

UNIVERSITE PARIS 1 PANTHEON- SORBONNE

UFR 06 / SGEL

LICENCE DE GESTION ET ECONOMIE D'ENTREPRISE

EXAMEN DE RATTRAPAGE D'ANGLAIS APPLIQUÉ A LA GESTION, semestres 1 & 2

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Maître de Conférences

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Durée : 2 heures

Nom et Prénom :

No. Etudiant :

No documents allowed.

Part One : Vocabulary (5 points)

From your knowledge of subjects studied in class, circle the alternative (a), (b) or (c) which matches the definition.

1. An association of tradesmen or artisans which controlled production of a particular commodity or service and which regulated the admission of members
(a) trade union (b) guild (c) sect.
2. Adults in employment or looking for a job
(a) labor force (b) staff (c) personnel
3. The income accruing to the entrepreneur
(a) salary (b) profit (c) receipts
4. The worker's ability or capacity to produce
(a) labor power (b) workforce (c) surplus value
5. A manual occupation requiring a high degree of skill
(a) trade (b) job (c) entrepreneurship
6. Buyers of products and services who use them to satisfy their needs
(a) suppliers (b) traders (c) consumers
7. Items used in manufacturing and transformed to make a finished product
(a) primary produce (b) foodstuffs (c) raw materials
8. Shipping of goods from one country to another for sale or exchange
(a) import (b) export (c) haulage
9. The quantity of a good available on the market
(a) offer (b) provision (c) supply

10. Income for manual labour
 (a) salary (b) wages (c) cash
11. A slowdown in economic activity
 (a) depression (b) crash (c) recession
12. Organization of workers set up to protect and promote their rights and interests
 (a) labour exchange (b) claimants' union (c) trade union
13. Rivalry between different firms for the same customers
 (a) competitiveness (b) concurrence (c) competition
14. An agent who buys and sells stocks and shares on a stock exchange
 (a) shareholder (b) stockman (c) stockbroker
15. Customs duties levied by a government on imported or exported goods
 (a) rates (b) tariffs (c) sales tax
16. Permanent withdrawal from regular or active employment
 (a) retirement (b) pension (c) recruitment
17. Workers who have acquired, through training or apprenticeship, the special abilities required to do certain work
 (a) blue-collar workers (b) white-collar workers (c) skilled workers
18. The workforce or personnel of an organization
 (a) working population (b) staff (c) labour force
19. A stoppage of work, as a protest against working conditions, low pay, and so on
 (a) a picket (b) a strike (c) a slowdown
20. Supply and demand
 (a) equilibrium (b) economy (c) market forces

Part Two : Reading (5 points)

A. Read the text below and address the ensuing comprehension exercise

Social Security in Britain

The social security system provides benefits for British people and is operated by the Department of Work and Pensions agencies throughout the country. It is the government's single most expensive programme (28 per cent of public spending or £138 billion in 2004-5) and is financed from general taxation and contributions by employers and workers over 16 to the National Insurance Fund.

This means that social security gives benefits to workers who pay contributions to the National Insurance Fund and income tax system ; income-related benefits to people who have no income or whose income falls below certain levels and who need assistance ; and other benefits which are conditional on disability or family needs, such as non-contributory Disability and Attendance Allowances.

The contributory system gives, for example, relatively low state retirement pensions for employed women at 60 and men at 65 (to be equalized at 65 for all from 2010); maternity pay for pregnant working women; sick pay or incapacity benefit for people who are absent from work because of illness or who become incapable of work; and a Jobseeker's Allowance for those who become unemployed (dependent upon people actively seeking work).

Income-related benefits are also provided by the state, usually after means-testing (examination of financial position). For example, *Income Support* depends upon savings and capital and is given at various levels of eligibility to some 5.6 million people in financial need, such as one-parent families, the elderly, long-term sick and unemployed. It covers basic living requirements, although the sums are relatively low. It also includes free prescription drugs, dental treatment, opticians' services and children's school meals. The *Working Families' Tax Credit* is a benefit whereby families with children and at least one parent in low-paid work receive a tax credit through workers' pay packets to increase their earnings. It includes the same extra benefits as *Income Support* and is dependent upon income, savings and capital. A *Child Tax Credit* is a payment to support families with children and is dependent upon income and the number of children in a family unit. *Housing Benefit* is paid to people on *Income Support* and other low-income claimants (4.2 million in 2001) and covers the cost of rented accommodation. A tax-free *Child Benefit* (£15 per week for the eldest child and £10 for other children) is paid to all mothers for each of her children up to the age of 18, irrespective of family income.

In the past, people in great need were also able to claim non-contributory single payments, such as the cost of clothes, cookers and children's shoes, in the form of grants or loans. But these have been sharply cut and replaced by a Social Fund, to which people have to apply.

Social security does provide a degree of security. It is supposed to be a safety net against urgent needs, but this does not prevent hardship. Some 27 per cent of British people are on different kinds of income-related benefits. It is also estimated that a quarter of the population (including 4.5 million children) exist on the poverty line, which is sometimes measured as half the average national income. But accurate figures of poverty are difficult to find, because of the variable presentation of official statistics; because there are different definitions of what constitutes poverty; and because poverty today tends to be seen in relative rather than absolute terms.

Conservative and Labour governments are concerned that people should look after themselves more, without automatic recourse to the state for help and that they should seek employment more actively. They are encouraged to take out private pensions to add to their low state pensions and to ensure privately against health and other costs. But the inadequate record of the insurance companies in these areas has been criticised.

The value of occupational pensions operated by private companies has effectively been reduced by a movement from final-salary pensions to different forms of subscription and some firms have gone out of business leaving workers without the pensions to which they have contributed. It is argued that a predicted state and private pension crisis in Britain can be resolved only by increased taxation to pay for state pensions at a time when the labour force is decreasing or by workers working longer and saving more for their retirements (or by a mixture of the two).

