy.

So long as humans were still nomadic, they would not have been attacked by many diseases, because they never stayed in one place long enough to allow parasites to spread. But when people began to settle and to cultivate crops, parasites must have been allowed to spread in the dirty water that the people used again and again. However, when a population is large enough for some people to live through an epidemic, things get better, because those who remain alive have immunity to the disease, so the disease cannot spread any more and it dies out.

In Rome, the result of these diseases was a big fall in the population, especially on the borders of the Empire. The Roman citizens were forced to allow foreigners to live on land that had become empty, or nearly empty, as a result of deaths from disease, in exchange for military service, to defend the borders of the Empire from attack.

But these foreigners proved to be either unwilling or unable to defend the Roman Empire as strongly as it would have been defended before, so that its enemies outside were able to come in and destroy it, bringing civilisation in Europe to an end for hundreds of years, until it was brought in again from Asia and Africa.

Nomadic - кочевой

26. THE ROMAN EMPIRE DECLINED AND FELL BECAUSE:

A slaves and foreigners became soft, lazy and immoral.

B because the Romans' enemies were very strong. C the Romans couldn't resist epidemics. , ,

D the borders were poorly guarded.

27. EPIDEMICS WERE RARE AMONG NOMADIC PEOPLE BECAUSE:

A they had natural immunity to epidemics.

B bacteria (microbes) need time and water to spread.



- C they used fresh drinking water.
- D they knew a lot about medicine.

28. HOW DO PEOPLE GET IMMUNITY TO A DISEASE?

- A When the disease cannot spread.
- C When the disease dies out.
- B By getting it and not dying.
- D By taking drugs.

29. THE ROMANS LET FOREIGNERS LIVE ON THE DA BORD.ERS
BECAUSE:

- A so many Romans had been killed by disease:
- B the Romans preferred to live a life of comfort and pleasure in, the centre of Italy;
- C they had no strength to resist their enemies;
- D in return foreigners could do fighting for them.

30. WHAT WAS THE RESULT OF THE FALL OF THE ROMAN EMPVЯE?

- A European civilisation stopped existing for a long time.
- B People were brought into Rome from Asia and Africa.
- C European civilisation was brought into Asia and Africa.
- D There was a big fall in population.

БЛОК 3

Тест 3 Вариант 1

Выберите правильный вариант ответа

1. ... ill he didn't go to the office.
 - a) to be
 - b) being
 - c) been
2. She hates ... about it.
 - a) having asked
 - b) being asked
 - c) asked
3. All books ... from the library must be returned.
 - a) having taken
 - b) taken
 - c) taking
4. He was said ... several languages.



- a) knowing
- b) to know
- c) knew

5. I expected the train ... on time.

- a) to have come
- b) coming
- c) to come

6. I am glad ... to the party.

- a) invited
- b) being invited
- c) having invited

7. If she ... the letter, she will understand everything.

- a) will receive
- b) receives
- c) received

8. He said that the goods ... next Friday.

- a) will arrive
- b) would arrive
- c) arrived

9. After the contract ... the manager left.

- a) has been dicussed
- b) had been discussed
- c) had discussed

10. He wanted you ... to the conference.

- a) to be invited
- b) inviting
- c) have been invited

11. If he ... us we should have finished this work in time.

- a) has helped
- b) helped
- c) had helped

12. I wish he ... with us.

- a) will be
- b) was
- c) were



13. It's time something ... about the traffic problem.

- a) is done
- b) was done
- c) will be done

14. He suggested that the contract ... on Monday.

- a) would discuss
- b) discussed
- c) should be discussed.

15. He wishes he ... taller.

- a) is
- b) will be
- c) were

16. He wants me ... on Sunday.

- a) will come
- b) to come
- c) coming

17. He speaks as if he ... her for a long time.

- a) knows
- b) knew
- c) had known

18. The goods ... by this plant are in great demand.

- a) produced
- b) producing
- c) having produced

19. ... his car he went to the office.

- a) parking
- b) parked
- c) having parked

20. The problem ... at the meeting was of great concern.

- a) discussing
- b) having discussed
- c) discussed



21. I remember ... her the letter.

- a) have shown
- b) being shown
- c) having shown

22. The machines ... by this plant are in great demand.

- a) produced
- b) producing
- c) having produced

23. I remember ... this book before.

- a) had read
- b) having read
- c) to read

24. ... the car he went to the hotel.

- a) parking
- b) parked
- c) having parked

25. ... the contract was signed.

