

DIPARTIMENTO DI SCIENZE DELL'ECONOMIA

CORSI DI LAUREA MAGISTRALE

ENGLISH TEST

Section A: Dialogue

Cognome _____ Nome _____

Matricola _____ CdL _____

Verb forms and tenses: put the verb in brackets into a correct form:

Ann: Hi Baxter! We (*not, see*) each other for ages! The last time I (*see*) you was at Pamela's party. I remember that you (*study*) Law. Are you in the legal profession now?

Baxter: Hello Ann! Actually, I (*be*). I (*work*) with Lloyd's Legal Associates for six years. What (*you, do*)? You (*study*) Economics, you? I remember that you (*want*) to move to New York after your studies, as you were tired of (*live*) in Rome. (*you, go*) eventually, or (*you, still, be*) in Italy?

Ann: As a matter of fact I (*still, be*) in Italy. I have my own start-up and I (*work*) in the tourist industry for 2 years now. Over the years we (*deal*) mainly with online bookings as we (*realize*) that customers (*prefer, book*) from home. At the moment we (*promote*) a new type of holiday which (*deal with*) (*discover*) nature and how to work with farm animals. Tourists (*like, stay*) in farmhouses. These types of holidays (*become*) popular over the last couple of years. (*you, ever, stay*) in a farmhouse?

Baxter: No, but My wife and I (*go*) on holiday more often if we (*have*) time. Unfortunately we are both very busy. However, next year we (*visit*) Paul in New York. (*you, remember*) him? We (*go, run*) in the park together. He (*just, open up*) a new business in New York where he (*sell*) and (*educate*) customers on the slow food policy. He (*recently, carry out*) a training course on the Slow food method. He (*feel*) that the population (*use a modal, educate*) on this new trend. There (*not, be*) so many illnesses today if people (*eat*) better in the past. (*you, agree*)?

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Section B: Translation

Cognome _____ Nome _____

Matricola _____ CdL _____

Translate into English:

1. 'Perché sei andata in banca ieri mattina?' 'Perché dovevo ritirare la mia nuova carta di credito. E tu perché eri lì?' 'Dovevo prelevare del denaro, e poi volevo anche parlare con il direttore'.

2. Nel 2003 le vendite della società sono aumentate del 7%, ma nel 2004 sono diminuite notevolmente a causa del lancio di un prodotto rivale.

3. Se avessimo aumentato i nostri prezzi, non avremmo mantenuto la nostra quota di mercato.

4. Se l'importatore non pagherà la cambiale alla scadenza, dovremo trovare un altro compratore o rispedire indietro la merce.

5. 'Da quanto tempo tuo fratello gestisce la vostra società?' 'Da otto anni'. 'E tu quando hai incominciato a lavorare con lui?' 'L'anno scorso dopo aver preso la laurea in Economia'.

6. 'Quanto ha pagato Tom la sua macchina nuova?' 'Non lo so; so che l'ha comprata tre mesi fa e che per pagarla ha dovuto chiedere un prestito alla banca'.

7. 'Se avessimo saputo che il direttore delle finanze non c'era, avremmo rimandato la riunione. Perché non ci avete informato prima?' 'Il direttore è dovuto partire improvvisamente un'ora fa'.

8. 'Pronto. Sono Tom Swan. Posso parlare con Paul Taylor, interno 27, per favore?' 'Temo che la linea del signor Taylor sia occupata'. 'Mi può passare il signor Smith?' 'Il signor Smith non c'è; è partito per Roma tre giorni fa e tornerà martedì prossimo. Vuole lasciare un messaggio?' 'No, richiamerò la settimana prossima, grazie'.

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Section C: Business Skills (Example 1)

1. Report

Your company has recently arranged a programme to save energy and recycle wastes. You have now been asked to write a report about how your department is progressing. The report is commissioned by the Managing Director. Include the following information:

- What measures have been taken to save energy and recycle wastes
- How successful this programme has been
- How the programme can be improved

OR

2. Answering a Letter of Complaint

Reply to a customer who has complained about the non-delivery of his order for chinaware. Perhaps the representative who collected the order had not made it clear enough that orders for chinaware are at the moment taking from five to six weeks. Express regret at the misunderstanding and mention the expected delivery date.

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Section C: Business Skills (Example 2)

1. Report

You are the mayor of your hometown. Consult the councillor responsible for tourism in your town and ask him to write a report on the investments needed for the town. Consider the following points:

- Cultural heritage
- Promotion of local food and wines
- Sustainability of the territory

OR

2. Writing a Letter of Complaint

You are a retailer of household goods and you ordered a lot of 40 kitchen scales from a wholesaler. Unfortunately, on checking the content of the cases, you found that instead of 40 kitchen scales they sent you 60 bathroom scales. Write a letter of complaint to the wholesaler asking for immediate replacement.

