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Державний торговельно-економічний університет
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Кафедра	іноземної філології та перекладу
Освітній ступінь	бакалавр
Спеціальність	076 «Підприємництво, торгівля та біржова діяльність»
Семестр	8
Навчальна дисципліна	Іноземна мова спеціальності
Форма навчання	денна

Екзаменаційний білет № 1

I. Insert the correct word given below into the gaps. Translate the text into Ukrainian (*всі правильно заповнені пропуски оцінюються в 10 балів, адекватний переклад оцінюється в 15 балів; максимально 25 балів*).

win-win, both, winners, agreement, skillful, locked, bargain, concessions, raise, caution

In a successful negotiation, everyone should leave the negotiating table happy with the outcome: there shouldn't be 1).... and losers. The negotiators should try to reach a 2).... solution: an agreement of equal benefit to 3).... sides. This can be achieved in a number of ways.

The 4).... negotiator is the person who moves ahead in the business world. He or she has a skill that today is used in everything from getting a 5).... to delegating an unwanted assignment to reaching a manufacturing 6).... worth billions.

In Getting to Yes, Roger Fisher and William Ury 7).... that negotiation is not a matter of making 8).... or butting heads. They call for principled negotiations — deciding issues on their merits. When you 9).... over positions, you get 10).... in and get sidetracked from meeting both parties' concerns. Agreement is less likely.

II. Choose the right answer (*кожна правильна відповідь оцінюється в 4 бали; максимально 40 балів*).

- There's no doubt that computers have _____ our lives easier.
(A) done (C) become
(B) got (D) made
- The journalist asked me _____ .
(A) what was my favourite pastime (C) what my favourite pastime was
(B) what is my favourite pastime (D) what my favourite pastime is
- You'll be here tomorrow, _____ ?
(A) isn't it (C) will you
(B) won't you (D) will you be
- There was _____ to eat and drink after the party.
(A) many (C) a lot
(B) lot of (D) lots of
- _____ that strange man sitting over there?
(A) Whose (C) Who's
(B) Which (D) Who
- A kangaroo has such strong legs _____ it can jump over a car.
(A) so (C) as
(B) so as (D) that
- Is there _____ in the room?
(A) somebody (C) anybody
(B) something (D) anywhere
- The telephone was _____ by Alexander Graham Bell.
(A) discovered (C) explored
(B) invented (D) studied
- This programme _____ me a lot of money.

- (A) cost (C) had costed
(B) costed (D) was cost
10. It happened our way home.
(A) in (C) for
(B) on (D) about

III. Use the correct form of the words in the boxes to complete the sentences (*правильна відповідь оцінюється в 2 бали; максимально 10 балів*).

assume guess suppose estimate calculate predict

1. Since I hadn't studied for the test, I had to ... most of the answers.
2. We were.... to play football today, but we cancelled it.
3. It's almost impossible to.... what the future holds.
4. I... I'll be late for work, since there's so much traffic.
5. We had... the value of the house to be around 60,000 dollars, but we hadn't.... the cost of the renovation.

IV. Put the verbs in the correct tense, write down the whole text (*максимально – 25 балів*).

Dear Alice,

Hi! I'm on holiday in London. I (stay) with my friend, Jane. She (live) in the centre of London, near Hyde Park. I (be) here since Saturday and I (already, do) lots of things. I (visit) the Tower of London, the British Museum and Madam Tussaud's. I (go) to Madam Tussaud's on Monday. It (be) terrible. When I (enter) the Chamber of Horrors, I (scream) Yesterday Jane and I (go) shopping. I (want) to buy some souvenirs. But while I (pay) for a T-shirt, someone (steal) my bag. Luckily, I (spend, already) nearly all my money.

There (be) a lot of things I (not, do) yet. I (not, be) on a boat trip down the Thames yet, I (not, see) the Millennium Dome. If the weather (be) fine tomorrow, I (go) on a boat trip. I hope Jane can keep me company. I (be) back in a week, so I (call) you than.

Love,
Ann.

Загальна кількість балів – 100

Науково-педагогічний працівник



Лілія ТЕРЕЩЕНКО

Завідувач кафедри



Наталя ІВАНИЦЬКА