- a) discussing
- b) having been discussed
- c) discussed

26. The problem ... at the conference was very important,

- a) discussing
- b) discussed
- c) having discussed

27. I told him ... me.

- a) to follow
- b) to have followed
- c) following

28. He believed her ... honest.

- a) to have been
- b) to be
- c) is

29. She is said ... this book for three years.



- a) to have written
- b) to write
- c) to have been writing

30. We arrived at the cinema when the film

- a) had begun
- b) began
- c) has begun

4. БЛОК 3

Тест 3 Вариант 2

Выберите правильный вариант ответа

1. ... a stranger he didn't know the way.

- a) to be
- b) being
- c) been

2. He likes ... very much.

- a) swim
- b) swam
- c) swimming

3. I asked him ... here.

- a) coming
- b) to come
- c) to have come

4. He saw her ... the street.

- a) crossing
- b) |b cross
- c) to be crossed

5. They continued ... the contract.

- a) having discussed
- b) being discussed
- c) discussing

6. He said that he ... in London.

- a) lives
- b) has lived
- c) lived



7. She asked me whether he ... back next week.

- a) will come
- b) would come
- c) came

8. I wish I ... her telephone number.

- a) knew
- b) know
- c) to know

9. If I... you I wouldn't buy this hat.

- a) had been
- b) were
- c) have been

10. They are said ... English well.

- a) to know
- b) to have known
- c) knowing

11. I wish I ... so much yesterday.

- a) haven't eaten
- b) didn't eat
- c) hadn' eaten

12. It's time you .. in the University.

- a) were
- b) are
- c) have been

13. They suggest we ... to the museum.

- a) should go
- b) would go
- c) to go

14. If she had been hungry, she ... something.

- a) will have eaten
- b) will eat
- c) would have eaten



15. There are many ... magazines in our library.

- a) illustrating
- b) illustrated
- c) being illustrated

16. All the questions ... at the meeting last week were very important.

- a) discussed
- b) discussing
- c) having discussed

17. The cars ... in this country are of high quality.

- a) produced
- b) producing
- c) to produce

18. The girl ... at the window is my close friend.

- a) stood
- b) stands
- c) standing

19. ... much he returned home.

- a) traveled
- b) having traveled
- c) traveling

20. He asked me whether I ... to the theatre or not.

- a) shall go
- b) should go
- c) go

21. They would be rather angry if you ... them.

- a) don't visit
- b) won't visit
- c) didn't visit

22. If I had been offered the job a week ago I ...

- a) shall take
- b) should have taken
- c) took

23. I wish I ... cleverer.



- a) will be
- b) am
- c) were

24. He wishes there ... so many people.

- a) aren't
- b) won't
- c) weren't

25. It's time Ann ... home.

- a) comes
- b) came
- c) will come

26. He suggests they ... to opera.

- a) should go
- b) will go
- c) go

27. She speaks as if she ... English well.

- a) will know
- b) knew
- c) has known

28 He said Tom ... very hard.

- a) works
- b) will work
- c) worked

29 David thought she ... soon.

- a) will come
- b) comes
- c) would come

30 It is desirable that everything ... ready by 5.

- a) will be ready
- b) is ready
- c) should be ready



Блок 4 Тест 4 Вариант 1

Выберите правильный вариант ответа

1. All the documents usually ... in perfect order
 - a) will be kept
 - b) keep
 - c) are kept
 - d) are being kept

2. ... the bills ... yet?
 - a) haven't been paid
 - b) were paid
 - c) are paid
 - d) hadn't been paid

3. When we came to the factory the workers still ... the new equipment
 - a) were installing
 - b) are installing
 - c) install
 - d) will install

4. When we came to the plant the new equipment
 - a) was being installed
 - b) would be installed
 - c) were being installed
 - d) has been installed

5. These machines ... by the end of the month
 - a) will have been tested
 - b) will be tested
 - c) will test
 - d) were tested

6. We enclose a list of goods ... in transit
 - a) damaged
 - b) damaging
 - c) being damaged
 - d) having damaged

7. We expect the problem ... in the near future
 - a) to be solving
 - b) to be solved



- c) to have been solved
- d) to solve

8. I believe him ... arrangements for his journey

- a) to make
- b) make
- c) will make
- d) to be made

9. They would like the company ... the first lot in August

- a) deliver
- b) to deliver
- c) to be delivering
- d) is delivering

10. Insurance companies make their investments ... profit

- a) to generate
- b) to be generating
- c) to have generated
- d) generate

11. Shell and Gazprom are likely ... an agreement this month

- a) are signing
- b) to have signed
- c) to sigh
- d) to have been signed

12. The US government is said ... to oppose the bond issue

- a) to have threatened
- b) to threaten
- c) to be threatened
- d) to have been threatening

