Faculty of Economics

ENGLISH II (mock test)

**I Read the following text and answer the questions**

Virgin - one of the most popular brands in Britain - is now becoming the first global brand name of the 21st century. We are involved in planes, trains, finance, soft drinks, music, mobile phones, holidays, wines, publishing, space tourism, cosmetics - the lot! We have 200 companies in the world and we employ over 25,000 people. In our customers' eyes, Virgin means quality, innovation, fun and a sense of competition. And with our growing online service activities, we also look to provide 'old' services in new ways. When we start a new business, we base it on hard research and analysis. Typically, we put ourselves in the customer's shoes to see what could make it better. We ask essential questions: is this an opportunity for creating competitive advantage? What are the competitors doing? Is the customer badly served? Is this an opportunity for building the Virgin brand? Several factors are important to make a success: the power of the Virgin name; Richard Branson's personal reputation; the Virgin management style.

1. What makes the Virgin group successful?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. In which sectors does Virgin operate?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3. What do customers think of this company?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4. In which way does Virgin think of its customers when it starts a new business?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5. Do you think that Virgin group is a strong company and why?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

***Mark each statement true or* false:**

1. Virgin is trying to make some services better \_\_\_\_\_

2. Virgin isn’t aware of the other companies in the market \_\_\_\_\_

3. Virgin is not a holding company \_\_\_\_\_

4. Virgin doesn’t always think of what the customers will say \_\_\_\_\_

5. For this company it is very important how the management works \_\_\_\_\_

***II Find words from the text which have the same or similar meaning to the expressions below:***

Famous \_\_\_\_\_\_\_\_\_\_\_\_; vacations \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_; buyers, consumers \_\_\_\_\_\_\_\_\_\_\_\_\_

Rivalry \_\_\_\_\_\_\_\_\_\_\_\_\_; obtain \_\_\_\_\_\_\_\_\_\_\_\_\_\_; methods, options \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_;

Begin \_\_\_\_\_\_\_\_\_\_\_\_\_\_; vital, important \_\_\_\_\_\_\_\_\_\_\_\_\_; chance \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_;

Aspects, elements \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

***III Put the verbs in brackets in Active or Passive (Present or Past):***

When I was 16, I used to take the only train that \_\_\_\_\_\_\_\_\_\_\_\_\_(go) to a town 20kms from mine, with my friends to go shopping.I remember that the departure station was small and comfortable, but now everything \_\_\_\_\_\_\_\_\_\_\_\_\_(change). This station \_\_\_\_\_\_\_\_\_\_\_\_\_(rebuild), a lot of trains \_\_\_\_\_\_\_\_\_\_\_\_\_(add) and it now seems like that of a big city.

***IV Fill in the gaps with the correct form of the verbs:***

1. If I \_\_\_\_\_\_\_\_\_\_\_(have) more money now, I (study) \_\_\_\_\_\_\_\_\_\_\_ in France.
2. If she (feel / not) \_\_\_\_\_\_\_\_\_\_\_\_\_\_ well, she (go) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to the doctor’s.
3. If Nick (have) \_\_\_\_\_\_\_\_\_\_\_\_\_\_ time this afternoon, he (help) \_\_\_\_\_\_\_\_\_\_\_\_\_\_ you with English.
4. If she (come) \_\_\_\_\_\_\_\_\_\_\_\_\_\_ earlier, she (tell) \_\_\_\_\_\_\_\_\_\_\_\_\_\_ us what exactly happened.
5. They (visit) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ you tomorrow if Jane (come) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ tonight.

***V Put the following sentences into Reported Speech:***

1. ''I am going to the annual meeting tomorrow''. Jane said \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. ''What was your boss doing in France?'' Ann asked Tom \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. ''Don't use this old report!'' John advised me \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. ''Have you ever been to New York?'' Sarah wanted to know \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
5. ''Someone entered my office during the weekend.'' Anne complained \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

***VI Match the terms in column A with their definitions in column B:***

|  |  |
| --- | --- |
| A | B |
| 1 cost effective | \_\_\_ a statement of the beliefs or aims which guide someone's actions. |
| 2 shipping | \_\_\_ productive in relation to its price |
| 3 smother | \_\_\_ make great efforts to achieve or obtain something. |
| 4 credo | \_\_\_ make (someone) feel trapped and oppressed by acting in an overly protective manner towards them. |
| 5 strive | \_\_\_ the transport of goods by sea or some other means |

***VII Decide which of the words below fits the gaps:***

1. **Mary decided to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ a discount to the new client.**
2. Take B. Sort out C. Offer D. Ask
3. **There are no hidden \_\_\_\_\_\_\_\_\_\_\_\_\_\_ in this deal.**
4. Business B. Negotiations C. Costs D. Discount
5. **This deal is not \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to negotiation.**
6. Subject B. Possible C. Require D. Under
7. **We really need to meet the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for this job or we'll lose the client.**
8. Costs B. Deadline C. Costs D. Compromise
9. There are a lot of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and incentives in his offer.
10. Benefits B. Expenditures C. Incomes D. Deposits