

**МІНІСТЕРСТВО ОСВІТИ І НАУКИ УКРАЇНИ**

**ХАРКІВСЬКИЙ НАЦІОНАЛЬНИЙ ЕКОНОМІЧНИЙ УНІВЕРСИТЕТ  
ІМЕНІ СЕМЕНА КУЗНЕЦЯ**

# **ІНОЗЕМНА МОВА АКАДЕМІЧНОЇ ТА ПРОФЕСІЙНОЇ КОМУНІКАЦІЇ**

**Методичні рекомендації  
до самостійної роботи студентів  
галузі знань 12 "Інформаційні технології"  
першого (бакалаврського) рівня**

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*Самостійне електронне текстове мережеве видання*

**Іноземна мова академічної та професійної комунікації** [Електронний ресурс] : методичні рекомендації до самостійної роботи студентів галузі знань 12 "Інформаційні технології" першого (бакалаврського) рівня / уклад. І. С. Гонтаренко, О. В. Полежаєва. – Харків : ХНЕУ ім. С. Кузнеця, 2019. – 58 с. (Укр. мов, англ. мов.)

Подано комплексні тести до самостійної роботи студентів, що сприяють розвитку мовних компетентностей академічної та професійної комунікації і поглибленню знань з англійської мови для успішного складання вступних іспитів до магістратури.

Рекомендовано для студентів IV курсу галузі знань 12 "Інформаційні технології" першого (бакалаврського) рівня.

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## Вступ

Викладання іноземної мови набуває останнім часом все більшого значення і має за мету як розширення знань мови і розвинення навичок спілкування в професійній сфері, так і здібності до самостійної роботи. У процесі вивчення іноземної мови роль самостійної роботи зростає вдвічі.

Методичні рекомендації організовані відповідно до завдань та умов вивчення іноземних мов у закладах вищої освіти немовного профілю.

Збірка вправ розроблена для забезпечення міжпредметного зв'язку, який спрямовує студентів на розвиток мовленнєвих компетентностей англійською мовою.

Метою методичних рекомендацій є поглиблення знань та вдосконалення мовленнєвих навичок студентів з англійської мови для успішного складання вступних іспитів до магістратури.

Методичні рекомендації спрямовані на збагачення і розширення активного та пасивного словника студентів шляхом засвоєння термінології за допомогою лексичних завдань з метою стимулювання розвитку навичок читання та письма.

Завдання розроблені на основі поетапного засвоєння знань, що дає змогу досягти поставленої мети.

Видання містить шість комплексних тестів, а також відповіді до завдань. Матеріал базується на автентичних текстах. Кожен тест складається з трьох частин: читання (reading), використання мови (use of English), письмо (writing). У тестах використовуються завдання чотирьох форм: 1) завдання на встановлення відповідності; 2) завдання з вибором однієї правильної відповіді; 3) завдання на заповнення пропусків у тексті; 4) завдання з розгорнутою відповіддю.

# Test 1

**Task 1. Read the texts below. Match choices (A – H) to (1 – 5). There are three choices you do not need to use.**

1. \_\_\_\_\_ Central European University (CEU) is looking to attract students with a sense of social responsibility who are dedicated to contributing to the public good, who are transnationally-inclined, and who have the potential to work for open and democratic societies. They must in addition possess the highest academic achievements and have the potential for intellectual development. Another of the main characteristics of CEU's student body is the lack of a dominant national culture. Students are admitted on the basis of merit, without any specific country quotas or preferences.

2. \_\_\_\_\_ CEU encourages and supports a lively university atmosphere and a sense of community that extends beyond the classroom. As the majority of students come to CEU as international students, the university seeks to build upon the multicultural diversity of its constituents and to enrich the overall student experience. Student activities at CEU are organized directly by the students, by their academic departments or by the Student Life Office of Student Services. Some activities support specific interests, talents and academic pursuits, while others are open to the entire university community and bring together students, faculty and staff.

3. \_\_\_\_\_ The CEU Residence and Conference Center is a modern residence complex located in District 10 of Budapest. It provides air-conditioned single rooms for up to 180 students; each room is equipped with a personal computer and a private bathroom. The dormitory is run as a hotel-type service and students can find many other services such as a small shop for various personal articles, a cafeteria, a restaurant and a pub. There is a sports center with a swimming pool and a fitness room, basketball and tennis courts, etc. On every floor there is a quiet lounge with a coffee machine, a microwave oven and a refrigerator; as well as a TV room, and a laundry room. Bed linen is provided, but not towels and toiletries. Cooking or keeping food in rooms is not permitted.

4. \_\_\_\_\_ With over 250,000 documents in various formats, the CEU Library holds the largest collection of English-language materials in the social sciences and the humanities in Central and Eastern Europe. New materials are constantly acquired, particularly within the disciplines of CEU's academic

departments and programs. Recently published English-language monographs and serials in economics, environmental policy and sciences, history, international relations and European studies, law, and political science can be found in the collection: many are unique to the region. The basic literature of specialized fields such as gender studies or nationalism is also richly represented.

5. \_\_\_\_\_ CEU maintains an internal academic data network. Course registration and grading are computerized, and students are responsible for conducting all necessary procedures in connection with registration. This continually developing service integrates most of the administrative functions students have to deal with during their stay at CEU.

- A. Information System
- B. Food Services
- C. Student Profile
- D. Admission Instructions
- E. Information Resources
- F. Housing and Facilities
- G. Extracurricular Activities
- H. Student Orientation

**Task 2. Read the text below. For questions (6 – 10) choose the correct answer (A, B, C, D)**

### **Short Guide to Good Study Habits**

Every September, millions of parents try a kind of psychological witchcraft, to transform their summer-glazed campers into fall students, their video-bugs into bookworms. Advice is cheap and all too familiar: Clear a quiet work space. Stick to a homework schedule. Set goals. Set boundaries. Do not bribe (except in emergencies). And check out the classroom. Does Junior's learning style match the new teacher's approach? Or the school's philosophy? Maybe the child isn't "a good fit" for the school.

Such theories have developed in part because of sketchy education research that doesn't offer clear guidance. Student traits and teaching styles surely interact; so do personalities and at-home rules. The trouble is, no one can predict how.

Yet there are effective approaches to learning, at least for those who are motivated. In recent years, cognitive scientists have shown that a few simple techniques can reliably improve what matters most: how much a student learns from studying. The findings can help anyone, from a fourth grader doing long division to a retiree taking on a new language. But they directly contradict much of the common wisdom about good study habits, and they have not caught on.

For instance, instead of sticking to one study location, simply alternating the room where a person studies improves retention. So does studying distinct but related skills or concepts in one sitting, rather than focusing intensely on a single thing.

"We have known these principles for some time, and it's intriguing that schools don't pick them up, or that people don't learn them by trial and error," said Robert A. Bjork, a psychologist at the University of California, Los Angeles. "Instead, we walk around with all sorts of unexamined beliefs about what works that are mistaken."

6. In the 1st paragraph the author advises parents NOT to \_\_\_\_\_.

- A. behave in a dishonest way in order to get an advantage;
- B. offer a child something in return for studying;
- C. deliberately tell a child something that is not true;
- D. make a child feel guilty for something he/she has done.

7. According to the text, which of the following is the main problem parents face in September?

- A. Trying to educate children with little money.
- B. Looking for ways to make children read more.
- C. Choosing a suitable school for their children.
- D. Turning their children's attention to studying.

8. The author mentions all of the following EXCEPT \_\_\_\_\_.

- A. education research is fragmentary;
- B. improving learning styles is quite easy;
- C. teachers often ignore research on good study habits;
- D. elderly people rarely benefit from new learning techniques;

9. By saying "Maybe the child isn't a 'good fit' for the school", the author implies that \_\_\_\_\_.

- A. the student isn't talented enough to be accepted by the school;
- B. the child is not highly motivated to study as required by the school;
- C. the student's learning style differs from the teaching approach at school;
- D. the child lacks the physical strength necessary for intensive studies at school.

10. The word "them" in line 25 refers to \_\_\_\_\_.

- A. principles;
- B. people;
- C. trial and error;
- D. schools.

**Task 3. Read the text below. Match choices (A – H) to (11 – 15). There are three choices you do not need to use.**

When it comes to telling the world how wonderful you are, there's a fine line between having other people think, "Wow! She's got so much more about her than I thought" and "Blimey! I wish she'd shut up about herself". It's easy enough to let everyone around you know you're something special – the trick is doing it without trying too hard or looking like an attention seeker. So here's how to get the attention you deserve without screaming, "Look at me!"

11. \_\_\_\_\_

Being loud isn't a good way to get noticed. Quietness and a smile can be more interesting than someone who blurts everything out constantly. Be cool instead, and show people what you're really about, rather than shouting it in their faces.

12. \_\_\_\_\_

It may be tempting to try to bluff your way through a conversation. But if you don't know much about the subject being discussed, you'll get more kudos if you shut up and listen. You can't lose – get your facts right and people will respect your wisdom, or stay quiet if you're unsure and people will appreciate your honesty.

13. \_\_\_\_\_

Toning down your gossip factor will show there's much more to you than people may think. Your mates will trust you and your reputation will skyrocket. Gossiping gives negative vibes to other people.

14. \_\_\_\_\_

Choose things to do that you love doing and not because everyone else is doing them. If you are passionate about something, and enjoying it, you'll have more energy and people will be attracted to you – and you might even be the person who starts a new trend.

15. \_\_\_\_\_

We may not be superhuman beings, but remember, each and every one of us has something going on that's worth shouting about. It's a fact – everyone is an individual and that's what makes you who you are. Be proud of why you're different. If you love who you are, people are more likely to love you too.

- A. We are talented!
- B. Accept yourself for what you are.
- C. Don't pretend you know everything.
- D. Idle talk is a bad habit.
- E. Try to act in good faith.
- F. Don't talk behind people's back.
- G. Keep your voice down.
- H. Be original.

**Task 4. Read the text below. Choose from (A – H) the one which best fits each space (16 – 22). There are two choices you do not need to use.**

### **About Music in Our Life**

Nowadays it is almost impossible to escape from music, it is everywhere. But although we all can have music wherever we go, very few of us have any real idea of the effect music has on the human system. For many years it has been thought that music tastes are subjective. But recent research has shown that **16.** \_\_\_\_\_ is not a matter of individual taste.

It is impossible for me **17.** \_\_\_\_\_ when it comes to the subject of music or the music program in school. I have been in my school's band since I was in the sixth grade. The unity and structure of the music caught my ear



and pulled me in **18.** \_\_\_\_\_. I was interested in how so many instruments could all have different parts and still fit together **19.** \_\_\_\_\_. I toyed with the thought of playing multiple instruments before I decided to follow my big brother's footsteps and invest in a saxophone. Six years have passed since **20.** \_\_\_\_\_ for the first time and I still enjoy playing.

Although I do view my school as a very fun and exciting place with eccentric teachers and great students, I would not enjoy it if it was **21.** \_\_\_\_\_. For the people in a band, music class is an escape from the math, English, and science classes they take every day. Music is a way for students **22.** \_\_\_\_\_. As a music fan, I sleep, read, and do homework better when there is music constantly playing in the background.

- A. the lack of live music;
- B. holding my saxophone;
- C. lacking a music program;
- D. like a fish at the end of a line;
- E. like a jigsaw puzzle;
- F. showing up to play for them;
- G. to be completely objective;
- H. to relax from the tension of homework or tests;
- I. appreciation of music.

**Task 5. Read the text below. For questions (23 – 35) choose the correct answer (A, B, C or D).**

This is a very unusual and bizarre story about the beginning of an interesting hobby. As I sat sipping a cup of tea at my sister' house, my husband, Brian, **23.** \_\_\_\_\_ my eye and flashed me a wide smile. Brian's eyes had lit up when he saw Michael, our nephew, playing with a pile of craft matchsticks, attempting to make a house.

"How about a **24.** \_\_\_\_\_ ?" he said to Michael. "You make a house and I'll make a little boat". In a couple of hours the pair had cut, crafted and glued the matchsticks together and the task was complete. "I'm going to call the boat Hazel," Brian said proudly. That was when his **25.** \_\_\_\_\_ really started.