13. Rosneft is scheduled Fully by the middle of next year

- a) to privatize
- b) to be privatized
- c) to have privatized
- d) to have been privatized

14. Some 90% of the company is expected ... in three tranches

- a) to sell off
- b) to be selling off



- c) to be sold off
- d) to have sold off

15. Some of the major investors wanted the bank... a higher interest rate

- a) to pay
- b) pay
- c) to have paid
- d) to have been paying

16. Our counterparts have just been shown ... the factory

- a) round
- b) by
- c) at
- d) in

17. We couldn't answer your fax at once. We... a final decision by that time yet

- a) made
- b) hadn't made
- c) hadn't been
- d) was made

18. The customer asked if the terms .. in the latest agreement.

- a) had been specified
- b) have been specified
- c) are specified
- d) would specify

19. He asks me if we .. already enough money into this business

- a) have invested
- b) had invested
- c) invested
- d) are investing

20. The director ... the manager that the project would require long term financing

- a) asked
- b) told
- c) said to
- d) ordered

21. If all the documents had been in order, we ... the contract yesterday

- a) could have signed



- b) could signed
- c) have signed
- d) signed

22. Nothing would have happened if you ... the instructions

- a) followed
- b) had followed
- c) would follow
- d) follow

23. If you place your order before the 1st July we ... you a discount

- a) give
- b) will give
- c) would give
- d) can give

24. With export to other countries ..., Tunisia was forced to increase its export to the dollar area

- a) is reduced
- b) reducing
- c) was reduced
- d) having reduced

25. London remains the leading center, with nearly fifty billion dollars ... here every day

- a) traded
- b) trading
- c) being traded
- d) having been traded

26. The conference opened yesterday with heavy investment... on the previous day.

- a) being announced
- b) announcing
- c) having been announced
- d) announced

27. In the European foreign exchanges the dollar yesterday changed little, after... from early weakness

- a) recovered
- b) being recovered



- c) having recovered
- d) recovering

28. Some corporations became public ... from bankruptcy

- a) to rescue
- b) to be rescued
- c) to have rescued
- d) to have been rescued

29. Russian companies' ambitions are ... the current legal and administrative infrastructure

- a) exceeded
- b) being exceeding
- c) to exceed
- d) exceeding

30. Credit derivatives and default options find ... applications in trade credits

- a) limited
- b) limiting
- c) to limit
- d) being limited

Блок 4 **Тест 4 Вариант 2**

Выберите правильный вариант ответа

1. The director ... the manager that the project would require long term financing

- a) asked
- b) told
- c) said to
- d) ordered

2. If all the documents had been in order, we ... the contrast yesterday

- a) could have signed
- b) could signed
- c) have signed
- d) signed

3. Nothing would have happened if you ... the instructions

- a) followed



- b) had followed
c) would follow
d) follow
4. If you place your order before the 1st July we ... you a discount
a) give
b) will give
c) would give
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a) is reduced
b) reducing
c) was reduced
d) having reduced
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a) traded
b) trading
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a) being announced
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8. In the European foreign exchanges the dollar yesterday changed little, after... from early weakness
a) recovered
b) being recovered
c) having recovered
d) recovering
9. Some corporations became public ... from bankruptcy
a) to rescue
b) to be rescued
c) to have rescued



d) to have been rescued

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- b) were paid
- c) are paid
- d) hadn't been paid

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- a) were installing
- b) are installing
- c) install
- d) will install

15. When we came to the plant the new equipment

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- b) would be installed
- c) were being installed
- d) has been installed

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- b) pay
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- d) to have been paying

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- d) would specify

30. He asks me if we .. already enough money into this business

- a) have invested
- b) had invested
- c) invested
- d) are investing



Блок 5

Вариант 1

Complete each sentence with the correct word or phrase. The first letter of each word is given.

