

Choose the most appropriate answer and write X in boxes on your answer sheet.

1. What is Business English?
  - A. vocabulary depending on economy
  - B. grammar related to buying and selling
  - C. the language used in international trade
  - D. language skills involving products
  
2. Which of the following is related to producers, sellers, and consumers?
  - A. the company
  - B. the market
  - C. marketing
  - D. finance
  
3. All of the followings are true of 'marketing' EXCEPT
  - A. to produce the right products with the right price
  - B. to beat competition so as to sell the products
  - C. to persuade people to buy the products
  - D. to prepare payment documents
  
4. Which of the following is NOT the example of 'business transactions'?
  - A. personal contact
  - B. speaking over the phone
  - C. payment methods
  - D. preparing documents

5. What does 'money' mean?

- A. the driving force in business
- B. the notes for buying and selling
- C. selling or buying goods or services
- D. something for solving finance problems

6. What is the amount of goods and services that buyers will buy?

- A. the supply
- B. the quantity
- C. the demand
- D. the competitor

7. Which of the followings are services?

- A. shoes and spaghetti
- B. banking and computers
- C. transport and mobile phones
- D. concerts and advertising

Directions: Read the conversation below. Then answer the questions 8-10.

Clerk: Hello, how can I help you?

Customer: I'm looking for a gift for my wife.

Clerk: Well, how about a smartphone? We have some great smartphone.

Customer: No, she already has the latest smartphone. \_\_\_\_\_ 8 \_\_\_\_\_

Clerk: Oh, they can be expensive, but we have some on sale for \$400.

Customer: Do you have any tablets with Wi-Fi?

Clerk: Oh, yes, all of them have Wi-Fi.

Customer: Ok. Can I take a look at a \$400 tablet, please?

Clerk: Yes, of course.

8. Which statement is suitable to complete the conversation?

- A. How are smartphones?
- B. How expensive is a tablet?
- C. How much does a tablet cost?
- D. How many tablets do you have?

9. What does the customer want to buy?

- A. a smartphone for his wife
- B. a smartphone for himself
- C. a tablet for his wife
- D. a tablet for himself

10. Which statement is true of the store?

- A. It only has tablets with Wi-Fi.
- B. It doesn't have any smartphone.
- C. It sells smartphones and tablets.
- D. It has some smartphones on sale.

11. Which one is the advantage of globalisation?

- A. Companies can sell more goods and make more money.
- B. People who work for big multinationals are not well-paid.
- C. Only multinationals, like Coca Cola or Nike, get the benefits.
- D. Rich countries become richer at the expense of poor countries.

12. Which one is the disadvantage of globalisation?

- A. Globalisation is a force for democratic freedom.
- B. Poor countries can improve their standard of living.
- C. Multinationals control the economy of poor countries.
- D. Thanks to globalisation, we know other cultures better.

Directions: Choose the best answer in questions 14–15 to complete the following conversation.

Interviewer: Good afternoon. Nice to meet you.

Interviewee: Good afternoon. Nice to meet you, too.

Interviewer: We'd like to ask you a few questions.

Interviewee: Ok, great. I'll do my best to answer them.

Interviewer: Can you tell us about your previous work experience, please?

Interviewee: Yes, of course. My last job was at a supermarket. I worked there for 18 months. Before that, I worked as a cleaner at a school.

Interviewer: What skills have you got that would help you in this job?

Interviewee: I'm very well-organised and always on time. I am polite. I can cook and I have a certificate in food safety.

Interviewer: \_\_\_\_\_ 14 \_\_\_\_\_

Interviewee: I'd like the job because this is a good organisation to work for. I like meeting people and talking to customers.

Interviewer: Do you work well in a team?

Interviewee: Yes. I like working together with other people.

Interviewer: \_\_\_\_\_ 15 \_\_\_\_\_

Interviewee: Straight away!

Interviewee: Thank you very much. I look forward to hearing from you.

Interviewer: Thank you for coming today. We'll be in touch.

14. Which one is the most appropriate to complete the conversation?

- A. Why do you want this job?
- B. What interests you about this job?
- C. Why do you want to work in marketing?
- D. What do you want to do in this company?

15. Which one is the most appropriate to complete the conversation?

- A. When could you start?
- B. How could you come here?
- C. What time would you begin?
- D. How long would you be here?