We found a hobby shop that sold modelling matchsticks, and we soon became their best customers. "I'm going to get bags of them," Brian said. "I'll start a new project when I get home." He got to work on a larger boat, swiftly followed by an **26.** \_\_\_\_\_ copy of a Second World War torpedo boat. Brian

was never happier than when he was sat in front of the TV with his matchsticks and PVA glue. It was a great way to keep his mind **27.** \_\_\_\_\_ as he'd retired from his refrigerator factory job years before with health problems, so I was pleased he'd found a hobby he loved.

Soon he decided to build a giant grandmother clock. The project was **28.** \_\_\_\_\_ well; it just would have been nice to clear up my living room floor occasionally. Brian would make sections of the clock and then he'd **29.** \_\_\_\_\_ it together. It took around seven years and 210,000 matchsticks to complete the grandmother clock. It now has pride of place in our living room, and chimes to the tune of Big Ben every 15 minutes.

As the pieces **30.** \_\_\_\_\_ up, the space in our house disappeared. "We're going to have to find new homes for some of your models," I said to Brian one day. The loft was crammed full of pieces and I hadn't seen the coffee table in years. He'd made a beautiful rocking horse, complete **31.** \_\_\_\_\_ a saddle made from one of my old bags, which we gave to Brian's sister. He'd also built a huge windmill that played Tulips from Amsterdam, which we **32.** \_\_\_\_\_ to his aunt.

The craziest idea Brian ever had was to row from Dover to Calais in a giant boat made of matchsticks. He actually got as far as constructing the 5ft **33.** \_\_\_\_\_. It took nearly a month and 216,000 matchsticks to build, but thankfully that idea was shelved. Instead, he contented himself with making yet another old wartime boat. There were working lights, tiny lifeboats and even the propellers worked.

But hopefully the latest boat won't be here for much longer. "Do you think the maritime museum would **34.** \_\_\_\_\_ the boat?" Brian asked recently. "That's a lovely idea," I said. It would be great if they did – then at least I might get my living room back.

NB: Matchstick models are scale models made from matches as a hobby. Regular matches are not used, however, but a special modeling type which do not have the combustible heads, and can be **35.** \_\_\_\_\_ from art and craft shops. Though before the serial production of these, actual matches were used with heads trimmed off, or kept on to add coloured detail.

- |                            |                    |                  |                    |
|----------------------------|--------------------|------------------|--------------------|
| <b>23. A</b> detected      | <b>B</b> held      | <b>C</b> caught  | <b>D</b> captured  |
| <b>24. A</b> challenge     | <b>B</b> strife    | <b>C</b> rivalry | <b>D</b> wager     |
| <b>25. A</b> entertainment | <b>B</b> amusement | <b>C</b> pastime | <b>D</b> diversion |
| <b>26. A</b> clear         | <b>B</b> exact     | <b>C</b> strict  | <b>D</b> plain     |

- |                  |             |               |             |
|------------------|-------------|---------------|-------------|
| 27. A completed  | B occupied  | C charged     | D filled    |
| 28. A developing | B making    | C designing   | D unrolling |
| 29. A use        | B cling     | C fasten      | D piece     |
| 30. A grew       | B formed    | C mounted     | D ascended  |
| 31. A with       | B in        | C by          | D of        |
| 32. A favoured   | B conferred | C bestowed    | D donated   |
| 33. A rack       | B stamina   | C grate       | D frame     |
| 34. A admit      | B accept    | C appropriate | D seize     |
| 35. A buying     | B purchases | C bought      | D acquire   |

### Task 6. Writing.

You have received a letter from your English-speaking pen-friend Tom who writes: "In Great Britain most young people want to become independent from their parents as soon as possible. Could you tell me what you and your friends think about not relying on your parents? Are you ready to leave your family immediately after you finish school? Is it easy to rent a house or an apartment for students in Russia? As for the latest news, I have just returned from a trip to Scotland..."

Write a letter to Tom. In your letter, answer his questions. Ask three questions about his trip to Scotland.

Write 100 – 140 words.

## Test 2

**Task 1. Read the texts below. Match choices (A – H) to 1 – 5. There are three choices you don't need to use.**

### Which Business Structure Can You Choose in Switzerland?

1. \_\_\_\_\_ The most common form taken by businesses; it is considered an independent legal entity. Liability is limited to the value of the company's assets and the minimum amount of shareholders' equity. The company must comply with formal incorporation procedures. After the registration the company is a legally recognised entity. A member of the board or a director must be resident of Switzerland, with sole signatory rights. This prerequisite can also be met if two members of the board or two directors have joint signatory rights and are residents of Switzerland.

2. \_\_\_\_\_ It is an association of people operating a commercial business; it is similar to sole proprietorship but with more than one person involved. This category is used when two or more people jointly operate a company. No limited capital is required, all partners must be Swiss residents and the company must have a Swiss address. The name of one of the partners must appear in the business name of the company. All partners have unlimited liability. This business structure is not an incorporated enterprise and has no legal entity, although it may prosecute and be prosecuted under the firm's name.

3. \_\_\_\_\_ The most common type of company after the standard corporation or "joint-stock" company; it is most suitable for sole owners of a business or other professionals who work for themselves, such as freelancers, small businesses and individual entrepreneurs. They tend to refer to businesses run by one individual, who must be a Swiss resident. There is unlimited liability and the individual's name must appear in the business name. Registration with the Chamber of Commerce is mandatory.

4. \_\_\_\_\_ Another legal entity; this type of company requires a minimum shareholders' equity of CHF20,000. At least one managing director who is authorised to sign on behalf of the company must be resident in Switzerland. In general, all members participate jointly in the management and representation however, the management of the company may be conferred to non-members. This type of company is cheaper to start, but the shareholders are publicly listed in the commercial register. Members are jointly liable for the company's debts up to the registered capital amount.

5. \_\_\_\_\_ It is a business entity or corporation that is fully owned or partially controlled by another company, termed as the parent or holding company. Ownership is determined by the percentage of shares held by the parent company, and that ownership stake must be at least 51 % which guarantees the parent company the necessary votes to configure the subsidiary's board. It operates as a separate and distinct corporation from its parent company. This benefits the company for the purposes of taxation, regulation, and liability. This company can sue and be sued separately from its parent. Its obligations are also typically its own and are not usually a liability of the parent.

- A. Subsidiary
- B. Limited partnership
- C. Factory / plant
- D. Corporation / joint-stock company

- E. Sole proprietorship
- F. General partnership
- G. Limited liability company
- H. Non-profit organization

**Task 2. Read the text below. For questions (6 – 10) choose the correct answer (A, B, C or D).**

Job insecurity is a big concern for many people in the current climate. There are some useful tips about what you need to know and do if you lose your job.

Official figures show that unemployment in Britain is now close to two million – the highest level since 1997. While the government is trying to reassure the UK population that things won't get much worse, there is a very real fear that unemployment levels could hit the three million mark.

It's therefore inevitable that the threat of redundancy looms large for many of us. Although it is something that you would probably rather not think about, it's best to be prepared and at least know what your rights are so you are in a strong position if the worst happens.

The main reasons for redundancy are: 1) the job you were hired for no longer exists; 2) your employer needs to cut costs by reducing staff numbers; 3) the company is closing down or moving; 4) or if new technology or systems at work have made your job unnecessary.

Some of the main reasons would be if you are on parental or maternity leave; because you only work part-time; have requested flexible working arrangements; for whistle-blowing or being a member of a trade union; or participating in union activities.

Redundancy should always be the last option taken when all other avenues have been explored.

If an employer is making less than 20 redundancies, this is known as an individual redundancy. It still has a duty to ensure that it has selected the redundancy candidates fairly. It must warn and consult the employee about possible redundancy, as well as take reasonable steps to help you find further work, such as CV help and interview advice. It should also allow you to attend interviews and pay statutory redundancy pay where it is due.

Redundancy isn't a popularity contest and no names should be pulled out of hats. The reasons should be as objective as possible to ensure that

those selected for redundancy aren't unfairly nominated. Instead, the reasoning is based on employees' skills and their role within the company. Criteria might include: attendance record, disciplinary record, skills or experience, standard of work performance, aptitude for work.

If you think your attendance record has been affected by extenuating circumstances, such as illness, then you can add notes to explain this.

Redundancy itself counts as a "potentially fair" reason for dismissal. However, if you believe you are being made redundant as a cover up for other reasons or the redundancy procedure doesn't seem correct, then you could claim unfair dismissal. You could also make a claim for wrongful dismissal if you feel your contract has been breached.

You need to make an unfair dismissal claim to an employment tribunal, or industrial tribunal in Northern Ireland. To make a claim, you generally need to have worked for your employers for more than one year. After you have filed your claim, your employer must prove that it has investigated the situation adequately and followed the correct steps in statutory minimum dismissal procedure.

With wrongful dismissal you would have to take the matter to an Employment Tribunal. Unlike unfair dismissal, there is no minimum time period that you need to have worked for your current employer. If you're not a member of a trade union, then speak to an HR representative to see how to best go through the above procedures with your employer.

As a rule, redundant employees are entitled to redundancy payment. Redundancy pay is a lump sum that you are entitled to as a form of compensation. How much you get depends on your age, your weekly pay and how long you have been with the company. You also need to have worked with your employer for at least two years to qualify for statutory pay. Employers may choose to offer redundancy pay even if you don't qualify for this but this is entirely up to them.

**6. What is the best title for the text?**

- A. Fringe Benefits and Perks**
- B. Motivation and Incentives**
- C. Redundancy and Its Causes**
- D. How to Find a Well-paid Job**

7. According to the text, *redundancy* is:

- A. job promotion;
- B. dismissal without any reason;
- C. company downsizing due to reasonable grounds;
- D. a transfer to another company.

8. Do employees receive some sort of financial compensation after redundancy?

- A. Only if they have worked for more than 10 years.
- B. By law, all redundant workers receive redundancy pay.
- C. If the employer decides to do so.
- D. Only if employees made monthly contributions to a special redundancy fund.

9. According to the text, the main reason for redundancy is:

- A. poor job performance;
- B. absence of higher education;
- C. working part-time;
- D. cutting costs by reducing employees.

10. All redundant employees must

- A. apply for a university course;
- B. sue the employer and the company;
- C. take an early retirement;
- D. try to find a new job.

**Task 3. Read the text and say if the following statements 11 – 20 are true or false.**

Nowadays it is impossible to imagine television, newspapers, radio, Internet and even streets and highways without advertisements. Advertising plays an important role in modern life and economy. Advertising is a form of communication whose purpose is to inform potential customers about products or services and how to get and use them.

*Advertisement, or ad*, by definition is a public announcement or sale offer located in a public area or medium, expressed in print or by voice or other visual means. Most ads are the result of a careful and detailed analysis which leads to the formation of an advertising strategy. Before any advertising agency can plan an ad, a lot of research should be done.

Who will buy this product? Why will customers buy this product? Advertisers need to know how many people of a certain age and gender live in this city. How can advertisers find this information about people? They do market research. Advertising is always aimed at a particular segment of the population. The target audience is generally defined as a group of individuals to whom the advertising message is directed.

Advertising benefits consumers and the economy in different ways. Advertising promotes sales, trade and commerce because it informs consumers about products and services which are available to them. It provides customers with news about products and prices, and it gives industrial buyers important information about new equipment and technology. By informing many people at once about available products and services, advertising greatly reduces the cost of distribution and encourages personal selling. This leads to lower costs and higher profits, which can be invested in more capital equipment and jobs.

The freedom to advertise enables competitors to enter the market place. This leads to the improvement of existing products and the development of new, upgraded models. These actions result in increased productivity, higher quality and the disappearance of products that are not popular. Advertising pays most of the cost of magazines and newspapers, and all of the cost of commercial radio and TV. Advertising helps the economy as a whole by stimulating consumer demand. Consumer spending has a direct effect on the economy and advertising helps to keep that spending at necessary levels.

There are two main types of advertising: *product advertising* and *institutional* one. The main aim of product advertising is to sell a product. Institutional advertising tries to promote the image and reputation of an organization. Its basic objective is to improve an organization's relations with various groups – not only customers but also suppliers, shareholders, employees and the general public.