- 1 International companies are increasingly looking to r.....managers with an MBA.
- 2 An MBA is clearly one of the best q.....for an international management career.
- 3 Many large companies s.....their managers' studies by paying some or all of the costs.
- 4 While some subjects, such as law and management studies, are on the increase, others, such as engineering, are on the d.....
- 5 Because of the lack of graduates there will soon be a s.....of qualified engineers.
- 6 Nearly all organisations use i.....as one of their main ways to select new employees.
- 7 In Britain, many companies also use a.....c....., where candidates take part in a series of tasks and simulations.
- 8 It is also common in Britain for a new employer to request a written r.....on candidates from their previous employers.
- 9 Organising people by different levels of power and authority is know as a h.....
- 10 When two companies merge it can be very useful to run t.....- b..... courses to help people work well together.
- 11 Large companies that are famous, well established and generally successful financially are known as b.....c.....companies.
- 12 Ас.....is a large organisation that consists of many companies in different sectors.



- 13** A company with a good HR policy will carry out annual a.....between each employee and his or her manager.
- 14** A person who loves France and all things French is known as a F.....
- 15** E.....are people who are sent by their company to work abroad.
- 16** Young managers are less interested in working abroad than before because their s.....often has a separate career.
- 17** Some assignments abroad can turn out to be a n.....a really terrible experience.
- 18** Some managers consider time spent abroad as part of their d.....programme.
- 19** Responsible companies will have an ethical policy and a c.....of c..... which all employees must follow.
- 20** Ambitious young graduates will look for a company offering good promotion p.....
- 21** A key international management competency for Unilever is entrepreneurial.....
- a) force
 - b) drive
 - c) strength
 - d) determination
- 22** Many organisations have a salary.....which indicates the salary for different jobs.
- a) level
 - b) ladder
 - c) scale
 - d) review
- 23** When two companies want to work together they often.....a joint venture.
- a) form
 - b) run
 - c) do



d) manage

24is a word used to describe people who are clever and intelligent.

- a) Wise
- b) Competent
- c) Bright
- d) Eager

25 Young managers who have good prospects for quick promotion are often known as.....

- a) technocrats
- b) globe-trotters
- c) top-flight executives
- d) high-fliers

26 The chief executive can be said to.....the company.

- a) organize
- b) run
- c) own
- d) motivate

27 Training courses which include activities such as role-plays and simulations use anapproach.

- a) experiential
- b) academic
- c) cognitive
- d) deductive

28 In oriental cultures, to.....is one of the most embarrassing things that can happen.

- a) lose a job
- b) make a mistake
- c) lose face
- d) receive a favour

29 The special words used by people in the same profession are known as.....

- a) slang
- b) dialect
- c) pidgin
- d) jargon



30 When young people spend their first months in a new job on a training programme they are known as.....

- a) applicants
- b) novices
- c) trainees
- d) students

Блок 5

Вариант 2

Complete each sentence with the correct word or phrase. The first letter of each word is given.

1. Large companies that are famous, well established and generally successful financially are known as b.....c.....companies.
2. Ac.....is a large organisation that consists of many companies in different sectors.
3. A company with a good HR policy will carry out annual a.....between each employee and his or her manager.
4. A person who loves France and all things French is known as a F.....
5. E.....are people who are sent by their company to work abroad.
- 6 Young managers are less interested in working abroad than before because their s.....often has a separate career.
7. Some assignments abroad can turn out to be a n.....a really terrible experience.
8. Some managers consider time spent abroad as part of their d.....programme.
9. Responsible companies will have an ethical policy and a c.....of c..... which all employees must follow.
10. Ambitious young graduates will look for a company offering good promotion p.....
11. International companies are increasingly looking to r.....managers with an MBA.



12. An MBA is clearly one of the best q.....for an international management career.
13. Many large companies s.....their managers' studies by paying some or all of the costs.
- 4 While some subjects, such as law and management studies, are on the increase, others, such as engineering, are on the d.....
- 5 Because of the lack of graduates there will soon be a s.....of qualified engineers.
- 6 Nearly all organisations use i.....as one of their main ways to select new employees.
- 7 In Britain, many companies also use a.....c....., where candidates take part in a series of tasks and simulations.
- 8 It is also common in Britain for a new employer to request a written r.....on candidates from their previous employers.
- 9 Organising people by different levels of power and authority is know as a h.....
- 10 When two companies merge it can be very useful to run t.....- b..... courses to help people work well together.
- 11 Training that has clear applications to a job or type of work can be said to be.....
- a) theoretical
 - b) practical
 - c) interesting
 - d) cost-effective
- 22 It is very expensive to.....people who fail in an overseas job and have to return early.
- a) insure
 - b) dismiss
 - c) retrain
 - d) repatriate



23 People who are sent abroad by their company often have a better.....than at home because they have a higher salary and other benefits such as free housing.

