

CREDIT TEST
PJI/2 – spring semester
model test

Name:				
Teacher:			TOTAL (60 points to pass)	MARK
Number of points (max. 100 points)				
I. Listening:		III. Grammar:		
II. Vocabulary:		IV. Translation:		

I. Listening: (max. 20 points) points

A. Listen to the conversation and choose the correct answer from the following points: (2 points each)

What is the vacant position available in Patagonia?

A: Outdoor Clothing Associate
 B: Public Affairs Associate
 C: Public Relations Assistant

What must candidates have?

A: Experience with the press and Public Relations
 B: Instructor in all outdoor sports
 C: some basic German

When will job interviews take place?

A: Before the last week of February
 B: During the last week of February
 C: After the last week of February

Which is correct?

A: The candidate has family in Munich & the job will be based in Munich
 B: The candidate has family near Munich & the job will be based near Munich
 C: The candidate has family near Munich & the job will be based in Munich

How much does the job pay?

A: € 35000 - €40000, depending on experience
 B: The candidate doesn't know, but she's applying anyway
 C: The employers will definitely tell her on the interview

B. Complete using the correct words from the listening script: (1 point each)

Fiona Scott said that she had found a (1) _____ (2) _____ (3) _____
 _____ in the (4) _____ the (5, 6) _____
 _____. The job is just what she (7, 8) _____. It's for
 a (9) _____ company called (10) _____.

II. Vocabulary: (max. 34 points) points

A. Translate the following expressions into English: (2 points each)

provést menší opravu – _____
 konec platnosti záruky – _____
 soudit se s neplátcími zákazníky – _____
 nežádoucí vedlejší efekt – _____
 nepředvídatelné důsledky – _____
 zápisky z předchozí schůze – _____
 odstoupení od smlouvy – _____
 obrátit se na pojišťovacího makléře – _____

B. Write expressions the following definitions refer to: (2 points each)

1. an arrangement by which goods are sent to a buyer on condition that they are paid for when they arrive:

2. a system used in business to check that people who owe money do not owe more than the amount allowed and that they pay within the agreed time:

C. Complete the sentence with one of the following phrases; translate the selected phrase into Czech. (2 points each)

**FASHION VICTIM, LABOUR TURNOVER, BUDGET RIVAL,
 WORD OF MOUTH, KEY ACCOUNTS**

1. We are seeking a person to deal with our _____ all over the world.
In Czech: _____

2. To slow the _____ the company offered middle managers a thorough training and a new bonus scheme.
In Czech: _____

3. The difference in price between a premium brand product and a _____ can be as high as 80%.
In Czech: _____

D. Complete the sentences with correct forms of the following verbs; some verbs are not used: (1 point each)

**EMPHASIZE – ASSUME – WITHHOLD – ENCOURAGE
APPROVE – REVIEW – PREVENT**

1. As some of the goods are damaged, we _____ payment until you replace them.
2. Who _____ of the sales figures for Italian market?
3. She did not have to _____ that their firm had always paid on time.

E. Complete each sentence with a word made from the word given in brackets. (1 point each)

1. We can not spend that much on _____ literature. (**PROMOTE**)
2. The machine needs to be replaced as the breakdown is _____. (**REPAIR**)
3. The _____ has not been found and the letter came back. (**ADDRESS**)
4. We need not have lost the contract if it had not been for his _____. (**CARE**)
5. What is the _____ of the market research? (**OBJECT**)

III. Grammar: (max. 30 points)

points

A. Fill in the gaps with a suitable preposition or adverbial, if necessary: (1 point each)

1. The machine parts are still _____ order, we are expecting them soon.
2. Our own technician can carry _____ minor repairs.
3. They will give us the money _____ one condition - that we pay it back within six months.
4. Please reply _____ return of post.
5. Larger companies have larger resources _____ their disposal.
6. Half a million people subscribe _____ their cable TV service.

