

▪ KEY : ENGLISH I3, MODEL TEST

1. LISTENING, total: 16 pts

1. Listen to the first part of an interview with the CEO of the JMP company talking about a successful merger with the ABC company and answer the following questions.

(4 pts per item; total: 12 pts)

1. Why did JMP decide to merge with ABC?
 - to reduce costs and increase efficiency
 - to create a company capable of taking on the performance of the Japanese companies
2. What is the main mission of the newly created company?
 - to be the world's first choice provider
 - to become more customer focused
3. How did employees of both companies mentioned behave before and after the merger took place?
 - before: they were trying to find out what the other was up to/what the competition was doing
 - after: they started to share their ideas, plans and visions

2. Now, listen to the second part of the same interview about the history of the JMP company and decide which of the following statements are true (T) and which are false (F).

(1 pt per item; total: 4 pts)

1. In the 1970s the JMP company was taken into public ownership. T/F
2. When Margaret Thatcher came to power, the company was nationalized. T/F
3. When the JMP company was acquired by A.J. Holland, it went through a very rapid period of growth. T/F
4. Immediately after the merger with the ABC company took place, many people lost their jobs at a day's notice with no compensation. T/F

2. VOCABULARY, total: 25 pts

Part A (2 pts per item; total: 16 pts)

- neuctivý postoj – **a disrespectful attitude**
vlastnit prodejní automaty – **to own/possess vending machines**
dlouhodobá poptávka - **a long-term demand**
pokusné uvedení (na trh) – **a trial launch**
menšinová účast – **minority interest**
žalovat subdodavatele - **to sue a subcontractor** (for)
záměrně narušovat stávkou – **to deliberately disrupt a strike/ to disrupt a strike on purpose**

odhalit nepřiměřený nátlak – **to reveal inadequate pressure**

Part B (2 pts per item; total: 6 pts)

1. Companies have also **intangible assets** whose value is difficult to quantify or turn into cash, such goodwill, patents etc.
2. If factories are equipped so that set-up times are short, very small **production runs** are possible.
3. Reduced-price packs in supermarkets can be used to attract **price-conscious brand switchers** and also to counter a promotion by competitor.

Part C (1pt per item; total: 3 pts)

1. You may be **under-utilizing** your workforce.
2. Sales promotions can also **be aimed** at distributors, dealers and retailers.
3. Conglomerates may become unmanageable and **fail** to achieve synergy.

3. GRAMMAR, total: 34 pts

Part A (4 pts per item; total: 16 pts)

1. She **is joking/has joked/ joked/ jokes about becoming** her father's boss.
- 2.-3. My brother has **always dreamt/dreamed about working for** a financial institution, and he **has not hesitated to apply for** any job advertised by such institutions.
4. I would **accept being punished for leaking/ have accepted being punished for leaking** some confidential information.

Part B (4 pts per item; total: 12 pts)

1. Is it possible to get this machine serviced before the guarantee expires next week?
I wonder **whether it is possible to get this machine serviced before the guarantee expires next week.**
2. The consignment got damaged on the way to the warehouse and we had to complain.
If **the consignment hadn't got damaged on the way to the warehouse, we wouldn't have had to complain.**
3. The MD said to us: "Do not underestimate our competitors because they are more able and flexible than they seem."
The MD told **us not to underestimate our competitors because they are/were more able and flexible than they seem/seemed.**

Part C (1pt per item; total: 6 pts)

1. Advanced countries no longer depend **on** industry **to** the extent they once did.
2. How much are you willing to spend **on** accessories?
3. Although the companies could easily set **up** their own advertising departments, they tend to use the services of large advertising agencies.
4. If the limited company goes bankrupt, it is wound **up** and its assets are liquidated to pay debts.

5. In this type of company, the owners have to put **up** the capital themselves or borrow from a bank.

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4. DEFINITIONS, total: 9 pts

1. a company that is only liable for the amount of capital that shareholders have invested and not for debts greater than this amount = **limited liability company**
2. to protest outside the factory or other workplace, and try to persuade workers and delivery drivers not to enter = **to picket**
3. a loan, usually to buy a property, which serves as a security for the loan = **a mortgage**

5. TRANSLATION, total: 16 pts

(8 pts per sentence)

1. To reach the highest possible productivity, creativity and wealth, you should split your company into a few groups which will compete with each other.

2. Companies can fill their product lines to use/utilize excess production capacity or to fill the gaps in the market.