Advertising can be classified according to the target audience: consumer advertising, business advertising, industrial and trade advertising. Most of the ads we see in the mass media are consumer advertisements.



They are sponsored by the manufacturer of the product or the dealer who sells the product. They are usually directed at people who will buy the product for their own personal use.

Business advertising is aimed at people who buy products for the use in their business. Business advertising is often said to be invisible because it is concentrated in specialized business publications or professional journals, or in trade exhibitions held for specific areas of business. Industrial advertising is for entrepreneurs who are interested in purchasing industrial goods, such as plants, machinery, equipment, raw materials and so on. Manufacturers use trade advertising for middlemen to stimulate wholesalers and retailers to buy goods for resale to their customers.

Without advertising and sales there is no production. If you don't want to be out of business you need to advertise. The problem is, which kind of advertising should you use? What is the best advertising medium? There are four main categories: Print Media, Broadcast Media, Direct Mail and Miscellaneous Methods.

11. Only online advertising is important in modern life and economy.
12. Advertisement is a public announcement or sale offer.
13. Careful and detailed analysis is inappropriate for advertising campaign.
14. The advertising message is never directed at a particular target audience.
15. Advertising benefits consumers and the economy in the same way.
16. The freedom to advertise enables competitors to enter the market place.
17. Advertising helps the economy as a whole by stimulating consumer demand.
18. Product advertising tries to increase wholesale purchases.
19. Institutional advertising tries to improve a company's relations with customers.
20. Business advertising is concentrated only on TV.

**Task 4. Read the text below. Choose from (A – H) the one which best fits each space (21 – 27). There is one choice you do not need to use.**

There are two main financial markets: the stock market and the bond market. Stock market is the institution that serves as a financial intermediary.

Stock markets help to make savings into investments. Such market is not a physical marketplace: deals take place over the telephone or investors can use stock exchanges. The Stock Exchange deals with securities, which is a general name for **21.** \_\_\_\_\_.

Securities, or valuable papers, are divided into two main categories: *fixed interest* and *equities*. If you have stocks **22.** \_\_\_\_\_, you know in advance how much money you will receive in interest, because the interest is included in the title of the security, e.g. 10 % Treasury Stock.

The term *equities* is often used instead of ordinary shares. These securities are called so because their holders share in the equity or capital of the company. The ordinary shareholders own the company. These shares are very risky. Nothing is fixed here – a dividend is **23.** \_\_\_\_\_ the company has earned. If a company is not profitable, there is no dividend at all, but if a company does well, so does the shareholder.

The most reliable securities are called *Gilts or Gilt-Edged*, because the interest and capital of such securities are guaranteed by the government. You lend money to the government by buying government stock. People holding securities hope to get a profit, that is, to earn interest on their money. There are two simple rules for investors:

- the more money you have to invest, the higher **24.** \_\_\_\_\_ .
- if you are prepared to lend your money for a longer period of time, you can get a higher return on your money.

There are two types of investors on the stock market: *bulls* and *bears*. *Bulls* buy shares in expectation of a price rise, in order to make a profit by reselling the shares quickly. *Bears* sell shares in the hope of buying them back when the price has fallen, thus making a profit.

Stock prices depend upon **25.** \_\_\_\_\_. If demand for securities increases, the stock's price will tend to rise. Similarly, if shareholders don't want to sell, it will also push the stock's price higher. When people have less money, the price of securities will go down.

Private and quoted companies are similar in one way: both have shareholders who **26.** \_\_\_\_\_. However, a private company cannot invite the general public to buy its shares and its shareholders cannot sell their shares unless the other members agree.

Anyone can buy the shares of a quoted company. They are freely bought and sold in a special market – the Stock Exchange. When a company

wishes to be quoted, it applies to the Stock Exchange for a quotation, which is **27.** \_\_\_\_\_. If the application is successful, the Stock Exchange deals in its shares and publishes their price every day.

There are three main reasons why companies obtain a quotation. First, many companies need to raise money to expand their business. For example, they want to build a bigger factory or produce a new range of goods. To finance this, they could try to get the money from a bank. But perhaps they have already borrowed heavily, so they do not want to increase their debt.

- A. demand and supply in financial markets;
- B. local companies competing for customers;
- C. a statement of the share price;
- D. the return you can expect;
- E. own a part of the business;
- F. with fixed interest;
- G. stocks and shares of all types;
- H. much dependent on the profits.

**Task 5. Read the text below. For questions 28 – 35 choose the correct answer (A, B, C, or D).**

A tax is a **28.** \_\_\_\_\_ charged (levied) by a government on a product, income, or activity. If tax is levied directly on personal or corporate **29.** \_\_\_\_\_, then it is a direct tax. If tax is levied on the price of a good or service, then it is called an indirect tax. The purpose of taxation is to finance **30.** \_\_\_\_\_ expenditure. One of the most important uses of taxes is to finance public goods and services, such as street lighting and street cleaning. Since public goods and services do not allow a non-payer to be excluded, or allow exclusion by a consumer, there cannot be a market in the good or service, and so they need to be provided by the government, which tend to finance themselves largely through taxes.

In economic terms, taxation **31.** \_\_\_\_\_ wealth from households or businesses to the government of a nation. The side-effects of taxation (such as economic distortions) and theories about how best to tax are an important subject in microeconomics. Taxation is almost never a simple transfer of wealth. Economic theories of taxation approach the question of how to maximize **32.** \_\_\_\_\_ welfare through taxation.

The purpose of taxation is to **33.** \_\_\_\_\_ for government spending without inflation. The provision of public goods such as roads and other infrastructure, schools, a social safety net, health care for the indigent, national defense, law enforcement, and a courts system increases the economic welfare of society if the benefit outweighs the costs involved.

Money provided by taxation has been used by states and their functional equivalents throughout history to carry out many functions. Some of these include **34.** \_\_\_\_\_ on war, the enforcement of law and public order, protection of property, economic infrastructure (roads, legal tender, enforcement of contracts, etc.), public works, social engineering, subsidies, and the operation of government itself. A portion of taxes also goes to **35.** \_\_\_\_\_ the state's debt and the interest this debt accumulates.

Governments also use taxes to fund welfare and public services. These services can include education systems, health care systems, pensions for the elderly, unemployment benefits, and public transportation. Energy, water and waste management systems are also common public utilities. Colonial and modernizing states have also used cash taxes to draw or force reluctant subsistence producers into cash economies.

- |                         |                       |                    |                       |
|-------------------------|-----------------------|--------------------|-----------------------|
| <b>28.</b> A number     | <b>B</b> fare         | <b>C</b> fee       | <b>D</b> money        |
| <b>29.</b> A savings    | <b>B</b> sales        | <b>C</b> expenses  | <b>D</b> income       |
| <b>30.</b> A government | <b>B</b> corporate    | <b>C</b> business  | <b>D</b> population   |
| <b>31.</b> A transforms | <b>B</b> transfers    | <b>C</b> strict    | <b>D</b> transfigures |
| <b>32.</b> A economical | <b>B</b> economy      | <b>C</b> economic  | <b>D</b> economics    |
| <b>33.</b> A supply     | <b>B</b> guarantee    | <b>C</b> ensure    | <b>D</b> provide      |
| <b>34.</b> A spent      | <b>B</b> expenditures | <b>C</b> expensive | <b>D</b> expanding    |
| <b>35.</b> A pay off    | <b>B</b> pay out      | <b>C</b> paid off  | <b>D</b> pay by       |

**Task 6. Write a letter of complaint.** (80 – 90 words). Patrick Kelly, Managing Director of "Irish Publishers" (56, Green Street, Dublin, Ireland) spent 5 days in the hotel "The George Inn" (23, Southwark Street, Brighton, England). He sends this letter to the administration of the hotel to complain about the service.

## Test 3

**Task 1. Read the texts below. Match choices (A – H) to (1 – 5). There are three choices you do not need to use. Write your answers on the separate answer sheet.**

1. \_\_\_\_\_ Automakers will race to appeal to budget-conscious Chinese car buyers as the industry expands beyond the wealthy coastal cities in the east, Ford Motor Co's Asia chief said on Tuesday. As they expand more heavily into central and western China, automakers can attract price-sensitive consumers by offering multiple vehicles within the same size segment at varying prices to serve those customers differently.

2. \_\_\_\_\_ North Dakota has passed Alaska to become the second-leading oil-producing state in the nation, trailing only Texas. North Dakota oil drillers pumped 17.8 million barrels in March, with a daily average of 575,490 barrels. That compares with 17.5 million barrels in Alaska, though still far behind Texas. The state's oil patch is drilling at record levels and shows little sign of slowing down. North Dakota owes its rapid rise from No. 9 in just six years. The number of wells in the state jumped from 6,726 in February to a record 6,921 in March.

3. \_\_\_\_\_ General Motors Co will build the next generation of its Astra compact in Britain after workers at its factory in Ellesmere Port, northwest England, overwhelmingly agreed to a new labour deal, leaving its plant in Bochum, Germany in danger of closure. The U.S. carmaker said on Thursday it would invest 125 million pounds in the Ellesmere Port plant, where assembly of the new vehicle will start soon. Some 700 jobs would be created at the plant, securing its future until 2020. Some production of GM's Chevrolet marque could be shifted from Asia to Europe, with Russelsheim the likely beneficiary. The decision is one of the most dramatic so far as Europe's carmakers look to restructure or consolidate in response to more than four years of falling demand and profits.

4. \_\_\_\_\_ Consumers went back to using their credit cards in March to keep spending while student and new-car loans shot up as the value of outstanding consumer credit jumped at the fastest rate since late 2001. Analysts expressed some reservations whether the data reliably signaled a real pickup in demand, something that would normally fuel stronger growth, or just a need to rely more on credit in an economy generating poor job growth.

5. \_\_\_\_\_ Starbucks Corp reported better-than-expected quarterly profit but global sales at established coffee shops fell short of analysts' estimates due to weakness in Europe, sending its shares down five percent in after-hours trade on Thursday. Sales from cafes open at least 13 months fell 1 percent in the Europe, the Middle East and Africa (EMEA) region during the latest quarter. Sales fell in Ireland and Germany during the fiscal second quarter and were up just slightly in France and the United Kingdom, Starbucks Chief Financial Officer Troy Alstead said.

A. The growth in consumer credit in March was about the same the economists had predicted.

B. The China wealthiest cities are in the central and western part.

C. The increase in consumer credit does not necessarily mean that the economy is improving.

D. Car producers introduce changes due to decreasing profits.

E. 200 more oil wells appeared in March as compared to February.

F. Selling budget cars is aiming to expand the market.

G. Europe has been a weak spot for the world's biggest chain.

H. North Dakota is the leading oil producer state in the United States.

**Task 2. Read the text below. For questions (6 – 10) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

A number of scientists are emphasizing the tremendous challenges that will soon be posed when the depletion of fossil fuel supplies coincides with an alarming increase in the global population. They highlight agriculture, which is heavily dependent not only on gasoline to fuel machinery but also on the petrochemicals without which today's synthetic fertilizers and pesticides could not be manufactured. But for the latter two, crop yields would be only a fraction of what they are. To assume that an abundant source of renewable energy will be a panacea is to ignore these vital non-fuel uses of petrochemicals.

Then there is the challenge posed to the current levels of mobility. As a fuel, gasoline has an unrivalled portability compared to electricity, which requires bulky batteries, and hydrogen, which is notoriously difficult to store. Biofuels might seem like an alternative but the energy (currently in the form of fossil fuels) consumed when converting corn into bioethanol, for instance, greatly

exceeds the output when the fuel is utilized. In any case, once the crisis in the food supply looms large it will not make sense to divert food crops to other uses.

Although there seems to be a general acceptance that an era is coming to an end, there is a widespread complacency resting on the assumption that the experts will come up with a technological remedy making for a completely pain-free transition. Scientists such as Walter Youngquist argue that this assumption may be mistaken and that the remaining resources might only support half of the current global population. In his opinion, the absence of a realistic alternative to fossil fuels will mean, amongst other things, that the first priority will be to curb the demand for food.

**6.** The passage implies that in the future

- A.** the ease of travel will diminish.
- B.** small farms will disappear.
- C.** hydrogen will be the best substitute for gasoline.
- D.** agricultural yields will continue to increase.

