

English 1, semester 2, Spring 2005

Assignment 6 – New International Business English

Review – Units 8 & 9 KEY

I. Vocabulary (20 pts.)

Translate into English.

1. zlevnit lety - **to make flights/air fares cheaper**
2. včetně manipulačního poplatku - **including a handling charge**
3. docházejí nám (*finanční*) prostředky - **we are running short of means/funds/money**
4. neuspokojivý výkon - **unsatisfactory performance**
5. zjevně v rozpacích – **apparently/evidently embarrassed**
6. proclít zboží - **to clear goods through customs**
7. činit si nečestné nároky - **to make dishonest claims**
8. zmeškat spoj – **to miss the connection**
9. prozatímní dohoda – **provisional agreement**
10. přinutit někoho řídit se pravidly – **to force sb. to obey/follow (the) rules**

II. Prepositions (15 pts.)

Fill the gaps with suitable prepositions or adverbials, if necessary.

1. He decided to leave **on** the next flight.
2. If a flight is **up** to 30 minutes late, the other flights will be held **until** it arrives.
4. When we arrived **in** Rome, our hosts picked us up **at** the central station.
5. The recent reduction **in** prices of new cars will bring **about** a rise **in** demand.
6. He is used **to** travelling **_** abroad **on** business.
7. Have you always been treated **with** respect?
8. They are determined to place the order **with** REW, regardless **of** their bad reputation.
9. Our superiors show no interest **in** our suggestions.

III. Transformation (12 pts.)

1. What did the research show?

Could you tell me **what the research showed?**

2. Skoda has launched an upmarket model.

An upmarket model **has been launched by Skoda.**

3. If you don't sell most of your products in Germany, we won't promote your business.

Unless **you sell most of your products in Germany, we won't promote your business.**

IV. Translation (18 pts.)

Translate the following sentences into English.

1. Ziskové rozpětí/marže u servisních smluv mohou být až 50%, zatímco ve výrobě jsou ziskové marže kvůli tvrdé konkurenci a cenovým válkám stlačeny na asi 10%.

Profit margins on service contracts can be as high as 50%, whereas in manufacturing/production profit margins on the sale are squeezed/forced down to about 10% because of / due to tough competition and price wars.

2. Přes naši upomínku dodavateli nebyly správné součástky ještě odeslány. Budeme požadovat náhradu škod, pokud se naše výroba v důsledku nedostatku zásob zastaví.

In spite of our reminder to the supplier, the correct components haven't been dispatched/sent yet.

We will claim compensation for the losses if our production is stopped as a result/consequence of shortage of supplies.

3. Kdyby naši zákazníci nebyli s přístrojem tak spokojeni, naši konstruktéři by se byli pokusili ho upravit. Naštěstí nebyly žádné významné úpravy dosud zapotřebí.

If our customers hadn't been so satisfied with the device, the designers would have tried/sought/attempted to modify it. Fortunately, no significant modifications have been needed/necessary so far.

Total: 65 points