(From John Oatland, *British Civilisation*, London, Routledge, 2006)

B. Circle the alternative (a), (b) or (c) that most fully and correctly completes the statements or answers the questions below

1. The Social Security system in Britain is financed by
 - (a) the taxpayer, employees and employers
 - (b) the taxpayer, the labour force and employers
 - (c) the taxpayer, the unemployed and employers
2. Income-support is granted to people living below the
 - (a) poverty trap
 - (b) poverty line
 - (c) breadline
3. retirement pensions are
 - (a) income-related benefits
 - (b) means-tested benefits
 - (c) non-means tested benefits
4. When a worker can no longer return to work, following an accident at the workplace, what allowance does he or she receive ?
 - (a) disability allowance
 - (b) incapacity benefit
 - (c) sick pay
5. What type of benefit is maternity pay ?
 - (a) means-tested
 - (b) contributory
 - (c) non-contributory
6. Child benefit, on the other hand, is
 - (a) means-tested
 - (b) contributory
 - (c) non-contributory
7. As for Social Fund, it is
 - (a) means-tested
 - (b) non-means tested

(c) contributory

8. When someone is unable to meet basic living needs such as food, clothing and housing, he or she is said to live in

(a) poverty

(b) relative poverty

(c) absolute poverty

9. There is a convergence of opinions in Britain across the political

(a) divide

(b) orientation

(c) spectrum

about the need for British people to rely on themselves more without resorting systematically to the state for help.

10. The final-salary pensions movement advocates the calculation of pensions according to the number of years worked and

(a) salary earned by the employee at the end of their career

(b) the highest salary earned by the employee in their working life

(c) the average salary earned by the employee in their working life

Part Three : Grammar (5 points)

A. Do or Make. Circle the correct choice

1. Keynes *did / made* his best to draw a sharp distinction between saving and investing.
2. According to Keynes, economists would be *doing / making* a big mistake if they believed that all saving was being invested.
3. In the period between the two world wars, little was *done / made* to alleviate 'poverty in the midst of plenty'.
4. Saving means *doing / making* the choice to spend less on consumption.
5. Entrepreneurs will be unable to *do / make* sufficient business if there is a lack of paying customers.
6. Keynes urged the government to *do / make* its duty by compensating for the shortage of purchasing power.
7. The government will need to *do / make* urgent arrangements to fund public work projects.
8. When there is a lack of investment opportunities, *doing / making* profits may well be postponed.
9. Keynes argued that the propensity to *do / make* savings may be an individual virtue but it is not necessarily a social one.
10. Keynes *did / made* a lot to promote intervention by government in the economy.

B. For, since or ago? Fill in the blanks using the correct expression.

11. Many years, the general health of the labour force was much lower.
12. Semi-skilled workers have been using computersa number of years.
13. The general education of workers has risen substantially the late nineteenth century.
14. these figures were published, new data has been collected.
15. The 35-hour week has been in force a year.
16. Unemployment figures have remained stable the December count.
17. Computers were introduced into factories over thirty years
18. He has been moonlighting he left school.
19. These tools were invented long
20. Welfare services have been curtailedthe end of last year.

Part Four : Writing (5 points)

A. *Change the following sentences from the active to the passive voice.*

1. We are going to make 50 per cent of our production at our Bahrain plant.

2. The company is expanding its range of services.

3. We are relocating our headquarters in Malaysia.

4. The sales manager increased the commission paid to agents.

5. Employees must wear protective clothing inside the production area.

6. We were considering the merger proposal for most of last year.

B. *Re-write the following sentences using the structures « have something done »*

7. Someone is going to cancel his benefits.

8. Someone repairs their car in a back-street garage.

9. Someone should set up retraining schemes for those jobseekers.

10. Someone has excluded school leavers from the recorded unemployment figures.

Key to answers and guidelines for marking

Part One : Vocabulary (5 points)

Answers

1. (b) 2. (a) 3. (b) 4. (a) 5. (a) 6. (c) 7. (c) 8. (b) 9. (c) 10. (b)

11. (c) 12. (c) 13. (c) 14. (c) 15. (b) 16. (a) 17. (c) 18. (b) 19. (b) 20. (c)

Marking

0.25 point for a correct answer. Nothing to be awarded otherwise. No penalty for a blank or a wrong answer.

Part Two : Reading (5 points)

Answers

1. (a) 2. (b) 3. (a) 4. (b) 5. (b) 6. (c) 7. (a) 8. (c)

9. (c) 10. (a)

Marking

0.5 point for a correct answer. Nothing to be awarded otherwise.

Part Three : Grammar (5 points)

Answers

A.

1. did 2. making 3. done 4. making 5. do 6. do 7. Make

8. making 9. Make 10. Did

B.

11. ago 12. for 13. since 14. Since 15. for 16. since 17. ago 18. since

19. ago 20. since

Marking

0.25 point for a correct answer. Nothing to be awarded otherwise.

Part Four : Writing (5 points)

Answers

A.

1. 50 per cent of our production is going to be made at our Bahrain plant.
2. The range of services is being expanded by the company.
3. Our headquarters are being relocated in Malaysia.
4. The commission paid to agents was increased by the sales manager.
5. Protective clothing must be worn by employees inside the production area.
6. The merger proposal was being considered for most of last year.

B.

7. He is going to have his benefits cancelled.
8. They have their car repaired in a back-street garage.
9. They should have retraining schemes set up for those jobseekers.
10. They have had school leavers excluded from the recorded unemployment figures.

Marking

0.5 point for a correctly written answer. Nothing to be awarded otherwise.