**7.** The aim of the passage is to

- A.** describe realistic alternatives to fossil fuels.
- B.** criticize scientists who are pessimistic.
- C.** highlight the seriousness of the situation.
- D.** outline a pain-free transition to a new era.

**8.** According to the passage, all the current alternatives to gasoline

- A.** can supply more energy.
- B.** will be much better for the environment.
- C.** are less convenient.
- D.** will have an adverse impact on agriculture.

**9.** According to Walter Youngquist, our most important step will be to

- A.** reduce the birth rate globally.
- B.** boost agricultural yields.
- C.** find new synthetic fertilizers.
- D.** protect our fossil fuel reserves.

**10.** The passage states that the general population

- A.** consume more than they really need.
- B.** assume that things will continue to get better.
- C.** are becoming increasingly concerned about the future.
- D.** do not realize that fossil fuels supplies are being depleted.

**Task 3. Read the texts below. Match choices (A – H) to (11 – 16). There are two choices you do not need to use. Write your answers on the separate answer sheet.**

Six Asian tech startups have been launched recently:

**11. TNG Wallet / Hong Kong**

TNG Wallet lets users pay bills and shop at partner merchants. It also allows peer-to-peer transfers. To put credit into the wallet or withdraw cash from it, users can go to partner banks or any 7 – 11 store in Hong Kong.

**12. Red Dot Payment / Singapore**

Online payments gateway Red Dot Payment helps businesses to build and enhance their capability to accept payments over the internet. Besides its Singapore headquarters, the company currently has offices in Bangkok and Jakarta.

**13. Zilingo / Singapore**

Singapore-based Zilingo provides an online marketplace for offline vendors of clothes, jewelry, and related beauty and lifestyle products. It recently has added new vendors from Cambodia, China, Korea, and Vietnam, and currently ships goods to eight countries throughout Asia-Pacific.

**14. Dropfoods / Vietnam**

Dropfoods operates an army of smart vending machines in Vietnam. It combines physical vending machines selling food and drinks, and a mobile app to enable cashless transactions. The digital wallet connected to the machines allows users to buy products, top up their mobile credit, pay bills, and transfer money to other users.

**15. Infostellar / Japan**

Commercial space startup Infostellar has developed a cloud-based satellite antenna sharing platform – named StellarStation – which connects satellite operators with antenna operators around the world. The startup charges satellite



operators by the hour while communication channels are open. It shares these revenues with the antenna holders.

### **16. CashShield / Singapore**

CashShield uses machine learning to track user behavior patterns on websites that involve financial transactions, like ecommerce stores. The startup has developed its own software from scratch with real-time pattern recognition and passive biometric analytics capabilities.

- A.** This startup works as an online e-commerce store.
- B.** It allows users both to pay bills and to buy food from special devices.
- C.** It allows companies to carry online transactions.
- D.** According to the report this startup operates not only in Asia.
- E.** Due to this startup it is possible to change user behavior.
- F.** There was not software for this startup before.
- G.** Only particular banks or stores give you the opportunity to get cash from it.
- H.** With a help of this startup you can get cash from vending machines.

**Task 4. Read the text below. Choose from (A – H) the one which best fits each space (17 – 22). There are two choices you do not need to use. Write your answers on the separate answer sheet.**

### **Case Study – James Carston, Fine Shirtmakers**

When Paul Carston took over running the company in 1999, he inherited a business that prided itself on using local well-paid machinists **17.** \_\_\_\_\_. Paul, a committed environmentalist, felt that the company fitted in well with his values. The shirts were made from 100 per cent cotton, and Paul thought it was environmentally sound. Then Paul read a magazine article about cotton producers. He was devastated to find out that the cotton industry **18.** \_\_\_\_\_, and that the synthetic fertilisers used to produce cotton are finding their way into the food chain.

Paul looked into organic cotton suppliers, and found an organisation of Indian farmers who worked together to produce organic cotton **19.** \_\_\_\_\_. Paul says "I discovered that if we were prepared to take a cut in profits, we would only need to add a couple of pounds to the price of each shirt to cover the extra costs". So he did some research **20.** \_\_\_\_\_ and discovered that

although there were several companies producing casual clothing such as T-shirts in organic cotton, there was a gap in the market for smart men's shirts. Therefore Paule decided **21.** \_\_\_\_\_ and switch entirely to organic cotton.

He wrote to all his customers explaining the reasons for the change, and at the same time the company set up a website so they could sell the shirts on the internet; **22.** \_\_\_\_\_. Although they lost some of their regular customers, they gained a whole customer base looking for formal shirts made from organic cotton, and the company is going from strength to strength.

- A. is a major source of pollution.
- B. about the advantages of fertilizers.
- C. the response was encouraging.
- D. into the ethical clothing market.
- E. which is considerably more expensive than conventionally produced cotton.
- F. rather than sweatshop labour.
- G. to take the plunge.
- H. proved to be highly profitable.

**Task 5. Read the text below. For questions (23 – 32) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

Maersk, the world's largest shipping company, has completed the first test of a system that would manage the company's cargos **23.** \_\_\_\_\_ blockchain, the distributed ledger technology behind Bitcoin. The system was **24.** \_\_\_\_\_ in a partnership between Maersk and IBM. For those wondering what Bitcoin might have to do **25.** \_\_\_\_\_ ocean shipping, a quick catch-up is in order. **26.** \_\_\_\_\_ it's most often talked about as a currency, Bitcoin is really more accurately described as a database or ledger that tracks transactions, hosted across many nodes and cryptographically guarded from fraud. "Blockchain" is the generic term for the anti-fraud structure at the heart of Bitcoin and similar projects.

Using blockchain **27.** \_\_\_\_\_ freight tracking makes **28.** \_\_\_\_\_ sense, because there are many parties and a lot of risk involved. Blockchain security **29.** \_\_\_\_\_ for close management of such a distributed system, with digital 'signatures' that would make it harder for anyone in the system to **30.** \_\_\_\_\_ label goods.

The system would also reduce the cost of paperwork and could be used to optimize freight flows **31.** \_\_\_\_\_ publicly identifying empty containers. That **32.** \_\_\_\_\_ be extremely important for shipping companies in the near future.

- |            |                      |                       |                        |                      |
|------------|----------------------|-----------------------|------------------------|----------------------|
| <b>23.</b> | <b>A.</b> have used  | <b>B.</b> used        | <b>C.</b> using        | <b>D.</b> used to    |
| <b>24.</b> | <b>A.</b> built      | <b>B.</b> building    | <b>C.</b> been built   | <b>D.</b> build      |
| <b>25.</b> | <b>A.</b> with       | <b>B.</b> of          | <b>C.</b> about        | <b>D.</b> for        |
| <b>26.</b> | <b>A.</b> However    | <b>B.</b> How         | <b>C.</b> If           | <b>D.</b> While      |
| <b>27.</b> | <b>A.</b> managed    | <b>B.</b> manage      | <b>C.</b> to manage    | <b>D.</b> managing   |
| <b>28.</b> | <b>A.</b> many       | <b>B.</b> much        | <b>C.</b> few          | <b>D.</b> a lot of   |
| <b>29.</b> | <b>A.</b> allowing   | <b>B.</b> would allow | <b>C.</b> allow        | <b>D.</b> allowed    |
| <b>30.</b> | <b>A.</b> inaccurate | <b>B.</b> accurate    | <b>C.</b> inaccurately | <b>D.</b> accurately |
| <b>31.</b> | <b>A.</b> by         | <b>B.</b> with        | <b>C.</b> at           | <b>D.</b> on         |
| <b>32.</b> | <b>A.</b> have to    | <b>B.</b> shall       | <b>C.</b> used to      | <b>D.</b> could      |

**Task 6. Read the texts below. For questions (33 – 42) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

### **Vitamins and Painkillers**

Most people, including many professional investors, tend to put new products into one of two categories: vitamins or painkillers. Painkillers **33.** \_\_\_\_\_ important problems. They solve an obvious need, **34.** \_\_\_\_\_ a customer's specific pain and address a quantifiable markets. It's the kind of ready-made solution for which people are happy to pay.

Innovators in companies big and small are constantly asked to prove their idea is important **35.** \_\_\_\_\_ to merit the time and money needed to build it. Gatekeepers such as division heads and managers want to invest in solving real problems – or, meeting immediate needs – by backing painkillers.

In contrast, vitamins do not **36.** \_\_\_\_\_ solve an obvious pain-point. Instead they appeal to users' emotional rather than functional needs. **37.** \_\_\_\_\_ a painkiller, which we cannot function without, missing a few days of vitamin popping, say while on vacation, is no big deal. Likewise, people tend to dismiss innovations like BuzzFeed as vitamins believing it's a nice-to-have product, not a must-have, and for the most part, they're right.

33. A are tackling    B. tackle            C. have tackled    D. tackled  
 34. A relieves        B. have relieved    C. relieving        D. relieved  
 35. A very much      B. quite            C. at all            D. enough  
 36. A necessarily    B. necessary        C. obvious          D. immediate  
 37. A According to   B. Like              C. Similar to        D. Unlike

### Coaching

Coaching is a useful tool in today's challenging world of business and commerce. Companies are downsizing, merging and restructuring and there is **38.** \_\_\_\_\_ job transition than before. Sometimes managers are no longer equipped **39.** \_\_\_\_\_ their work because their jobs have changed so much. They were originally **40.** \_\_\_\_\_ to do one job but that training cannot be applied to the job they are doing today. Coaching is also one of the most powerful tools that a leader has in order to improve the performance of his team.

Coaching is a partnership between an individual and a coach. First of all the individual identifies his objectives. Then, **41.** \_\_\_\_\_ the process of being coached, he focuses on the skills he needs to develop to achieve those objectives. In professional coaching the individual begins by leading the conversation and the coach listens and observes. Gradually, as the coach begins to understand the individual's goals, he will make observations and ask appropriate questions. His task is **42.** \_\_\_\_\_ the individual towards making more effective decisions and eventually achieving his objectives. Coaching looks at where the individual is now and where he wants to get to.

38. A. far more    B. many            C. a few            D. mass  
 39. A. to make      B. for making      C. to do            D. do  
 40. A. training    B. trained          C. train            D. trainers  
 41. A. through    B. on                C. for              D. with  
 42. A. guiding    B. guided           C. to guide        D. to have guided

**Task 7.** You have received a letter from your English pen-friend. He/she wrote that he/she had some problems with the study of French at school and thought that French lessons were tiresome and not interesting. He/she likes Maths and History better than French. Write a letter to your pen-friend in which you write:

- why studying foreign languages is important;
- about the foreign language lessons in your school;

- about your foreign language teacher/teachers;
- advise him/her how to make the study of foreign languages easier and more interesting.

Write an informal letter of at least 100 words.

## Test 4

**Task 1. Read the texts below. Match choices (A – H) to (1 – 5). There are three choices you do not need to use. Write your answers on the separate answer sheet.**

1. \_\_\_\_\_ In its long journey around the world, chess has borrowed from the cultures that took it in. The West plays with bishops, knights and queens, because they were powerful people in medieval Europe when chess became popular. But in the East, including Russia, these pieces are named the elephant, horse and ferz (minister), as in Indian Chaturanga. Chess moved west but it also moved East, and its Eastern versions – Chinese Xiang-qi and Japanese Shigo – also reflect history.

2. \_\_\_\_\_ Surfing, which is thought to have originated among the Polynesian peoples of the Hawaiian Islands of the Pacific Ocean, has been around for quite some time. Surfing was regarded by the Polynesians as the sport of kings. The Chiefs used surfing and other Hawaiian sports to display their strength and agility and even the types of wood used for the boards was determined by the person's rank in society.

3. \_\_\_\_\_ Why do people collect things? Probably many don't set out to do so. You just acquire something, then another and another and then, once you've got a small collection you just keep adding to it. I have an uncle who collects key rings – he has hundreds of them from all over the world – but he can't remember how it started. Other people collect stamps, stones, beer cans, beer mats, match boxes, all sorts of things. For some it can become a total obsession and they will go to any lengths to get something.

