

REVIEW TEST
PJ13A
Market Leader: Unit 1

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

II. Vocabulary: (max. 34 points) points

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

- mít přednost před pravidly a nařízeními – **to take precedence over rules and regulations**
- kultury spojující různé rysy – **cultures combining various features**
- nerespektovat postavení nadřízeného, prosazovat svůj názor a ponížít ho – **to disrespect the status of the superior, to push through one's opinion and to humiliate him**
- citovat přísloví podložené zkušenostmi – **to quote a proverb based on experience**
- kandidáti užšího výběru u pohovoru – **shortlisted candidates at an interview**
- být zaujatý kvůli vzhledu uchazeče – **to be biased due to the appearance of the applicant**
- důkladné prozkoumání pozice před podáním žádosti – **a thorough examination of the position before submission of an application**

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

- a strategy where a company is operating all around the world but adapts its products or services and its manufacturing methods to make them suitable for local conditions: **glocalization**
- a type of selective thinking whereby one tends to notice and to look for what confirms one's beliefs, and to ignore, not look for, or undervalue the relevance of what contradicts one's beliefs. – **confirmation bias**

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

COVERING LETTER, TRACK RECORD, STATE-OF-THE-ART TECHNOLOGY, DOWN-TO-EARTH, REFERENCES, SALES VOLUME, DULL

- We're looking for someone with a proven **track record** in selling advertising.
In Czech: výkon v oboru
- His straightforward and **down-to-earth** approach to the problem helped us to understand where we have been making a mistake.
In Czech: praktický, realistický
- We will only use the **references** if we need to verify the statements in the CV.
In Czech: reference/doporučení

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

SUIT - IMPLEMENT - OUTLINE - MEASURE - RESIGN - EMPHASIZE - BRUSH UP - AWARD - VARY

- I need to **brush up** on my German before I set off on the trip.
- In my previous job I was in charge of **implementing** new strategies into the company policy.
- Education shouldn't **be measured** purely by examination results. The ability to apply knowledge is vital.

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

- I hope this position will provide me with growth and **advancement**. (ADVANCE)
- Not always is it mandatory to include your **marital** status in the CV. (MARRY)
- I have **consequently** met many people from various countries. (CONSEQUENCE)
- Characteristics **inherited** from our parents influence us most. (HEIR)
- The characteristics **arising** from history and economy must be considered too. (RISE)
- Expect to be asked about your **strengths** and **weaknesses**. (STRONG/WEAK)

III. Grammar: (max. 30 points)

points

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

1. Do not give those people a chance to discriminate **against** you.
2. I appreciate that you have given me a chance to show how I can benefit **_** your company.
3. How does the experience relate **to** the job you are applying **for**?
4. The investment **into** the preparation will eventually pay **out/off in** the long run.
5. I think we should go **over** the applications again.

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

1. Juliet joined the company in 2000. Next year it will be 10 years.
Next year Juliet **will have been working here for 10 years.**
2. He started painting the room at 8 a.m. When I got home at 5 p.m. he was still painting.
When I got home he **had been painting the room** for 9 hours.
3. I never had to make a presentation before.
This is the first time I **have had to make a presentation.**

C. Fill the gaps with the definite article **the**, indefinite article **a(n)** or no article: (1 point each)

One of the children suddenly said, "This is the silliest story I **have ever heard** (hear, ever). I was in the middle of reading Goldilocks and the three Bears. We **had just reached** (reach, just) the part where Goldilocks enters the bears' house and eats some porridge from the bowls. "Where **were** (be) the bears?" he asked. "Maybe outside or playing in the woods," I suggested. "And their house was wide open? They **hadn't even locked** (lock, even) the door before going out?" "Well, in the old days, people **didn't lock/use to lock** (lock) their doors." "And their food was on the table, but they **hadn't eaten** (eat) it before they **went** (go) outside?" "Maybe they **didn't eat** it because it was too hot." "If you **had cooked** (cook) the meal, you wouldn't **have gone** (go) out and left it, would you?" "Probably not, but it's just a story," I explained rather weakly.

D. Choose suitable words or phrases that can complete each sentence. The number of correct answers is **0 – 4**. (2 points each)

1. They say they _____ the goods on the 15th. But we _____ them yet.
A: have sent.....haven't received *B:* had sentdidn't receive
C: sent..... hadn't received *D:* were sending.....haven't received
2. By the time they _____ the product their competitors _____ theirs.
A: have launched will launch *B:* had launched ... will have launched
***C:* launch... will have launched *D:* launched... had launched**
3. Every time inflation _____, people _____ higher wages.
A: went ... demand ***B:* goes up...demand**
C: has gone up ... demanded *D:* will go up ...will have demanded

IV. Translation: (max. 16 points)

points

Translate the following sentences into English: (8 points each)

Odpovídám na Váš inzerát uveřejněný v MF Dnes ze dne 9.září 2010, ve kterém inzerujete pozici marketingového ředitele pro východní divizi. Po důkladném prostudování nabízené pozice jsem se rozhodl o ni usilovat, neboť splňuje všechny parametry práce, kterou hledám, a na kterou, jak dokládám v přiloženém životopise, mám potřebnou kvalifikaci i praxi.

I am replying to your advertisement published in MF Dnes of 9 September 2010, in which you are offering the position/vacancy of a Marketing Manager for the Eastern division. Having studied the position thoroughly, I have decided to aim at getting it, as it fulfils all parameters of a job I am looking for, and for which, as you will see from the enclosed CV, I have been fully qualified and have the necessary experience.

V asijských zemích je kladen velký důraz na hierarchii a vyšší postavení. Není myslitelné, aby podřízený zpochybnil rozhodnutí nadřízeného nebo se snažil jej měnit. Naopak v lineárních kulturách je naprosto běžné, že zaměstnanci na několika úrovních o svých rozhodnutích diskutují a nebojí se konfliktů.

In Asian countries huge emphasis is put on hierarchy and seniority. It is unthinkable for a subordinate to challenge a decision made by a superior or to try to change it. In linear cultures, on the contrary, it is perfectly common/all right for employees on various levels to discuss their decisions and not to be afraid of conflicts.