- a) lifestyle
- b) programme
- c) career
- d) placement

24 Most companies.....employees for their travel expenses at the end of the month.

- a) sponsor
- b) support
- c) compensate
- d) reimburse

25 It is common for large companies and professional bodies to.....politicians and government departments to try to persuade them to accept their point of view.

- a) lobby
- b) persuade
- c) pay
- d) entice

26 Some young managers.....overseas postings because their spouse may not be able to work in the foreign country.

- a) postpone
- b) turn down
- c) delay
- d) prefer

27 Sometimes when people return from a period overseas they have problems readjusting and find that their career has.....instead of advancing.

- a) retired
- b) turned down
- c) regressed
- d) broken down

28 Selecting the right person for an overseas.....is crucial but not easy to do.

- a) visit
- b) mission
- c) task



d) assignment

29 Because of long working hours and increased responsibilities, more and more managers are suffering from.....

- a) tension
- b) stress
- c) insomnia
- d) frustration

30 In Anglo-Saxon cultures, companies test a candidate's.....: their ability to do the job well.

- a) personality
- b) intelligence
- c) skills
- d) qualifications

Блок 6

Вариант 1

Complete each sentence with the correct word or phrase. The first letter of each word is given.

1 In the UK the service sector employs more people than the m.....sector.

2 The main office of a large company is called the h.....

3 Most publicly quoted companies have both a c.....and a chief executive.

4 The people who work for a company are called e.....

5 Wal-Mart is the world's largest r.....

6 In February 2000, Vodafone AirTouch succeeded in its hostile t.....of Mannesmann.

7 When it is approved, the m.....of Vodafone AirTouch with Mannesmann will be the world's largest.

8 In companies such as advertising agencies, people are vital intangible a.....

9 Subcontracting work to outside suppliers is known as O.....



- 10 The people you work with are your c.....
- 11 A person who does a similar job to you, but in another company is your c.....
- 12 The 0.....is the total amount of products produced by a company.
- 13 Every company is looking for something which wilt give it a c.....e.....
- 14 When two companies merge they usually have greater e.....ofs.....than as separate companies.
- 15 Because of the globalisation of business, an increasing number of mergers are c.....b.....deals.
- 16 Some companies prefer to grow organically, but it is quicker to grow by a.....
- 17 Many government organisations are inefficient because they are too b.....with too many rules and regulations. !
- 18 PC manufacturers such as Dell and Gateway were among the first to sell their products through 0.....0.....
- 19 The majority of start-ups and new v.....fail within two years.
- 20 F.....are people who provide their services on an individual and independent basis to different companies.
- 21 Multinational companies usually have.....in different countries.
- a) daughter companies
 - b) subsidiaries
 - c) factories
 - d) colleagues
- 22 One aim of all companies which sell goods or services is to increase their.....
- a) market part
 - b) market percentage
 - c) market share
 - d) market offer



23 In order to improve their services to customers, banks need to become more.....

- a) customer oriented
- b) profitable
- c) competitive
- d) efficient

24 Having only.....in different countries gives global companies more flexibility to move their manufacturing activities from one country to another.

- a) subsidiaries
- b) employees
- c) research centres
- d) assembly operations

25 Cultural differences are one of the potential.....of international mergers.

- a) threats
- b) pitfalls
- c) attractions
- d) benefits

26 Most countries give foreign companies.....to attract new investment.

- a) financial discounts
- b) important tariffs
- c) tax incentives
- d) share ownership

27 Companies that handle all aspects of their business internally, such as the big oil companies, are known as.....companies.

- a) multinational
- b) venture capital
- c) conglomerate
- d) vertically-integrated

28 The movement of money into and out of a company is known as.....

- a) annual turnover
- b) profit margin
- c) cashflow
- d) bank charges

29 All mergers aim to create.....for the two companies' shareholders.

- a) added value
- b) lower costs



c) economies of scale

d) tax benefits

30 The Apple computer company has always been.....and different in the design and technology of its PCs.

a) efficient

b) knowledgeable

c) expensive

d) innovative

Блок 6 Вариант 2

Complete each sentence with the correct word or phrase. The first letter of each word is given.