B. Put the **verbs** and other words in brackets into their correct forms, add prepositions, particles or auxiliary verbs if necessary. You may need to use the passive forms of the verbs: (9 points total)

1. She _____ (**keep, claim**) that increased production may _____ (**mean, take**) on extra staff at the weekend which can't _____ (**avoid, do**) in any case.
2. It is better _____ (**ask**) for help instead of _____ (**pretend, know**) how _____ (**do**) something when you are probably not capable _____ (**do**) it at all.

C. Rewrite the sentences so that they mean the same as the sentence above. (3 points each)

1. We have lost a good customer. They didn't renew the contract because we had been so greedy.
We have lost a good customer. They _____ the contract if we _____ so greedy.

2. I've never had a more stressful week before.
It's _____ I've ever had.

3. I bought the tools but it was not necessary because the company provided everything.
I _____ any tools because the company provided everything.

D. Choose the words or phrases that best complete each sentence. The number of correct answers is 0-4. (2 points each)

1. We can take a trip along _____ and visit _____.
A: River Thames ... the British Museum B: a River Thames ... a British Museum
C: the River Thames ... British Museum D: River Thames ... British Museum
2. The people _____ are very highly qualified.
A: that we employ B: we employ
C: who we employ D: which we employ
3. _____ with them. You'll never get a refund.
A: Don't bother to argue B: Don't bother at arguing
C: There in no point argue D: There in no point in arguing

IV. Translation: (max. 16 points)

points

Translate the following sentences into English: (6 points each)

I kdyby mě má pozice opravňovala sdělovat jména kandidátů, kteří se dostali do užšího výběru, nemohl bych vám tuto informaci poskytnout.

Obsah letáku byl určitě důkladně zkontrolován, a tak není pochyb o tom, že chyba nastala při předvádění výrobku v místě prodeje.

CREDIT TEST – KEY

PJI/2 – spring semester
model test

I. Listening: (max. 20 points)

points

A. Listen to the conversation and choose the correct answer from the following points: (2 points each)

What is the vacant position available in Patagonia?

- A: Outdoor Clothing Associate
B: Public Affairs Associate
C: Public Relations Assistant

What must candidates have?

- A: Experience with the press and Public Relations**
B: Instructor in all outdoor sports
C: some basic German

When will job interviews take place?

- A: Before the last week of February
B: During the last week of February
C: After the last week of February

Which is correct?

- A: The candidate has family in Munich & the job will be based in Munich**
B: The candidate has family near Munich & the job will be based near Munich
C: The candidate has family near Munich & the job will be based in Munich

How much does the job pay?

- A: € 35000 - €40000, depending on experience
B: The candidate doesn't know, but she's applying anyway
C: The employers will definitely tell her on the interview

B. Complete using the correct words from the listening script: (1 point each)

Fiona Scott said that she had found a (1) **great** (2) **new** (3) **job** in the (4) **newspapers** the (5, 6) **other day**. The job is just what she (7, 8) **always wanted**. It's for a (9) **Californian** company called (10) **Patagonia**.

II. Vocabulary: (max. 34 points)

points

A. Translate the following expressions into English: (2 points each)

provést menší opravu – **to carry out a minor repair**

konec platnosti záruky – **the end of validity of a guarantee/warranty**

soudit se s neplaticími zákazníky – **to sue defaulting customers**

nežádoucí vedlejší efekt – **undesirable side effect**

nepředvídatelné důsledky – **unpredictable consequences**

zápisky z předchozí schůze – **minutes of previous meeting**

odstoupení od smlouvy – **withdrawal from a contract**

obrátit se na pojišťovacího makléře – **to address/turn to an insurance broker**

B. Write expressions the following definitions refer to: (2 points each)

1. an arrangement by which goods are sent to a buyer on condition that they are paid for when they arrive:

CASH ON DELIVERY

2. a system used in business to check that people who owe money do not owe more than the amount allowed and that they pay within the agreed time:

CREDIT CONTROL

C. Complete the sentence with one of the following phrases; translate the selected phrase into Czech. (2 points each)

**FASHION VICTIM, LABOUR TURNOVER, BUDGET RIVAL,
WORD OF MOUTH, KEY ACCOUNTS**

1. We are seeking a person to deal with our **KEY ACCOUNTS** all over the world.

In Czech: **klíčoví zákazníci**

2. To slow the **LABOUR TURNOVER** the company offered middle managers a thorough training and a new bonus scheme.

In Czech: **fluktuace zaměstnanců / pracovních sil**

3. The difference in price between a premium brand product and a **BUDGET RIVAL** can be as high as 80%.

In Czech: **nízko rozpočtový konkurent / levnější konkurenční výrobek**

D. Complete the sentences with correct forms of the following verbs; some verbs are not used: (1 point each)

**EMPHASIZE – ASSUME – WITHHOLD – ENCOURAGE
APPROVE – REVIEW – PREVENT**

1. As some of the goods are damaged, we **WILL WITHHOLD** payment until you replace them.

2. Who **APPROVED** of the sales figures for Italian market?

3. She did not have to **EMPHASIZE** that their firm had always paid on time.

E. Complete each sentence with a word made from the word given in brackets. (1 point each)

1. We can not spend that much on **PROMOTIONAL** literature. (**PROMOTE**)
2. The machine needs to be replaced as the breakdown is **UNREPAIRABLE** (**REPAIR**)
3. The **ADDRESSEE** has not been found and the letter came back. (**ADDRESS**)
4. We need not have lost the contract if it had not been for his **CARELESSNESS**. (**CARE**)
5. What is the **OBJECTIVE** of the market research? (**OBJECT**)

III. Grammar: (max. 30 points)

points

A. Fill in the gaps with a suitable preposition or adverbial, if necessary: (1 point each)

1. The machine parts are still **on** order, we are expecting them soon.
2. Our own technician can carry **out** minor repairs.
3. They will give us the money **on/under** one condition - that we pay it back within six months.
4. Please reply **by** return of post.
5. Larger companies have larger resources **at** their disposal.
6. Half a million people subscribe **to** their cable TV service.

B. Put the **verbs** and other words in brackets into their correct forms, add prepositions, particles or auxiliary verbs if necessary. You may need to use the passive forms of the verbs: (9 points total)

1. She **keeps claiming** that increased production may **mean taking** on extra staff at the weekend which can't **be avoided doing** in any case.
2. It is better **to ask** for help instead of **pretending to know** how **to do** something when you are probably not capable **of doing** it at all.

C. Rewrite the sentences so that they mean the same as the sentence above. (3 points each)

1. We have lost a good customer. They didn't renew the contract because we had been so greedy.
We have lost a good customer. They **would have renewed** the contract if we **hadn't been** so greedy.
2. I've never had a more stressful week before.
It's **the most stressful week** I've ever had.
3. I bought the tools but it was not necessary because the company provided everything.
I **needn't have bought** any tools because the company provided everything.

D. Choose the words or phrases that best complete each sentence. The number of correct answers is 0-4. (2 points each)

1. We can take a trip along _____ and visit _____. (0)
A: River Thames ... the British Museum B: a River Thames ... a British Museum
C: the River Thames ... British Museum D: River Thames ... British Museum
2. The people _____ are very highly qualified. (3)
A: that we employ B: we employ
C: who we employ D: which we employ
3. _____ with them. You'll never get a refund. (2)
A: Don't bother to argue B: Don't bother at arguing
C: There in no point argue D: There in no point in arguing

IV. Translation: (max. 16 points)

points

Translate the following sentences into English: (6 points each)

I kdyby mě má pozice opravňovala sdělovat jména kandidátů, kteří se dostali do užšího výběru, nemohl bych vám tuto informaci poskytnout.

Even if my position entitled me to give/announce/communicate the names of short-listed candidates, I would not be able to/could not provide you with the information.

Obsah letáku byl určitě důkladně zkontrolován, a tak není pochyb o tom, že chyba nastala při předvádění výrobku v místě prodeje.

The content of the leaflet must have been thoroughly checked and so there is no doubt the mistake has arisen while/when displaying/presenting/showing the product at the point of sale.