

**EPREUVE : ANGAIS****Durée : 3H****Coefficient : 2****I- LINGUISTIC COMPETENCES****A- Choose the right answer to complete each sentence and write down the number and corresponding letter only.**

- 1- The beneficiary of a cheque is the.....
 a) drawer b) drawee c) payee d) payer
- 2- The letters C.O.D. signify
 a) Carried On Delivery b) Cost Of Delay c) Carried Over Distance d) Cash On Delivery
- 3- Ais a speculator who plays for a rise.
 a) bear b) bull c) broker d) gamble
- 4- Providing goods where they are needed is the function of
 a) Warehousing b) advertising c) transport d) wholesaling
- 5- An agent who has the exclusive right to sell certain manufactured goods in a given area is called.....
 a) sole trader b) sole agent c) special agent d) dealer
- 6- The taxes imposed on imported goods are called.....
 a) imported taxes b) customs taxes c) customs duties d) imports taxes
- 7- In a contract for the sales, a gentlemen agreement is :
 a) verbal. b) written c) both d) none of them.
- 8- A consignment is what.....
 a) you have to do b) you have in mind c) you have to ship d) you are told
- 9- Which of the following is not a factor of production?
 a) labour b) land c) commerce d) capital
- 10- The board of directors of a company is elected by the.....
 a) managing director b) general manager c) shareholders d) workers

B- Correct the underlined parts in the following sentences

- 1- A receipt is a prove to a payment.
- 2- The principal got her accept the offer.
- 3- Would you mind to send me your catalogue?
- 4- Of the two cars mine is the most expensive ?
- 5- Caren and me will attend the A.G.M.

C- Choose the correct answers to complete the following sentences.

- 1- I wish to apply.....the position of sales inspector.(to; for; on; at)
- 2- The chairman was not satisfied, the managing director wasn't..... (nor; neither; either; never).
- 3- It is three days..... the boss was back.(for; since; by; ago)
- 4- Prices are becoming.....(high and higher; higher and higher; most and more high; highest and highest)
- 5- Due to the heavy rain, only.....people attended the meeting. (little; a little; few; a few)

D- Rewrite the following sentences using the prompts given

- 1- The marketing manager launched the new product a week ago.
✓ It is.....
- 2- The boss shouldn't have sacked the errand boy.
✓ I wished.....
- 3- The meeting started with the arrival of the chairperson.
✓ No sooner.....
- 4- I advise you not to sell on credit
✓ You'd better.....
- 5- As the raw materials were scarce, the finished goods became expensive
✓ If.....

II- Reading comprehension

Read this passage carefully and do the exercises which follow.

Text: Transport in modern economy.

Transport is in many ways the life-blood of a nation's economy, without it no interchange of goods or people would be possible. The necessity that such interchange should become as cheap and safe and quick as possible has caused increasingly dramatic development over centuries in both transportation methods and routes.

Efficient, up-to-date transport and communications systems are essential for the smooth working of a modern complex economy.

Mass production will have little economic value if the products cannot be distributed safely and quickly to potential buyers.

In early times, trade was carried on by means of producers meeting at certain known places-markets to which they had walked-to exchange their agricultural product or hand made goods. Domesticated animals came to be used as pack animals and so greater volumes of goods could be carried and greater distances covered. Groups of merchants and their animals would travel together in a caravan for reasons of safety, on ancient well-established routes. But journeys such as crossing the Sahara desert or the steppes of central Asia would take and even years.

In recent times, air transport has brought about a revolution as great as that of the railways several decades ago. Transport and communication are now possible to previously inaccessible areas. All this development has not occurred evenly over the earth's surface, since any transport network is dependent on three major influences: demand for mobility, the physical nature and climatic conditions of the land, and political considerations. Obviously the more densely populated an area is the greater will be its demand for goods, personal mobility and for the distribution of its local produce. But the physical environment, together with climatic considerations, will put restraints on the type of system that is economical and practical to develop. The political restraints include the amount of money a government is prepared to spend, the territorial boundaries and the importance given to transport as a means of national unification and defence.

As transport is the life- blood of trade is the life-force of a modern nations economy, and without up-to-date and efficient systems of both, no country can hope to compete in the market- places of the world.

(Adapted from B.E. Pryse, **SUCCESSFUL COMMUNICATION IN BUSINESS**, Oxford: Basil Blackwell 1981, PP 43-44

Questions

A- Write right or wrong for the following statements on the text.

- 1- Exchanges without transports would be impossible.
- 2- Transport and communication are useless to modern complex economy.
- 3- In olden days, traders meet at famous place- markets.
- 4- Traders in ancient time wasted many days and even years to cross the Sahara desert.
- 5- Previously inaccessible areas are today possible.
- 6- There is less demands for food and personal mobility in large communities

B- Answer the following questions:

1. Why is transport described as the life-blood of a nation's economy?
2. Are previously inaccessible areas possible today? Justify your answer
3. On which conditions can a country compete in the world market?

C- Find in the text the opposite of the following words

- 1- Expensive (Paragraph 1). 2- alone (Paragraph 4) 3- insecurity (Paragraph 4)
- 4-stability(Paragraph 5)

D- Translation

Translate into French:

"Transport is in many ways.....transportation methods and routes"

III- Composition

Free Composition

What role can means of transport play in the economic development of your country? (Not more than 200 words).

END