4. \_\_\_\_\_ Gardens today are beautiful places to go and relax, but have had many purposes over the years. In the past they were planted to honor the gods, or used in religious ceremonies such as funerals and weddings. Certain trees were also sacred in some cultures. They were also a way to show that their owners were rich or powerful. Sir Francis Bacon described gardens as "the purest of human pleasures."

5. \_\_\_\_\_ Many doctors have realized that practicing martial arts can replace drug therapy for patients suffering from psychological conditions. The more aggressive styles such as kendo and kick-boxing appear to help people with problems such as depression, while the softer disciplines of aikido and t'ai chi can help people who are anxious or under a lot of stress. Lou Reed, singer and guitarist from the seminal New York rock band "The Velvet Underground", who has a notoriously difficult artistic temperament, says he has tamed the rock and roll animal in his soul by practicing t'ai chi for three hours a day.

- A. The activity which demonstrates social status.
- B. This sometimes looks like a psychological disorder.
- C. It used to be stressful and caused depression in the past.
- D. It reflects history and hierarchy in different cultures.
- E. Planting trees influences environment in a negative way.
- F. It can help you tame your bad instincts.
- G. They used to have other meaning for people many years ago.
- H. This is a kind of religion, which leads to harmony.

**Task 2. Read the text below. For questions (6 – 10) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

There is still no consensus about how the Neanderthals were driven to extinction, leaving our Homo sapiens ancestors without any competition. The disappearance of the native European Neanderthals is odd partly because their shorter, stockier bodies must have made them better able to withstand the colder temperatures that prevailed when their cousins from Africa entered Europe. With a smaller surface area the Neanderthal body would have been able to retain more heat. The once common assumption that the key was the inferior vocal abilities of the Neanderthal has since been disproved by research on the Neanderthal hyoid bone, located in the throat. The larger skull capacity and brain is another respect in which they do not seem to have been inferior.

It was once thought that proof of a superior intellect was to be found in the narrower Homo sapiens stone tools known as 'blades', which were assumed to be more efficient than the broader 'flakes' used by the Neanderthals. In a number of important respects, including durability, this idea has proved to be unfounded.

However, the blades would have been more effective as tips for throwing spears whereas the stone flakes would have been limited to the kind of thrusting spears the Neanderthals are believed to have used. This could have combined with the greater agility of the Homo sapiens to give them a distinct advantage in hunting in open terrain. Crucial in this respect were the larger canals in the Homo sapiens inner ear, providing a more acute sense of balance, in addition to the longer limbs and lighter build. The Neanderthal technique of hiding and lying in wait for passing animals ceased to be viable when the dense forests of Europe began to recede. After a period of co-existence with their cousins, the Neanderthals were slowly eradicated.

6. According to the passage, what is now believed about the stone tools used by the Neanderthals compared to those of the Homo sapiens?

- A. They were at least as long lasting.
- B. They could not have been used as spear tips.
- C. They were longer and narrower.
- D. They indicate a superior mental capacity.

7. The passage states that the Neanderthals relied on the dense forests

- A. for firewood and shelter;
- B. to provide cover when hunting;
- C. to provide wood for spears;
- D. to hide from their attackers.

8. The hyoid bone is evidence of

- A. a capacity for language;
- B. an ability to adapt to a cold climate;
- C. skull capacity;
- D. the inferior anatomy of the Neanderthals.

9. The Neanderthals were wiped out

- A. before the Homo sapiens arrived;
- B. in battles with their opponent;
- C. after the climate changed;
- D. due to their primitive social organization.

10. According to the passage, which of the following is NOT an older assumption that has now been cast in doubt?

- A. Neanderthals were considerably less intelligent than Homo sapiens.
- B. The Neanderthals evolved first in Africa.
- C. Flakes were inferior to blades in all respects.
- D. Neanderthals had very poor communication skills.

**Task 3. Read the texts below. Match choices (A – H) to (11 – 16). There are two choices you do not need to use. Write your answers on the separate answer sheet.**

These days there are thousands of charities round the world and it is possible to donate money to help people, animals and places.

11. \_\_\_\_\_ The RSPCA (Royal Society for the Prevention of Cruelty to Animals) was the first organization dedicated to the well-being of animals anywhere in the world. In England and Wales alone, the RSPCA employ more than three hundred inspectors whose job is to investigate reported cruelty to animals. The SPCA was set up in London in 1824. At this time it was considered strange that people should care about cruelty to animals. They were regarded as either food, transport or sport. In 1840 Queen Victoria gave the organization permission to be called a royal society:

12. \_\_\_\_\_ The RNIB (Royal National Institute of the Blind) is the UK's leading charity for the blind. Sight loss is one of the most common disabilities in the UK with over a million people suffering from either partial or total blindness. The RNIB challenges the disabling effects of sight loss by providing information and offering practical services to help people lead as normal a life as possible. The organization also works on the underlying causes of blindness working towards its prevention, cure or alleviation.

13. \_\_\_\_\_ TBG (Tidy Britain Group) is an independent national charity fighting to improve the quality of the local environment. They aim to make people more aware of the negative effects of litter, dog fouling, graffiti and vandalism and to get everyone involved in doing their bit to keep Britain clean. The work of the TBG is done mainly through campaigning. Volunteers work closely with councils and businesses to organize educational programs designed to raise awareness of the problems.

14. \_\_\_\_\_ Mencap is a charity which is dedicated to fighting against discrimination towards those people who suffer from any kind of learning



disability. Most of Mencap's work is campaigning. People with learning disabilities are disadvantaged because of discrimination and lack of funding of community care. Mencap raises awareness by working at local, national and European levels. It provides services of education, housing and employment as well as support and advice for families and careers of sufferers.

15. \_\_\_\_\_ Every Child is a relatively new charity which was created when two existing organizations, the CCFGB (The Christian Children's Fund of Great Britain) and the ECT (European Children's Trust) decided to merge in 1983. The organization works with children, families and communities in twelve countries. Every Child sets up the projects so that they are self- running. The organization then moves on to new projects, leaving things in the hand of locals.

16. \_\_\_\_\_ The Tortoise Protection Group (TPG) is a British non-profit organization founded in January 2007 with the aim of stopping the importation of tortoises into the UK for the commercial pet trade, and to promote high standards of husbandry in tortoise keeping. The mission of the Tortoise Protection Group is to help ensure the survival of tortoises in the wild and to promote high standards of husbandry for tortoise keepers in the UK. Over the last year, it has been working closely with members of Parliament and various charities to bring about a change in legislation, with a petition enlisting thousands of signatures.

A. The organization provides treatment for the people suffering from sight loss.

B. This charity organization wanted to ban tortoise keepers by having signed a petition.

C. This organization was founded out of two others.

D. Their aim is not only to help disabled people but to prevent the disease.

E. When this organization was created, its activity was non-conventional.

F. Organization members introduce new laws to protect particular animals.

G. Spreading information about negative impact of waste is their main task.

H. The volunteers consult the sufferers' families.

**Task 4. Read the text below. Choose from (A – H) the one which best fits each space (17 – 22). There are two choices you do not need to use. Write your answers on the separate answer sheet.**

Growing up in San Diego, "The Slants" founding member was exposed to racism at a young age. As a Chinese American in middle school, Simon

Tan was **17.** \_\_\_\_\_. Here calls cleaning up the sports equipment one day, when a gang of other students attacked him. Their punches and kicks were fierce **18.** \_\_\_\_\_. Snarling with hate, they called him a 'Jap' and a 'gook'. Simon snapped and shouted back, "Do you know what, I'm a chink". He remembers thinking, "If you're going to be racist at least do it properly".

The moment he stood up to the bullies stayed with him. Years later he formed an all-Asian rock band in Portland. He wanted the name to assert their Asian identity. He asked friends what all Asians **19.** \_\_\_\_\_. They replied, "Slanty eyes!" Simon decided to reclaim the offensive term, he wanted to turn a name previously considered abusive **20.** \_\_\_\_\_. He named his band "The Slants" and they hit the road.

Simon tried to register his group's name **21.** \_\_\_\_\_. However, he hit a brick wall. They said the name was disparaging to people of Asian descent.

Simon legally challenged the ruling. For eight long years he has been fighting for his right to legally use the name in court. He believes it can be a tool **22.** \_\_\_\_\_. His case is now going to the Supreme Court, the highest court in the US.

- A.** for Asian self-empowerment;
- B.** defended the name as honoring;
- C.** into something empowering;
- D.** have in common;
- E.** called it a 'sad reminder' of a racist past;
- F.** but their insults fiercer;
- G.** an easy target for bigoted bullies;
- H.** as a trade mark with the US government.

**Task 5. Read the text below. For questions (23 – 32) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

A number of scientists are emphasizing the tremendous challenges that will soon be **23.** \_\_\_\_\_ when the depletion of fossil fuel supplies coincides **24.** \_\_\_\_\_ an alarming increase in the global population. They highlight agriculture, which is heavily **25.** \_\_\_\_\_ not only on gasoline to fuel machinery but also on the petrochemicals without which today's synthetic fertilizers and pesticides could not **26.** \_\_\_\_\_ manufactured. But for the latter

two, crop yields would be only a fraction of **27.** \_\_\_\_\_ they are. To assume that an abundant source of renewable energy will be a panacea is to ignore these vital non-fuel uses of petrochemicals.

Then there is the challenge posed to the current levels of mobility. As a fuel, gasoline has an unrivalled portability compared **28.** \_\_\_\_\_ electricity, which requires bulky batteries, and hydrogen, which is notoriously difficult to store. Biofuels might seem like an alternative but the energy (currently in the form of fossil fuels) consumed when **29.** \_\_\_\_\_ corn into bioethanol, for instance, greatly exceeds the output when the fuel is utilized. In **30.** \_\_\_\_\_ case, once the crisis in the food supply looms large it **31.** \_\_\_\_\_ sense to divert food crops to other uses.

Although there seems to be a general acceptance that an era is coming to an end, there is a widespread complacency resting on the assumption that the experts will come **32.** \_\_\_\_\_ with a technological remedy making for a completely pain-free transition.

- |            |                     |                          |                         |                      |
|------------|---------------------|--------------------------|-------------------------|----------------------|
| <b>23.</b> | <b>A.</b> posed     | <b>B.</b> have posed     | <b>C.</b> posing        | <b>D.</b> poses      |
| <b>24.</b> | <b>A.</b> of        | <b>B.</b> to             | <b>C.</b> with          | <b>D.</b> about      |
| <b>25.</b> | <b>A.</b> depending | <b>B.</b> dependent      | <b>C.</b> depends       | <b>D.</b> depended   |
| <b>26.</b> | <b>A.</b> be        | <b>B.</b> have           | <b>C.</b> do            | <b>D.</b> would      |
| <b>27.</b> | <b>A.</b> how       | <b>B.</b> what           | <b>C.</b> that          | <b>D.</b> who        |
| <b>28.</b> | <b>A.</b> to        | <b>B.</b> with           | <b>C.</b> at            | <b>D.</b> according  |
| <b>29.</b> | <b>A.</b> converted | <b>B.</b> have converted | <b>C.</b> be converting | <b>D.</b> converting |
| <b>30.</b> | <b>A.</b> any       | <b>B.</b> other          | <b>C.</b> another       | <b>D.</b> different  |
| <b>31.</b> | <b>A.</b> made      | <b>B.</b> wouldn't make  | <b>C.</b> didn't make   | <b>D.</b> won't make |
| <b>32.</b> | <b>A.</b> on        | <b>B.</b> out            | <b>C.</b> over          | <b>D.</b> Up         |

**Task 6. Read the texts below. For questions (33 – 42) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

The modern image is that dreams are the brain's way of cleaning up the computer's hard disk, organizing the events of the day **33.** \_\_\_\_\_ folders and deleting the rubbish that it doesn't want to keep. But we all know that very **34.** \_\_\_\_\_ of what we dream every night is concerned with what happened to us that day.

35. \_\_\_\_\_ idea is that dreams are the brain's way of practicing the behaviour that we need 36. \_\_\_\_\_. So we dream about being chased by a monster because one day it might happen! Others believe that dreaming is the brain's way of exercising the pathways between the brain cells. This may be an important element in why we sleep 37. \_\_\_\_\_ than why we dream. We die if we don't sleep but we can live without dreaming. Some patients with brain injuries lose the ability to dream but don't seem to suffer any ill-effects.

