**MOCK TEST – FINAL EXAM**

**BUSINESS ENGLISH III**

**I Reading comprehension (10pts)**

New research shows that nicer people are likely to be poorer than people who are not so nice. Researchers looked at how the personalities of different people affected how rich or well off they were. The researchers found that people with a nice, warm personality were worse off financially than people who were more selfish. Kinder people found it more difficult to look after their money. Researcher Dr Joe Gladstone said this was because of the "agreeableness" of people who were kinder, more trusting and more caring. He said: "We find that agreeableness is associated with various [signs] of financial hardship, including lower savings, higher debt and higher default rates."

The researchers looked at data from different sources, including two online surveys taken by almost 4,000 participants. The data included answers to questions on people's financial situation, how people got into debt, and people's attitude towards money. They compared this data with surveys in which almost 5,000 people answered questions about their personality and their agreeableness. The researchers said agreeable people seemed to care less about money and so did not look after or manage their money wisely. Researcher Sandra Matz said that being kind and trusting had "financial costs". She wanted to better understand, "why nice guys seem to finish last".

**Mark the statements true (T) or false (F)**

1. Researchers looked at how personalities affected people's wealth.     T / F
2. People with a warmer personality had less money than more selfish people.   T / F
3. Kinder people are very good at saving money.     T / F
4. Kinder people have more trouble paying back debts.     T / F
5. Researchers looked at data from 12 different online surveys.     T / F

**Match the following synonyms from the article**

|  |  |
| --- | --- |
| 1. likely | a) suffering |
| 1. affected | b) care for |
| 1. financially | c) influenced |
| 1. look after | d) probable |
| 1. hardship | d) moneywise |

**II Complete the sentences using the correct collocation (8 pts)**

1.  If you ­­­\_\_\_\_\_\_\_\_\_\_\_ the deadline your application cannot be considered. 2. To make sense of our tasks, we need to ­­­\_\_\_\_\_\_\_\_\_\_\_\_ a timeframe within which we can all work. 3. Individual farms must **\_\_\_\_\_\_\_\_\_\_\_** a target first and then implement a management plan which will suit their system and their own farm. 4. It's frustrating to try to \_\_\_\_\_\_\_\_\_\_\_\_ to a budget that's completely different from your spending patterns.

**IV Complete the sentences using the correct form of verbs in brackets (8 pts)**

1. Sarah looks really pleased with herself. She \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (pass) her driving test this morning. 2. I didn't know you were going to Phil's party yesterday. You \_\_\_\_\_\_\_\_\_\_\_\_\_\_ (tell) me! 3. If Lucy \_\_\_\_\_\_\_\_\_ (have) enough time, she \_\_\_\_\_\_\_\_\_ (travel) more. However, she is very busy. 4. If \_\_\_\_\_\_\_\_\_\_\_\_\_\_ (not/go) to the party, I \_\_\_\_\_\_\_\_\_\_\_\_\_\_ (not/meet) Amanda. I am so glad I did.

**V Choose the correct answer (3pts)**

1. I find it hard \_\_\_\_\_ to the dark evenings in winter.

a) used b) get used c) to get used

2. I \_\_\_\_\_ to being spoken to like that!

a) am not used b) don't get used c) used

3. I haven't studied for ages and I'm finding it hard to get used to \_\_\_\_\_ every day.

a) study b) studied c) studying

**VI Fill in the gaps with the appropriate words (10pts)**

|  |
| --- |
| ***Negotiating In charge of markets makes Places charged for handle competitive*** |

Marketing managers measure demand for goods or services, and oversee development of plans to increase interest in those products. They pinpoint potential **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** and strike a pricing balance that’s both profitable and **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**. They track product trends to spot demand for new goods. They oversee advertising efforts, including hiring and supervising creative staff, choosing ad media, **\_\_\_\_\_\_\_\_\_\_\_\_\_\_** ad contracts and signing off on ads. The role of the marketing manager can vary, said George Cook, executive professor of business administration at the University of Rochester. A marketing manager at a multinational company may be **\_\_\_\_\_\_\_\_\_\_\_\_\_** overall brand image, while a marketing manager in a smaller company may **\_\_\_\_\_\_\_\_\_\_\_\_\_** product introductions and marketing support.

**VII Match the expressions with their meanings (5pts)**

|  |  |
| --- | --- |
| 1. Burn out | a) work with other people to achieve something |
| 2. Pass the buck | b) disappoint someone |
| 3. Settle in | c) become familiar with a new job |
| 4. Pull together | d) be unable to continue working because you have worked too hard |
| 5. let someone down | e) make someone else deal with something that you should take responsibility for |

**VIII Translate the following sentence from English. (3pts)**

1. A part of the strategy was to overcome our physical shortcomings with a commitment to superior conditioning and training.

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**Translate the following sentence into English. (3pts)**

1. Preduzetnici pokušavaju da iskoriste sva raspoloživa sredstva i ostvare profit.

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