

# REVIEW TEST

## PJI1A

### Intelligent Business: Unit 1 - Alliances

|                                    |  |                                     |             |
|------------------------------------|--|-------------------------------------|-------------|
| <b>Name:</b>                       |  |                                     |             |
| <b>Teacher:</b>                    |  | <b>TOTAL</b><br>(60 points to pass) | <b>MARK</b> |
| Number of points (max. 100 points) |  |                                     |             |
| I. Listening:                      |  |                                     |             |
| II. Vocabulary:                    |  | III. Grammar:                       |             |
|                                    |  | IV. Translation:                    |             |

**I. Listening:** (max. 20 points)  
points

**II. Vocabulary:** (max. 34 points)  
points

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

podléhat uzavřené dohodě – \_\_\_\_\_

zvýšit podíl na trhu – \_\_\_\_\_

dovolit si ustoupit do pozadí – \_\_\_\_\_

hladce se přizpůsobit firemní kultuře – \_\_\_\_\_

být posuzován za nabídku k převzetí – \_\_\_\_\_

skončit obrovským neúspěchem – \_\_\_\_\_

pustit se do obchodních příležitostí – \_\_\_\_\_

oznámená fúze a navrhované převzetí – \_\_\_\_\_

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

1. a company that is formed to buy shares in other companies which it then controls:

2. an agreement between two or more organizations to work together:

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

**REVENUES, CEO, CORPORATE ALLIANCES,  
COSTS, SHAREHOLDERS, MDO, ANIMAL SPIRITS**

1. Whenever two major companies announce a merger, \_\_\_\_\_ look forward to making huge fortunes.

*In Czech:* \_\_\_\_\_

2. Once a big company gets into a new market, its \_\_\_\_\_ becomes a famous player in the industry.

*In Czech:* \_\_\_\_\_

3. Many generic drugmakers are successful because they have low prices; to achieve this, they have to keep all \_\_\_\_\_ low.

*In Czech:* \_\_\_\_\_

**D. Complete the sentences with correct forms of the following verbs; some verbs are not used:**

(1 point each)

**BUILD – ANNOUNCE – TOTAL – DO  
LOOK FOR – SET UP – CONSTRUCT**

1. Have you \_\_\_\_\_ the meeting for 10 or 11 o'clock tomorrow?

2. Generic drug sales \_\_\_\_\_ \$30 billion last year in Europe and America.
3. It's clear that companies want \_\_\_\_\_ portfolios with diverse investments.

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

1. Multicultural teams have to deal with unpleasant \_\_\_\_\_ coming from differences in cultures. (**UNDERSTAND**)
2. Small but successful Czech companies are often bought by big \_\_\_\_\_ companies that operate throughout the world. (**NATION**)
3. \_\_\_\_\_ is a key ability for all companies that want to succeed on the market. (**COMPETE**)
4. Many top executives are \_\_\_\_\_ influenced by the herd instinct. (**POWER**)
5. The \_\_\_\_\_ that all big companies want to acquire small ones is simply false. (**ASSUME**)

### III. Grammar: (max. 30 points)

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

1. There's been a dramatic increase \_\_\_\_\_ the number of mergers.
2. Miramax didn't turn \_\_\_\_\_ Disney's offer – and it was a mistake.
3. Have you been articulate enough \_\_\_\_\_ your proposed action?
4. Many travelers have recently been \_\_\_\_\_ South America for their vacation.
5. \_\_\_\_\_ behalf \_\_\_\_\_ the department I would like to thank you all.
6. I'm afraid we won't be able to sort \_\_\_\_\_ the problems soon.

**B. Rewrite the sentences so that they mean the same as the sentence above.**

(3 points each)

1. Temporary staff work in this company. They began to work here 10 years ago.  
The temporary staff \_\_\_\_\_ 10 years.
2. Coca-Cola earned \$100 million here. It was before the year 2004.  
By 2004 \_\_\_\_\_.
3. The finance director plans to go for a business trip. His schedule says that he is supposed to meet his business partner on Monday afternoon.  
The finance director, who is going for a business trip,  
\_\_\_\_\_  
\_\_\_\_\_ on Monday afternoon.

**C. 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:*

(1 point each)

As you know Alcott and Eves \_\_\_\_\_ (**be**) the major players in the events industry. Well, Bev Andrews, their CEO, \_\_\_\_\_ (**call**, I) a hour ago. I'm still so surprised as she wants me to join their company. I \_\_\_\_\_ (**hear**) about their expansion recently. They \_\_\_\_\_ (**make**) a decision to become number one in their field. The company \_\_\_\_\_ (**employ**) 20 new people earlier this month since they \_\_\_\_\_ (**to be able**) to deal with the administration. But I will \_\_\_\_\_ (**refuse**, probably) the offer because I \_\_\_\_\_ (**leave**) for New York on the 15<sup>th</sup>. And I \_\_\_\_\_ (**want, stay**) there for three months!

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

(2 points each)

1. The shares of car manufacturers \_\_\_\_\_ for three months.

A: have been risen

B: have been rising

C: were rising

D: are rising

2. We haven't seen any improvement in the public health care sector \_\_\_\_\_.

A: yet

B: so far

C: by now

D: just

3. After my arrival to Paris, I \_\_\_\_\_ in the Ritz Hotel.

A: am staying

B: will be staying

C: will have stayed

D: will stay

#### IV. Translation: (max. 16 points)

points

*Translate the following sentences into English:*

(8

*points each)*

Pokud se chcete vyhnout negativním pracovním vztahům se svými obchodními partnery, musíte se snažit nalézt, co s nimi máte společného, projevit zájem o to, co říkají, důvěřovat jim a také mít čas osobně se poznat.

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Společnosti rády provozují akvizice a fúze, neboť je to jeden z nejjednodušších způsobů jak si zajistit rychlý růst, diverzifikovat své investiční portfolio a ovládat konkurenci.

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