- |                   |                |              |             |
|-------------------|----------------|--------------|-------------|
| 33. A. into       | B. to          | C. by        | D. in       |
| 34. A. few        | B. many        | C. little    | D. a little |
| 35. A. Other      | B. More        | C. Most      | D. Another  |
| 36. A. to survive | B. for survive | C. surviving | D. survival |
| 37. A. more       | B. rather      | C. sooner    | D. mostly   |

### Magic

Magic has always been used as a form of entertainment. People enjoy the mystery of working out which cup the little ball is 38. \_\_\_\_\_ or how he knows which card I was thinking of. From early Egyptian times magicians and illusionists 39. \_\_\_\_\_ people, and there have been many great magicians. Harry Houdini was one of the first world-famous magicians – famous for 40. \_\_\_\_\_ from deadly situations. In more recent times magicians such as David Copperfield or David Blane have become household names for their illusions; such as making the Statue of Liberty disappear or levitate.

Not 41. \_\_\_\_\_ people would argue that David Copperfield has real magical powers – he is just a great illusionist. But there are some who believe magic really 42. \_\_\_\_\_ and can change our lives. A few believe that a spell can make someone fall in love or a potion will protect you from danger.

- |                         |                |                    |                    |
|-------------------------|----------------|--------------------|--------------------|
| 38. A. underneath       | B. above       | C. over            | D. below           |
| 39. A. have entertained | B. entertained | C. would entertain | D. had entertained |
| 40. A. escape           | B. to escape   | C. been escaped    | D. escaping        |
| 41. A. a lot of         | B. much        | C. a few           | D. few             |
| 42. A. existed          | B. will exist  | C. exists          | D. exist           |

**Task 7. You have seen a job advertisement of an IT company looking for a project manager, and you have decided to apply. Write a**

**cover letter, showing your motives and giving your advantages for this position.**

- Indicate your education, and previous work experience.
- Emphasise your personal qualities which are beneficial for the position.
- Write about your interests and achievements.

Write a letter of at least 100 words. Do not write your own name, any dates, addresses or other personal information. Start your letter in an appropriate way.

## **Test 5**

**Task 1. Read the text below. Match choices (A – H) to (1 – 5). There are three choices you do not need to use. Write your answers on the separate answer sheet.**

### **Staying Healthy During Flu Season**

1. \_\_\_\_\_ Although flu viruses circulate every fall and winter making people sick, this season is different. A new strain of influenza called H1N1 is now infecting people all over the globe and will make this flu season more dangerous.

Usually, the flu makes only certain groups of people severely ill. These include the very young, the very old, and people who are already sick. Healthy people may get sick and miss a few days of school or work, but they do not normally need to go to hospital to get better. The H1N1 flu strain of this year is new and very different from the flu strains that circulate yearly.

2. \_\_\_\_\_ The very young, the very old, and those who have chronic diseases are still at risk for severe illness and death caused by H1N1 infection. However, some children and adults who were otherwise healthy have become very ill from H1N1 and needed hospitalisation to get better. Despite the best available medical care, some of these otherwise healthy people infected with H1N1 have died. So far, the number of deaths from H1N1 has been relatively small, but more deaths are expected.

3. \_\_\_\_\_ The best way to protect yourself and your family is to stay healthy and avoid becoming infected with the H1N1 virus. By getting the H1N1 flu shot, and by practising good hygiene and social distancing, you greatly increase the chance that this season will be no worse than other flu seasons for you and your family.

4. \_\_\_\_\_ The H1N1 flu shot is a very important part of not getting ill and stopping the spread of the virus. The shot is free and it will prevent H1N1 infection. The flu shot is also safe. It will not give you the flu or any other illness. Any risk from getting the flu shot is far smaller than the risk of severe illness or death from getting H1N1.

The H1N1 flu vaccination is recommended for almost everyone. Only babies under 6 months of age should not get the flu shot. It is very important for pregnant women and people who have chronic conditions, including children, to get the H1N1 flu shot.

5. \_\_\_\_\_ Wash your hands as often as possible. Get your children and other family members to do the same. If soap and water are not immediately available, use an alcohol-based hand sanitizer. Cover your mouth with your sleeve when you cough or sneeze. If you use a tissue, dispose of it immediately and wash your hands. Wash surfaces in your house, especially the ones you touch often, such as doorknobs, fridge doors, and light switches. Reduce close or direct contact with someone who may have H1N1. Stay away from ill people. Do not shake hands or kiss when greeting people. You should stay home as much as possible if you are sick, and do not let people into your house.

- A. Vaccination is recommended.
- B. This year differs from a normal flu season.
- C. What good hygiene means.
- D. When the shots are available.
- E. The flu season is more dangerous this year.
- F. How to behave in a regular flu season.
- G. How to make vaccinations as easy and pain-free as possible.
- H. Avoid the virus and stay healthy.

**Task 2. Read the text below. For questions (6 – 10) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

The US Preventive Services Task Force has issued a new recommendation, published in the journal *Pediatrics*, that all children between the ages of 12 and 18 be regularly screened for the symptoms of major depressive disorder (MDD).

The new recommendations surpass those of most doctors' groups – which advise screening high-risk youths only – and even those of the American Academy of Pediatrics, which recommends only that doctors ask teens about depression, rather than giving them a full screening.

"Adolescent-onset MDD is associated with an increased risk of death by suicide, suicide attempts, recurrence of major depression by young adulthood, early pregnancy, decreased school performance, and impaired work, social, and family functioning during young adulthood", the report authors wrote. "Mass screening in primary care could help clinicians identify missed cases and increase the proportion of depressed children and adolescents who initiate appropriate treatment. It could also help clinicians to identify cases earlier in the course of disease".

The Preventive Services Task Force is a panel of independent experts given responsibility for setting national primary care treatment guidelines.

According to the panel, approximately 6 percent of US teens, or two million, suffer from MDD, also known as clinical depression. Symptoms include sadness, anxiety, changes in eating or sleeping habits, hopelessness, irritability, isolation, moodiness, negativity, poor grades, risk taking, substance abuse and death wishes or suicidal thoughts.

Because depression is so common in teens, the researchers said, the majority of cases go undiagnosed. "You will miss a lot if you only screen high-risk groups", said Task Force chair Ned Calonge of the Colorado Department of Public Health and Environment.

In order to develop the recommendation, the researchers reviewed high-quality studies conducted since 2002 on the effectiveness of screening in diagnosing depression in children between the ages of 7 and 18, and also on the effectiveness of various treatments. They concluded that all children between the ages of 12 and 18 should receive yearly screening. Patients would merely need to fill out a simple questionnaire, which could even be completed in the waiting room, the researchers said.

The panel did not recommend screening younger children, due to absence of evidence that screening was effective in that age group. "Limited available data suggest that primary care – feasible screening tools may accurately identify depressed adolescents and treatment can improve depression outcomes", the Task Force wrote.

Another report, authored by the American Academy of Pediatrics and the American Academy of Child and Adolescent Psychiatry and appearing in

the same issue of Pediatrics, also calls for primary care physicians to get more involved in the treatment of mental illness, including depression. Recommendations include that pediatricians consult regularly with child psychiatrists, and try to have one working in their office if possible.

Report co-author Alan Axelson said that because parents have built up trust with pediatricians over time, these doctors may be in a better position to screen for and treat mental illness without invoking the social stigma of a visit to a therapist or psychiatrist. He noted that pediatricians are authorized to prescribe antidepressant drugs, though they may not perform psychotherapy.

**6. The recommendation advises screening**

- A. all kids between the age of 12 to 18;**
- B. only high-risk teens;**
- C. young people in a state of depression;**
- D. all children at birth.**

**7. How often does the panel of independent experts recommend screening the children?**

- A. Once a month.**
- B. Annually.**
- C. When they reach puberty.**
- D. Once in three years.**

**8. Major depressive disorder usually occurs when the adolescent has**

- A. social and health problems;**
- B. misunderstanding at school and at home;**
- C. cases of recurrence of major depression;**
- D. all of the mentioned above.**

**9. According to the clinicians' research, the number of youth who don't suffer from MDD is**

- A. about 6 percent;**
- B. more than 94 percent;**
- C. approximately 94 percent;**
- D. two million.**



10. The researcher claims that \_\_\_\_\_ go undiagnosed.

- A. a few cases;
- B. almost all the cases;
- C. the greater number of cases;
- D. no cases.

**Task 3. Read the text below. Match choices (A – H) to (11 – 16). There are two choices you do not need to use. Write your answers on the separate answer sheet.**

### **Super-Cell Phones**

11. \_\_\_\_\_ Colour screens, MP3 players, Internet access, text-messaging, voice activation, games, photo caller ID, personal organizers, e-mail... you name it, cell phones seem to have it all these days. We've come a long way from the early days of cellular communication, when cell phones could barely pick up a signal.

12. \_\_\_\_\_ We have become a wireless world where cell phones have progressed from long-range walkie-talkies to complete communication systems used by young and old. Now you can find cell phones in an array of funky colours and in sizes smaller than your fake ID.

13. \_\_\_\_\_ So what's new? We already have handsets with Java capabilities. These phones are able to download colours, graphics, and motion, enabling us to watch streaming video, play high quality video games, and store pictures on our cell phones.

A new app is a built-in Geographic Positioning System, which allows you to pinpoint location. For example, you could use your GPS to find the nearest all-night coffee shop relative to where you are. Also, a tracking capability will soon be available, enabling you to know who else is on their phone at the same time as you. However, the latest thing is often old news by the time it hits your ear. Engineers around the world are continually working to create new uses for your cell phone.

14. \_\_\_\_\_ As you read this, designers are working on phones that will fit into your car dashboard and automatically set preferred radio stations, adjust the temperature, position your seat, and display the best way to get you where you want to go. You should also be able to access your bank account, send and take digital photos, remotely lock and unlock the door of

your home and even monitor your heart! Your stored information will hopefully be secure with fingerprint or voiceprint identification capabilities.

**15.** \_\_\_\_\_ It was expected that by 2010 more than 60 % of all calls in the world would be wireless, and by 2012 wireless phones would outnumber traditional landlines across the globe.

**16.** \_\_\_\_\_ It is estimated that 50 % of new cell phone subscribers this year will be from the youth market. Tech-savvy teens using cell phones are an important part of the cellular picture. According to a recent survey, cell phone users between the ages of 16 – 24 are heavy, but responsible, cell phone users. They more often use cell phones to call mum and dad, rather than to call friends. On average, they use phones two to three hours per week and make purchasing decisions based primarily on price, functionality and reception.

- A. Functions of the modern cell phones.
- B. The main purchasers of a new device.
- C. What's new about the wireless phones.
- D. How to make purchasing decisions.
- E. The technologies to update the existing ones.
- F. The ways of developing new applications.
- G. The expanding world of a new gadget.
- H. Why you need only this gadget.

**Task 4. Read the text below. Choose from (A – H) the one which best fits each space (17 – 22). There are two choices you do not need to use. Write your answers on the separate answer sheet.**

Alcatraz Island was one of the strangest prisons in the world. It lay smack in the middle of San Francisco Bay. The views were spectacular. The Golden Gate Bridge and the Marin Headlands lay to the west. Berkeley and the Oakland Hills were to the east. The whole city of San Francisco lay to the south, **17.** \_\_\_\_\_. The fog rolling in from the Pacific and sailboats **18.** \_\_\_\_\_ offered an eye-catching panorama. For decades this was the spectacle afforded to America's most hardened criminals.

The story of Alcatraz maximum security federal penitentiary began in the 1770s, when a Spanish explorer named it for the *Alcatrazes* or pelicans he found **19.** \_\_\_\_\_. It was not until the 1850s, following the Gold Rush, that

the US Army was spurred to construct a military base and **20.** \_\_\_\_\_ on Alcatraz. The objective was to protect the growing gold mining industry from foreign prowlers. The island quickly became a stark symbol of American military might with a massive battery of 36,000 pound guns.

Soon the location's natural strengths as a prison were recognized. The freezing water and sharp currents around the island made **21.** \_\_\_\_\_. The Army turned its attention to constructing detention facilities, and the island began housing disciplinary offenders and deserters. It remained an army prison until the 1930s. The rules were strict, but there were also activities like **22.** \_\_\_\_\_ that made spending time here far less gruesome than it became during the next 30 years. It was those three decades as a federal prison that really gave "the Rock" its reputation.