1. A person who does a similar job to you, but in another company is your c.....

2. The o.....is the total amount of products produced by a company.

3. Every company is looking for something which will give it a c.....e.....

4. When two companies merge they usually have greater e.....ofs.....than as separate companies.

5. Because of the globalisation of business, an increasing number of mergers are c.....b.....deals.

6. Some companies prefer to grow organically, but it is quicker to grow by a.....

7. Many government organisations are inefficient because they are too b.....with too many rules and regulations. !

8. PC manufacturers such as Dell and Gateway were among the first to sell their products through o.....o.....

9. The majority of start-ups and new v.....fail within two years.



10. F.....are people who provide their services on an individual and independent basis to different companies.
11. In the UK the service sector employs more people than the m.....sector.
12. The main office of a large company is called the h.....
13. Most publicly quoted companies have both a c.....and a chief executive.
14. The people who work for a company are called e.....
15. Wal-Mart is the world's largest r.....
16. In February 2000, Vodafone AirTouch succeeded in its hostile t.....of Mannesmann.
17. When it is approved, the m.....of Vodafone AirTouch with Mannesmann will be the world's largest.
18. In companies such as advertising agencies, people are vital intangible a.....
19. Subcontracting work to outside suppliers is known as O.....
20. Setting up a business in a foreign country involves a lot of.....
a) import tariffs
b) red tape
c) tax payments
d) bank accounts
- 21 When companies decide to restructure, it is usually.....who are made redundant.
a) middle managers
b) secretarial staff
c) top managers
d) production workers
- 22 To run their foreign subsidiaries, multinationals usually appoint a.....
a) project manager
b) team leader



- c) decision maker
- d) country manager

23 In joint ventures, two or more companies.....on specific projects.

- a) collaborate
- b) compete
- c) practise
- d) deal

24 One measure of a company's financial success is the return on.....

- a) production volumes
- b) annual turnover
- c) capital employed
- d) profit margins

25 The use of share options to incentivise managers is becoming more and more.....

- a) reliable
- b) widespread
- c) expensive
- d) tangible

26. One problem in international mergers is the difference in.....and benefits for managers with similar positions.

- a) duties
- b) output
- c) activity
- d) compensation

27. Companies with very different products often have a structure based on.....

- a) functional areas
- b) geographic spread
- c) product lines
- d) matrix management

28. When two companies merge they always look at ways to.....in order to be more efficient and profitable.

- a) recruit staff
- b) cut costs
- c) increase advertising



d) reduce salaries

29. Sometimes it seems that large companies change their organisation and carry out aprocess every few years.

- a) restructuring
- b) decentralisation
- c) merger
- d) takeover

30. The Apple computer company has always been.....and different in the design and technology of its PCs.

- a) efficient
- b) knowledgeable
- c) expensive
- d) innovative

Тест для промежуточного контроля

Вариант 1

1 Telegraphic transfer is the fastest method of sending _____

- a) money
- b) accounts
- c) checks

2. I _____ the office when the doorbell rang and immediately two men in masks rushed into

- a) left
- b) have left
- c) was leaving

3. During the bear market a lot of firms went _____

- a) ahead
- b) bankrupt
- c) melding

4 The company spends about 10% of its _____ sales on research and development.

- a) whole
- b) full
- c) total



5. Monthly salaries of our staff go directly into their _____
- a) invoices
 - b) accounts
 - c) interests
6. Our recent sales are _____ disappointing as not many stores are willing to stock and promote our goods.
- a) little
 - b) few
 - c) a little
7. My cash _____ was 300 dollars
- a) credit
 - b) sum
 - c) deposit
8. We _____ by assuming that our product would sell well
- a) did a mistake
 - b) made a mistake
 - c) mistook
9. If you own some shares of a company, you receive _____ per share
- a) interest
 - b) dividends
 - c) salary
10. I am looking forward _____ from you as soon as possible
- a) to hear
 - b) hearing
 - c) to hearing
11. I draw up contracts and advise the company on tax legislation. I work in the _____ department
- a) Sales
 - b) Human Resources
 - c) Legal
12. A heavy _____ was imposed on their company because they broke the contract
- a) sum
 - b) incentive
 - c) penalty



- 13 We are planning to _____ 2,5 million dollars on advertising
- lose
 - spend
 - invest
14. _____ is used to increase sales by making the product or service known to a wider audience
- promotion
 - research
 - advertising
15. There must _____ a lot of inflation over that period
- be
 - have been
 - to be
16. _____ is the general term covering all forms of selling goods to the public
- retailing
 - franchising
 - wholesaling
17. I expect _____ him on Monday next week
- Seeing
 - To see
 - To seeing
18. It was _____ set of instructions I had ever received
- more confusing
 - the most confusing
 - as confusing as
19. _____ Investment bankers made huge amount of money during the _____ market of the mid 1990s
- boom
 - bear
 - bull
20. Our customers usually meet _____ on time.
- bills
 - charges
 - prices



