

PART A: MATCH THE BUSINESS TERMS WITH THE CORRECT DEFINITIONS

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| a) Charisma | 1. The ability to make good business decisions. |
| b) Nepotism | 2. The place where the main offices of a company are located. |
| c) Subsidiaries | 3. A moment when important change happens in success or failure. |
| d) Ruthlessness | 4. Close family members receiving jobs unfairly. |
| e) Innovation | 5. Earnings of a company after costs are deducted. |
| f) Headquarters | 6. New ideas or inventions in business. |
| g) Profit | 7. Companies controlled by a larger parent company. |
| h) Business acumen | 8. Total products sold in one year. |
| i) Annual sales | 9. Strong attraction or charm that inspires people. |
| j) Turning point | 10. Willingness to be harsh in achieving goals. |

PART B: COMPLETE THE SENTENCES WITH THE CORRECT WORD FROM THE BOX.

overconfidence	renamed	underestimated	underperform	co-founder	devalued
ultramodern	workforce		global recession	buying spree	

- The company was originally called TechVision, but it was _____ last year to FreshTech.
- During the _____ many businesses went bankrupt due to falling demand.
- Because of his _____, he thought the deal would succeed easily, but it failed.
- The stock has _____ after the scandal, losing half its market value.
- She is the _____ of a successful start-up in the fashion industry.
- The company invested in an _____ office building with cutting-edge design.
- The manager realized he had _____ the strength of the competition.
- The firm had to fire 20% of its _____ due to falling profits.
- The team continued to _____ even after new strategies were introduced.
- After winning the lottery, he went on a _____ and bought three cars.

PART C: CHOOSE THE CORRECT TENSE

- He (works / is working) for the company headquarters in Berlin.
- At the moment, the sales team (prepare / is preparing) a new strategy.
- The company (has made / made) huge profits since 2019.
- By the time the CEO arrived, the meeting (had already started / started).
- When the crisis hit, the company (has just opened / had just opened) new subsidiaries.
- Last year, they (renamed / have renamed) the company.
- Our firm (under-performs / is underperforming) this quarter compared to last year.
- He (has underestimated / underestimated) the risks, which caused big losses.
- How many employees (do you have / have you had) in your workforce?
- I (am working / worked) on this project right now.

PART D. USE OF ENGLISH – NEGOTIATION PHRASE DEFINE THE TYPES AND COMPLETE THE DIALOGUES

Supplier: If you increase your order, we _____ you a bigger discount.

Buyer: That's interesting. If we lower the price, _____ you be prepared to sign the contract?

Supplier: We can _____ this by the 20th, _____ that you will have confirmed the payment by the 10th.

Buyer: Sorry, could you _____ that? _____ you saying you don't have that quantity in _____?

Supplier: Not exactly. I'd like to _____ a suggestion—we could order for you 1,200 units now and more later.

Manager: _____ you saying you don't have that quantity in stock?

Supplier: Unfortunately, yes. But we can deliver this by the 15th, _____ that you will confirm the order.

Manager: I think we _____ look for another option.

Supplier: If we _____ the price, will you be _____ to accept delivery in two stages?

Manager: I want to _____ you a question: how are we going to deal with our outlets if delivery is late?

Supplier: So what you are _____ is that delivery time is more important than cost?

If you increase your order, we will give you a bigger discount.
We can deliver this by this date, providing that you will have....
Sorry, could you repeat that?
I'd like to make a suggestion. I think we should...
If we lower the price, would you be prepared to...
How are we going to deal with.....?
So what are you saying is...
Are you saying you don't have that quantity in stock?
I want to ask you a question

PART E: WRITING TASK CHOOSE ONE OF THE FOLLOWING

- Write a short dialogue (8–10 lines) between a supplier and a buyer using at least 5 negotiation phrases
- Write a short business report (120–150 words) describing a company's turning point during the global recession, using at least 8 words from the unit.