- A. swimming away nearly impossible;
- B. living on this roughly 20-acre rock;
- C. inspiring the movie;
- D. gardening and boxing;
- E. a glittering diamond of light at night;
- F. which included a handful of cells;
- G. the first lighthouse on the West Coast;
- H. gliding across the waves.

**Task 5. Read the text below. For questions (23 – 32) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

### **Recycled Vegetable Oil Powers Vans and Cars**

When Jared Fisher needs fuel for his vans, he doesn't head for the gas station. Instead, he goes to restaurants to collect **23.** \_\_\_\_\_ vegetable oil. He pours that vegetable oil into his vans' fuel **24.** \_\_\_\_\_. Most cars and vans are built to run on gas. They won't run on vegetable oil. But Fisher's vans have been specially built so they can operate **25.** \_\_\_\_\_ recycled vegetable oil or diesel fuel.

Fisher owns a company that runs bicycle trips and other vacation **26.** \_\_\_\_\_. He uses his vans to **27.** \_\_\_\_\_ travellers from place to place. He bought the special vans to **28.** \_\_\_\_\_ some money and help protect the environment. Recycling vegetable oil for fuel is much less expensive than buying

diesel fuel, he says. **29.** \_\_\_\_\_, burning vegetable oil does not cause as much pollution as diesel fuel does.

Fisher spends between four and six hours a week **30.** \_\_\_\_\_ used vegetable oil. In 2007, he collected about 3,000 gallons of the oil from restaurants. That saved him about \$9,000, which is the amount he would have spent on 3,000 gallons of diesel fuel. This year, the savings could be even bigger because the **31.** \_\_\_\_\_ of diesel fuel is now about \$4 a gallon.

People have tried using vegetable oil in diesel engines **32.** \_\_\_\_\_ the early 1900s. Diesel fuel and vegetable oil are a lot alike, but vegetable oil is thicker. Vehicles like the ones Fisher drives use the engine's heat to heat the vegetable oil so it is not so thick.

- |            |                   |                      |                     |                     |
|------------|-------------------|----------------------|---------------------|---------------------|
| <b>23.</b> | <b>A.</b> made    | <b>B.</b> produced   | <b>C.</b> used      | <b>D.</b> collected |
| <b>24.</b> | <b>A.</b> jugs    | <b>B.</b> plates     | <b>C.</b> dishes    | <b>D.</b> tanks     |
| <b>25.</b> | <b>A.</b> in      | <b>B.</b> of         | <b>C.</b> on        | <b>D.</b> about     |
| <b>26.</b> | <b>A.</b> voyages | <b>B.</b> tours      | <b>C.</b> hikes     | <b>D.</b> routes    |
| <b>27.</b> | <b>A.</b> go      | <b>B.</b> carry      | <b>C.</b> keep      | <b>D.</b> use       |
| <b>28.</b> | <b>A.</b> save    | <b>B.</b> have       | <b>C.</b> make      | <b>D.</b> take      |
| <b>29.</b> | <b>A.</b> Too     | <b>B.</b> Also       | <b>C.</b> Although  | <b>D.</b> Till      |
| <b>30.</b> | <b>A.</b> picking | <b>B.</b> collecting | <b>C.</b> gathering | <b>D.</b> throwing  |
| <b>31.</b> | <b>A.</b> payment | <b>B.</b> rent       | <b>C.</b> worth     | <b>D.</b> cost      |
| <b>32.</b> | <b>A.</b> for     | <b>B.</b> since      | <b>C.</b> yet       | <b>D.</b> already   |

**Task 6. Read the text below. For questions (33 – 42) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

### **Japanese Scientists Photograph Giant Squid**

Japanese scientists have taken the first-ever photographs of a live giant squid. These sea creatures are called "giant" for a reason. This particular squid was 26 feet long. Giant squids **33.** \_\_\_\_\_ to grow up to 60 feet long! Squids are *invertebrates*, which **34.** \_\_\_\_\_ they do not have backbones. They have eight short arms and two long tentacles, which are covered with suction cup-like suckers.

**35.** \_\_\_\_\_ giant squids on film has been very difficult because they are shy creatures that **36.** \_\_\_\_\_ in very deep water. In the past 100 years, there

only have been 50 confirmed **37.** \_\_\_\_\_ of live giant squids. Most scientists have only seen dead squid that were washed ashore or were caught in **38.** \_\_\_\_\_ nets.

It took three years for scientists to get pictures of this squid. Scientists placed a camera about 3,000 feet under water near the coast of Japan's Bonin Islands. They put bait near **39.** \_\_\_\_\_ camera. Finally, a squid came by to test the bait and **40.** \_\_\_\_\_.

Scientists already have learned a lot about giant squids from the pictures. Many people thought squids **41.** \_\_\_\_\_ slow because they are so big. But the photos show that giant squids might be **42.** \_\_\_\_\_ active predators than people thought. The photos also show that a giant squid uses its tentacles to squeeze prey in much the same way a python does.

- |            |                                 |                            |                          |                            |
|------------|---------------------------------|----------------------------|--------------------------|----------------------------|
| <b>33.</b> | <b>A.</b> have been known       | <b>B.</b> have known       | <b>C.</b> had been known | <b>D.</b> known            |
| <b>34.</b> | <b>A.</b> mean                  | <b>B.</b> means            | <b>C.</b> meaning        | <b>D.</b> meant            |
| <b>35.</b> | <b>A.</b> To capture            | <b>B.</b> Capture          | <b>C.</b> Captures       | <b>D.</b> Capturing        |
| <b>36.</b> | <b>A.</b> have lived            | <b>B.</b> have been        | <b>C.</b> living         | <b>D.</b> were living      |
| <b>37.</b> | <b>A.</b> sights                | <b>B.</b> sightseeings     | <b>C.</b> sightings      | <b>D.</b> sighters         |
| <b>38.</b> | <b>A.</b> fishermen             | <b>B.</b> fishermen's      | <b>C.</b> fishermens'    | <b>D.</b> fishermen'       |
| <b>39.</b> | <b>A.</b> a                     | <b>B.</b> an               | <b>C.</b> the            | <b>D.</b> no article       |
| <b>40.</b> | <b>A.</b> has been photographed | <b>B.</b> was photographed | <b>C.</b> photographed   | <b>D.</b> has photographed |
| <b>41.</b> | <b>A.</b> had been              | <b>B.</b> were             | <b>C.</b> are            | <b>D.</b> have been        |
| <b>42.</b> | <b>A.</b> much                  | <b>B.</b> many             | <b>C.</b> most           | <b>D.</b> more             |

## Test 6

**Task 1. Read the text below. Match choices (A – H) to (1 – 5). There are three choices you do not need to use. Write your answers on the separate answer sheet.**

### Make the Most of Farmers' Markets

**1.** \_\_\_\_\_ Shopping at farmers' markets is the easiest way to eat locally. You know where the food comes from: after all, the grower is right there and you can ask them.

2. \_\_\_\_\_ If you know a bit of what to expect when you get to the farmers' market, making decisions at each stall is much easier. Learn what grows in your area and when, and talk to the growers about what will be coming to market in upcoming weeks. For the best selection, go to the farmers' market early. The best goods go first. Popular but limited items may even sell out before the day is done. It's as simple as that.

3. \_\_\_\_\_ For the best deals, go to the farmers' market late. Farmers and other vendors usually prefer to discount products instead of loading them back up and schlepping them home. Some farmers' market vendors offer bags, but they tend to be thin and flimsy plastic ones that groan under the pressure of any substantial produce purchase. Make sure everything gets home from the farmers' market without crashing onto the sidewalk or spilling onto the floor of your car by bringing your own sturdy canvas or nylon bags. A backpack can make the hauling easier, especially for weighty or bulky items.

4. \_\_\_\_\_ Although vendors will make change, purchases will go easier and faster if you have exact (or close to exact) change. At some farmers' markets "small change" means dimes and nickels. In larger urban areas many products at farmers' markets are sold in dollar or fifty-cent increments.

5. \_\_\_\_\_ The best deals at the farmers' market are had when you buy in bulk. You'll enjoy the best flavours and the best prices when you buy lots of whatever is at its harvest peak. How to use it all up? Try new recipes with favourite vegetables or learn the lost art of preserving food. Freezing, canning, and drying are just some of the ways you can save seasonal tastes you find at the farmers' market for later in the year. If you find a vegetable that's new to you at the farmers' market and want to give it a try, ask the farmer how to prepare it. For the best tips specifically ask how they themselves like to eat it.

- A. Keep it simple.
- B. Work in volume.
- C. Plan for spontaneity.
- D. Get advice.
- E. Bring big bags & small change.
- F. Know your seasons.
- G. Go early or go late.
- H. Invest in wheels.

**Task 2. Read the text below. For questions (6 – 10) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

For a long time, people thought that coffee was not healthy, at least for those who drink a lot of it. Coffee can make you nervous and anxious, some say, and many regular drinkers would agree. In medieval times coffee was considered a drug, and early coffee shops were seen as dens of iniquity, subject to shut down by municipal authorities across Europe.

Today things have changed quite a bit. Still, few might have expected coffee's growing role as an important health supplement and powerful preventive cocktail for a variety of health conditions.

Indeed, some say it may even turn out to be good for kids! A recent study funded by Harvard researchers suggested that those who drank something like six cups of coffee a day had a much reduced risk of developing type II diabetes compared to those who consumed no coffee each day – up to 50 % less for men and 30 % less for women.

Researchers were unsure whether this effect was due to the caffeine in coffee or other substances (decaffeinated coffee also worked, but with less impact). Some of the ingredients in coffee, like magnesium, are thought to improve insulin efficacy, so the reasons for coffee's benefits in this case may be manifold. Coffee is also positively implicated in reducing the risk for Parkinson's disease, liver cirrhosis, colon cancer and even gallstones. Coffee could also help lower the risk of Alzheimer's disease for long-term coffee drinkers. At the same time, it may increase the risk of cardiovascular disease or reduce it depending on its interaction with other conditions like stress and individual health conditions.

According to Vanderbilt's Dr. Tomas DePaulis, and contrary perhaps to parents who usually try to keep coffee from children, it may not be that harmful. Like in the case of adults, it seems to improve concentration and may help children do a little better on tests for this reason.

There are negative effects of drinking coffee, most of which are associated with drinking large amounts of coffee. The National Institute of Health says, "A child's caffeine consumption should be closely monitored. Although caffeine is safe to consume in moderation, it may negatively affect a child's nutrition. Caffeinated beverages may be replacing nutrient-dense foods such as milk. A child may also eat less because caffeine acts as an appetite suppressant. Caffeine can be completely restricted in a child's diet since there is no nutritional

requirement for it. This may be necessary for a hypoactive child as caffeine is a stimulant". Caffeine is also an addictive substance, and can cause restlessness in those who skip the daily coffee dose. In addition, there may be other short-term side effects, such as heartburn, headaches, stomach problems and an elevated blood pressure.

Whatever the truth of this claim, over the coming years, there is little doubt that much more research will be done and future generations of all ages may benefit from this analysis.

**6. When was coffee considered to be illegal?**

- A. In the Stone Age.**
- B. In the 10th century.**
- C. In the Middle Ages.**
- D. In the 18th century.**

**7. Coffee is**

- A. a stimulating aromatic drink.**
- B. a nutrient dense drink.**
- C. an alcoholic beverage.**
- D. an essential nutrition component.**

**8. The daily consumption of coffee can**

- A. cause restfulness.**
- B. reduce the blood pressure.**
- C. heighten the level of sugar.**
- D. influence the person's health.**

**9. A recent research proved that**

- A. coffee drinkers often have indigestion.**
- B. coffee should be taken in moderation.**
- C. women drink more coffee than men.**
- D. short-term coffee drinkers never suffer from dizziness.**



10. According to the researchers, we should take \_\_\_\_\_ a day not to have type II diabetes.

- A. one cup of coffee;
- B. two cups of coffee;
- C. more than three cups of coffee;
- D. less than five cups of coffee.