21. In the stock market crash in 1929 , the market _____ by 19 % and that led to the great depression
- rose
 - fell
 - stabilized
22. Our team is carrying out the research to determine the best way to _____ the employees
- suit
 - motivate
 - rationalize
23. We _____ the design of the equipment . Now it sells better
- have updated
 - updated
 - will update
24. Our product is within a _____ reach of everybody
- social
 - financial
 - economic
25. He said he would see me _____
- tomorrow
 - the following day
 - on tomorrow
26. His ability to anticipate financial _____ prevented him from losing a great deal of money.
- growth
 - crash
 - dip
27. He _____ most of his savings in the Stock Exchange
- gave
 - invested
 - fixed
28. On the Wall Street, the Dow Jones index _____ a few points
- dipped
 - fell dramatically
 - slumped



29. This alliance will help our companies survive in the fiercely _____ market of today

a) contrasting

31. An entrepreneur	a) . is a wholesaler or shop selling a particular product, such as cars
32. Product launch	b) . is the process of planning, designing, pricing, promoting and distributing ideas, goods and services in order to satisfy customer needs, so as to make a profit
33. Capacity	c) . describes the activity of trying to sell more and be more successful
34. Street vendors	d) . are people selling things in the street
35. Output	e) . is the number or type of things that a plant, company, industry produces
36. Competition	f) . is the maximum amount that a particular plant, company or industry can produce
37. Marketing	g) . is the moment when the product is officially made available for sale
38. A dealer	h) . is someone who starts or founds or establishes their own company
39. proprietary	i) Information or knowledge that belong to an individual or company
40. intellectual property	j) is the area of law relating to patents and copyright

b) competitive

c) contemporary

30. If I open a saving account I will receive _____

a) a share

b) a benefit

c) an interest

II. Give the appropriate definition to the explanation



41. James Dyson...

- a) has been in business for a long time.
- b) started his business with his own money.
- c) developed a new product.
- d) has a factory in London.

42. Dyson's product...

- a) is a new technology product.
- b) sells only in Britain.
- c) was first produced 15 years ago.
- d) sells only in the Far East.

43. Dyson wants to move the production to Malaysia because ...

- a) his main markets are in the Far East.
- b) production is cheaper than in the UK.
- c) he lives there.
- d) many other British companies are based there.

44. Dyson's move will enable him to ...

- a) keep some production in the UK.
- b) have his R&D department in Malaysia.
- c) put more money into R&D.
- d) reduce the cost of R&D.

45 Dyson's decision has 'surprised his country'. That means the British people...

- a) think it is a good idea.
- b) expected this decision.
- c) didn't expect this decision.
- d) don't think it will make a big difference to British manufacturing.

46 The company...

- a) has a factory in Malaysia now.
- b) has no experience of manufacturing in Malaysia.
- c) tried to move to Malaysia two years ago but was not successful.
- d) had a factory in Malaysia for two years, then closed it.

47 Dyson wants to spend more money on ...

- a) research and development.
- b) selling.
- c) better production facilities.



d) his staff.

48 How much did Dyson spend on R&D in the year 2000?

- a) £200,000
- b) £2.2 million
- c) £22 million
- d) £220 million

49 How does Dyson feel about moving to Malaysia?

- a) He's completely happy about it.
- b) He is sorry that people will lose their jobs.
- c) He isn't sure about the decision at the moment.
- d) He wants to live in Malaysia.

50. Dyson says that R&D is the 'heart and soul' of the business. He means ...

- a) it is the most difficult part.
- b) it is the most important part.
- c) it is the most expensive part.
- d) it is the most interesting part.

Вариант 2

1. It was an unsuccessful year for them. Their profits _____ by 50 %

- a) dipped
- b) plunged
- c) collapsed

2. _____ the long – time negotiations , the project for a merger of the banks failed