**Task 3. Read the text below. Choose from (A – H) the one which best fits each space (11 – 16). There are two choices you do not need to use. Write your answers on the separate answer sheet.**

### **Good Bookkeeping Saves You Money**

The most important thing any businessman can do is to keep accurate records. Every entrepreneur is great at the job or service they perform and will work day and night perfecting their skills, however they tend to put record keeping at the bottom of their to-do list! If the bad habit of poor record keeping does not cause their business to eventually fail, 11. \_\_\_\_\_.

QuickBooks is a computer program that every start-up company should have. It is easy to use and has the ability to not only help you keep your records straight but can be the perfect tool for forecasting the growth of your company, and recognizing business trends 12. \_\_\_\_\_.

If you do not have an accounting background it is important that you either study the user guide of this program, hire an accountant to set it up for you, or have your business coach set it up. If your business coach does not know how to set this easy program up for you, 13. \_\_\_\_\_ and get a different business coach.

Schedule a time either daily or weekly where you input all your business information into this program. You can use it to write job estimates, prepare invoices, job costing, prepare payroll checks and 14. \_\_\_\_\_. There are too many things you can use this program for based on your industry to write in this article.

Cash receipts and mileage expense are the two things that get left out of record keeping more than anything else. You come in from the field or go home at night and the first thing you do is 15. \_\_\_\_\_. Many of those trash items are cash receipts for small purchases or business lunches you had that day. Since they are cash receipts, they are usually small amounts and people

tend to think they are not worth fooling with. That line of thinking can break your company! Every penny you spend on your business is important. Quite often those expenses need to be passed on to your customers, but poor record keeping keeps you from being reimbursed. When you throw away a reimbursable cash receipt, it is equivalent to making a sale to a customer and then handing them cash back and saying "I am going to throw these two dollars away, would you like to have them?"

If you use your personal car in your business, the Internal Revenue Service allows you **16.** \_\_\_\_\_ you drive as an expense. You must keep a record of it, though. If you are sitting in your living room and suddenly realise you need to buy new highlighters to take to the office the next day and go to the closest store and buy them, that is a business expense. If you decide to buy a bottle of shampoo while you are there, it is still a business expense, because you went there for the highlighters. You should keep something in your glove compartment at all times to write these little side trips on. You will need the date, the business purpose and the total mileage used. People ignore this because they think it is petty, but it does add up.

- A. that you have never noticed before;
- B. make your payroll tax deposits;
- C. it will impede the company from growing;
- D. do yourself a favour;
- E. or the type of company you have;
- F. clean out all the trash you accumulated in your pockets that day;
- G. to deduct 55 cents for every business mile;
- H. you should not miss it.

**Task 4. Read the text below. For questions (17 – 26) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

### **Grocery Store Bans Plastic Bags**

Many people are asked "Paper or plastic?" when their groceries are being bagged in the supermarket. Soon one grocery store won't be asking shoppers that question. The store is eliminating plastic bags to **17.** \_\_\_\_\_ on the amount of trash in the environment.

The owners of *Whole Foods Market* said in January that they will no longer use disposable plastic bags after Earth Day 2008, which is 22 April.

They hope shoppers will bring their **18.** \_\_\_\_\_ reusable bags. If shoppers don't bring their own bags, the store will **19.** \_\_\_\_\_ paper bags made from recycled paper.

The store's **20.** \_\_\_\_\_ to end use of plastic bags is its gift to the planet this Earth Day, said A.C. Gallo, *Whole Foods'* president. "We estimate we will **21.** \_\_\_\_\_ 100 million new plastic grocery bags out of our environment between Earth Day and the end of this year", he said.

Scientists say that plastic bags are bad **22.** \_\_\_\_\_ the environment because they **23.** \_\_\_\_\_ drains, harm wildlife, and **24.** \_\_\_\_\_ too much space in landfills.

Some countries have **25.** \_\_\_\_\_ plastic bags and others tax people who use them. Last year, San Francisco, California, became the first US city to forbid disposable plastic bags **26.** \_\_\_\_\_ stores.

Some people say we should stop "trashing" plastic bags. Plastic bags are cheaper and take less energy to produce than paper bags, they say. Plus, they can be used over and over.

- |            |                   |                     |                      |                    |
|------------|-------------------|---------------------|----------------------|--------------------|
| <b>17.</b> | <b>A.</b> cut in  | <b>B.</b> cut off   | <b>C.</b> cut down   | <b>D.</b> cut for  |
| <b>18.</b> | <b>A.</b> own     | <b>B.</b> private   | <b>C.</b> individual | <b>D.</b> peculiar |
| <b>19.</b> | <b>A.</b> suggest | <b>B.</b> offer     | <b>C.</b> propose    | <b>D.</b> nominate |
| <b>20.</b> | <b>A.</b> dream   | <b>B.</b> ambition  | <b>C.</b> plan       | <b>D.</b> scale    |
| <b>21.</b> | <b>A.</b> show    | <b>B.</b> bring     | <b>C.</b> put        | <b>D.</b> keep     |
| <b>22.</b> | <b>A.</b> against | <b>B.</b> on        | <b>C.</b> for        | <b>D.</b> off      |
| <b>23.</b> | <b>A.</b> seal    | <b>B.</b> clog      | <b>C.</b> tie        | <b>D.</b> hinder   |
| <b>24.</b> | <b>A.</b> take up | <b>B.</b> take down | <b>C.</b> take after | <b>D.</b> take off |
| <b>25.</b> | <b>A.</b> closed  | <b>B.</b> banned    | <b>C.</b> restricted | <b>D.</b> shut     |
| <b>26.</b> | <b>A.</b> of      | <b>B.</b> from      | <b>C.</b> off        | <b>D.</b> on       |

**Task 5. Read the texts below. For questions (27 – 36) choose the correct answer (A, B, C or D). Write your answers on the separate answer sheet.**

The term "business letters" **27.** \_\_\_\_\_ to any written communication that begins with a salutation, ends with a signature and whose contents are professional in nature. Historically, business letters **28.** \_\_\_\_\_ via postal mail or courier, although the Internet **29.** \_\_\_\_\_ the way businesses communicate. There are many standard types of business letters, and each of them **30.** \_\_\_\_\_ a specific focus: sales letters, order letters, complaint letters,

inquiry letters, follow up letters, letters of recommendation, acknowledgment letters and cover letters. When an employee plans **31.** \_\_\_\_\_ his job, a Letter of Resignation is usually sent to his immediate manager giving him notice and letting him know when the last day of employment will be.

- |                                  |                                |                               |                               |
|----------------------------------|--------------------------------|-------------------------------|-------------------------------|
| <b>27. A.</b> refers             | <b>B.</b> referred             | <b>C.</b> referring           | <b>D.</b> refer               |
| <b>28. A.</b> are sent           | <b>B.</b> will be sent         | <b>C.</b> were sent           | <b>D.</b> was sent            |
| <b>29. A.</b> is changed rapidly | <b>B.</b> was rapidly changing | <b>C.</b> is rapidly changing | <b>D.</b> changing rapidly is |
| <b>30. A.</b> to have            | <b>B.</b> had                  | <b>C.</b> have                | <b>D.</b> has                 |
| <b>31. A.</b> left               | <b>B.</b> to leave             | <b>C.</b> leaving             | <b>D.</b> have left           |

An essay is a short piece of writing. It **32.** \_\_\_\_\_ from an author's personal point of view. The definition of an essay is vague, overlapping with those of an article and a short story.

In recent times, essays **33.** \_\_\_\_\_ a major part of a formal education. Secondary students are taught structured essay formats to improve their writing skills, and essays are often used by universities in selecting applicants. In both secondary and tertiary education, essays are used **34.** \_\_\_\_\_ the mastery and comprehension of material. Students are asked to explain, comment on, or assess a topic of study in the form of an essay.

Academic essays are usually **35.** \_\_\_\_\_ than literary ones. They may still allow the presentation of the writer's own views, but this is done in a logical and factual manner, with the use of the first person often **36.** \_\_\_\_\_.

- |                                |                        |                           |                             |
|--------------------------------|------------------------|---------------------------|-----------------------------|
| <b>32. A.</b> is often written | <b>B.</b> Is writing   | <b>C.</b> often was write | <b>D.</b> was often written |
| <b>33. A.</b> become           | <b>B.</b> becoming     | <b>C.</b> have become     | <b>D.</b> became            |
| <b>34. A.</b> judge            | <b>B.</b> judging      | <b>C.</b> was judged      | <b>D.</b> to judge          |
| <b>35. A.</b> formal           | <b>B.</b> more formal  | <b>C.</b> the most formal | <b>D.</b> formally          |
| <b>36. A.</b> discouraged      | <b>B.</b> discouraging | <b>C.</b> discourage      | <b>D.</b> to discourage     |

### **Task 6. Writing.**

We are becoming increasingly dependent on computers. They are used in businesses, hospitals, crime detection and even to fly planes. What will they be used for in the future? Is this dependence on computers good or should we be more suspicious of their benefits? Use specific details and examples in your answer (at least 100 words).

# Key

## Test 1

Task 1	Task 2	Task 3	Task 4	Task 5
1. C 2. G 3. F 4. E 5. A	6. B 7. D 8. D 9. C 10. A	11. G 12. C 13. F 14. H 15. B	16. I 17. G 18. D 19. E 20. B 21. C 22. H	23. C 24. A 25. C 26. B 27. B 28. A 29. D 30. C 31. A 32. D 33. D 34. B 35. C

## Test 2

Task 1	Task 2	Task 3	Task 4	Task 5
1. D 2. F 3. E 4. G 5. A	6. C 7. C 8. B 9. D 10. D	11. F 12. T 13. F 14. F 15. T 16. T 17. T 18. F 19. T 20. F	21. G 22. F 23. H 24. D 25. A 26. E 27. C	28. C 29. D 30. A 31. B 32. C 33. D 34. B 35. A

### Test 3

Task 1	Task 2	Task 3	Task 4	Task 5	Task 6
1. F	6. A	11. G	17. F	23. C	33. B
2. E	7. C	12. C	18. A	24. A	34. C
3. D	8. C	13. A	19. E	25. A	35. D
4. C	9. A	14. B	20. D	26. D	36. A
5. G	10. B	15. D	21. G	27. C	37. D
		16. F	22. C	28. D	38. A
				29. B	39. C
				30. C	40. B
				31. A	41. A
				32. D	42. C

### Test 4

Task 1	Task 2	Task 3	Task 4	Task 5	Task 6
1. D	6. A	11. E	17. G	23. A	33. A
2. A	7. B	12. D	18. F	24. C	34. C
3. B	8. A	13. G	19. D	25. B	35. D
4. G	9. C	14. H	20. C	26. A	36. A
5. F	10. B	15. C	21. H	27. B	37. B
		16. F	22. A	28. A	38. A
				29. D	39. A
				30. A	40. D
				31. D	41. A
				32. D	42. C

### Test 5

Task 1	Task 2	Task 3	Task 4	Task 5	Task 6
1. B	6. A	11. A	17. E	23. C	33. A
2. E	7. B	12. G	18. H	24. D	34. B
3. H	8. D	13. C	19. B	25. C	35. D
4. A	9. C	14. F	20. G	26. B	36. D
5. C	10. C	15. E	21. H	27. B	37. C
		16. B	22. D.	28. A	38. B
				29. B	39. C
				30. B	40. B
				31. D	41. B
				32. B	42. D

### Test 6

Task 1	Task 2	Task 3	Task 4	Task 5
1. F	6. C	11. C	17. C	27. A
2. G	7. A	12. A	18. A	28. C
3. E	8. D	13. D	19. B	29. C
4. B	9. B	14. B	20. C	30. D
5. D	10. C	15. F	21. D	31. B
		16. G	22. C	32. A
			23. B	33. C
			24. A	34. D
			25. B	35. B
			26. B	36. A

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НАВЧАЛЬНЕ ВИДАННЯ

# ІНОЗЕМНА МОВА АКАДЕМІЧНОЇ ТА ПРОФЕСІЙНОЇ КОМУНІКАЦІЇ

**Методичні рекомендації  
до самостійної роботи студентів  
галузі знань 12 "Інформаційні технології"  
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**(укр. та англ. мовами)**

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