- a) despite
- b) although
- c) however

3. _____ can result if you have no more income to pay your debts

- a) Transfer
- b) Bankruptcy
- c) Discount

4. We spent too _____ time on routine meetings

- a) a few
- b) many



c) much

5 The _____ strategy of our all operating divisions is determined by the business center in Moscow.

- a) total
- b) global
- c) universal

6 Our company _____ close attention to the environment

- a) pays
- b) takes
- c) gives

7. Suppliers expect their _____ paid promptly

- a) checks
- b) credits
- c) invoices

8. _____ candidates has excellent education background

- a) each of the
- b) each
- c) Each of

9. The manufacture of components _____ to outside suppliers.

- a) sub-contracted
- b) is sub-contracted
- c) sub-contracts

10 Some strategic industries, such as Atomic Energy and Defence, are too important to be left in _____ hands.

- a) public
- b) government
- c) private

11. An advertisement on radio or television is called a _____

- a) movie
- b) commercial
- c) sales program

12. They _____ this drug for ten years before it appeared on the market.

- a) tested



- b) had been testing
- c) have been testing

13. Russian business is _____ a lot of foreign capital

- a) investing
- b) attracting
- c) importing

14. We would like to know your views on the possibility of a _____ venture without company

- a) business
- b) capital
- c) joint

15. He said he _____ me the following day

- a) would rang
- b) will ring
- c) rings

16. The bank assigned a credit _____ to our company

- a) check
- b) limit
- c) interest

17. _____ documents should be sent in triplicate

- a) the both
- b) both
- c) both of

18. A credit card allows you to carry out _____ without using cash

- a) transactions
- b) purchase
- c) payment

19. Sellers and customers usually negotiate credit _____ when making a deal

- a) interests
- b) fees
- c) terms

20. He wanted to know how much _____

- a) did it cost
- b) it will cost



c) it cost

21. _____ fix their own commissions for buying and selling shares.

- a) Retailers
- b) Stockbrokers
- c) Wholesalers

22. I will give you a ring if anything _____ wrong.

- a) will go
- b) goes
- c) will be going

23. He _____ any involvement in the robbery.

- a) cancels
- b) refuses
- c) denies

24. I am sorry but the Financial Director can't see you today. She will be at the _____ till 6 o'clock

- a) meeting
- b) date
- c) appointment

25. Don't forget to switch off the computer before you _____

- a) will leave
- b) leave
- c) are leaving

26. The _____ of the Japanese economy since World War II has been extraordinary

- a) built
- b) boom
- c) fall

27. Our goods didn't sell well. There _____ a very high demand for this kind of product in that region.

- a) can't have been
- b) mustn't have been
- c) shouldn't have been



28. The prices given for buying and selling shares on the Stock Exchange are known as _____

- a) stocks
- b) values
- c) quotations

29. To acquire _____ in the companies which you work for may prove advantageous

- a) a stake
- b) an investment
- c) part

30. They have just launched an advertising _____

- a) company
- b) campaign
- c) promotion

II. Give the appropriate definition to the explanation

31. market prices	a). is the money, that a company uses to operate and develop
32. promotion	b). is all the activities supporting the sale of a product, including advertising
33. workforce	c) Is the main building or location of a large organization
34. a subsidiary	d) is the difference in value between a country's imports and exports
35. the balance of trade	e) is the employees in a particular country or business
36. gross domestic product	f) is the situation when competing companies reduce prices in response to each other
37. price war	g) are a company's debts to suppliers, lenders, the tax authorities, etc
38. liabilities	h) is the situation when the company fails to make a debt repayment
39. debt default	i) are the ones that people are willing to pay, rather than ones fixed by a government
40. capital	j) is total value of goods and services produced in a country



III. Read the article and answer the questions

James Dyson, millionaire inventor and successful British businessman, has surprised his country by deciding to move production to the Far East.

The 54-year-old design engineer is well-known for his invention of a powerful vacuum cleaner that operates without a bag. Dyson spent 15 years trying to persuade the banks to support his ideas and enable him to set up production of the new vacuum cleaners. Now, after six years in business, his factory in a small town in the west of England produces 8,000 vacuum cleaners a day. Moving the main production facility to Malaysia will result in a loss of 800 jobs. Both the UK government and the unions have expressed their horror at the decision.

The company, which employs 1,800 people in total, said it had decided to move production because of the success of a plant it established in Malaysia two years ago. Labour costs at the Malaysian plant are only £ 1.50 an hour: in the UK they are \$4.10 an hour. But the quality of the Malaysian cleaners is as high as the British-made ones.

A number of other companies have also moved production to lower cost countries in recent months. Many people fear for the future of British manufacturing if this trend continues.

Dyson believes the move will enable the company to cut production costs by 30 percent. He plans to put the savings into research and development, in a drive to create new technology products for the future. The R&D department will continue to be based in Britain.

The company achieved sales of £220 million in 2000 and spends around 10 percent of turnover on new product development. Dyson described R&D as the 'heart and soul' of the business. He said the decision to cut back the UK workforce was a sad and difficult one.

From the *Guardian*

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