

Контрольная работа №2

Вариант 1

Упражнение 1. Прочитайте и переведите данный текст.

Importers and exporters do not use the same currency. When they buy and sell goods they change money from one currency to another. There are two ways of doing this. First, the importer can pay in his currency and the exporter changes it on the international currency market. Secondly, the importer sells his own currency and purchases the exporter's. Then the importer pays. Usually the banks buy and sell currency for their clients.

The international currency market consists of a net of a net of international banks. Exchange brokers and dealers deal in foreign exchange (Forex) transactions. The exchange rates fluctuate from day to day. For example, one day the exchange rate is 0.526 pound sterling to a dollar, another day it is 0.520 pound sterling to a dollar. Dealers and banks choose the best rates and profit by forex dealing.

Пояснения к тексту:

Currency	-валюта	deal	-иметь дело, сделка,
goods	-товары		совершать сделку
net	-сеть	foreign exchange	-валютный рынок,
rate	-ставка, курс		иностранная валюта
pound sterling	-фунт стерлингов	fluctuate	-колебаться
purchase	-приобретать	exchange broker	-брокер, совершающий операции по обмену валюты

Упражнение 2. Ответьте на вопросы к тексту.

1. Do the importers and exporters use the same currency?
2. How do the importer get the currency they need?
3. What is the first way the importers use?
4. Where does the importer change money?
5. Who buys and sells currency for their clients?
6. What does the international currency market consist of?
7. Who deals in forex transactions?
8. Do the exchange rate fluctuate?
9. What rates do the dealer choose to profit by foreign currency transactions?

Упражнение 3. Раскройте скобки и употребите глагол в нужном времени, лице и числе.

1. The swimming bath (to open) at 9.00 and (to close) at 18.30 every day
2. Tom usually wakes up early. Yesterday morning he (to wake up) late.
3. Perhaps in the future men (to live) on the sea, away from the crowded and noisy cities on land.
4. What time banks (to close) in Britain?
5. I (not/ to go) to work yesterday because I (not/to be) very well.
6. I (to have) a car but I (not/to use) it very often .

Упражнение 4. Заполните пропуски артиклями, где это необходимо.

1. have two children, ... girl and ... boy, ... girl is six and ... boy is four.
2. She goes to .. work in ... City by ... train every day. Her office is in ... Parker Street.
3. I never read newspapers during the week, but I buy ... OBSERVER every Sunday and I read it in ... bed.
4. Prime Minister is .. , most important person in ... British government.
5. What do you usually have for ... breakfast?

6. We have .. dinner at eight o' clock in ... evening.

7. Which city is ... capital of your country?

Упражнение 5. Заполните пропуски предлогами, где это необходимо.

1. I work ... a' department store..

2. I walk ,. work

3. I don't Work' ... Saturday.

4. I come Germany.

5. I work Roll-Royce;

6. Mozart was born ... Salzburg ... 1756;

7. The office is ... the first floor.

Использованная литература:

- 1) Учебник английского языка, автор Н.А. Бонк. Москва, 2013г.
- 2) Учебник «Английского языка для деловых людей». Автор С.Н Любимцева, Москва, 2013г.
- 3) Бизнес-курс английского языка. автор И.С. Богацкий, Киев 2013г.
- 4) Английский язык для экономистов. автор Н.М. Дюканова, 2014г.

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Упражнение 1. Прочитайте и переведите данный текст.

LICENSING

When a company is small it cannot sometimes enter a foreign market. It can sign a licensing agreement with a foreign firm. A licensing is a legal agreement in which one firm gives another a right to manufacture and sell its product. A company that obtains this right pays the licensor a royalty. Royalty is a certain percentage of the income from the sale product.

Businesses that have patents or trademarks usually can use licensing to protect them against counterfeiters. The licensee gains a successful product and the know-how. The licensor often controls the quality of the goods which the licensee produces, because high quality guarantees the reputation of the licensor. The licensee chooses the selling strategies because he knows more about how to sell the product in foreign market.

Пояснения к тексту:

Licensing	-лицензирование	percentage	-доля в процентах
Legal	-юридический, правовой	income	-доход
Manufacture	-производить	trademark	-торговая марка, торговый знак
License	-лицензия	counterfeit	-подделка
Licensor	-лицензиар	counterfeiter	-фирма, незаконно использующая чужую торговую марку
Licensee	-лицензиат		
Royalty	-лицензионный платёж	patent	-патент

Упражнение 2. Ответьте на вопросы к тексту.

1. What does a company sign if it can't enter a foreign market?
2. Who does it sign a licensing agreement with?
3. What is a license?
4. What right does a licensing agreement give to a firm that signs it?
5. What firm usually acts as a licensor?
6. What do they protect themselves from?
7. What does the licensee gain?
8. Why does the licensor control the quality of the goods which the licensee produces?
9. Who knows the market better - the licensor or the licensee?

Упражнение 3. Раскройте скобки и употребите глагол в нужном времени, лице и числе.

1. My father (to come) from Scotland.
2. Tom usually goes out in the evening. Yesterday evening he (to stay) at home.
3. How many cigarettes (you/ to smoke) a day?
4. We (not/to eat) anything last night because we (not/to be) hungry.
5. According to the weather forecast it (to rain).
6. I (to play) the piano, but I (not/to play) very well.
7. My father (to teach) me how to drive when I was 17.

Упражнение 4. Заполните пропуски артиклями, где это необходимо.

1. My sister's ... teacher in ... school near Leicester. She has three children, two girls and ...boy ... girls are in her class at school.
2. I come to school by bus. This morning ... bus was late.
3. We arrived in ... Paris on ... third August.
4. Last night we had' ... dinner in ... restaurant.
5. We had ... lovely holiday in ... Spain.

6. Yesterday I bought ... blouse and ... skirt ... blouse was very expensive but ... skirt was cheap.
7. Tom is ... best player in our football team;

Упражнение 5. Заполните пропуски предлогами, где это необходимо.

1. I live ... a big town.
2. Tom went ... the kitchen to make some coffee.
3. Regine is'.. home today.
4. I don't work .. ~ Saturday afternoon.
5. I work ... Nestle;
6. Tom's grandmother died ... 1977 ... the age of 79.
7. Emma lives ... a small village ... the South of England.

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Вариант 3

Упражнение 1. Прочитайте и переведите данный текст.

JOINT VENTURE

To go international a large firm can set up joint venture with a company in another country. In this case two companies pool their resources to design, manufacture and sell the product. Both firms profit by the results of this arrangement. They also share responsibility. One of the firms provides the necessary funds and know-how for producing goods; In return it gets a foothold in the foreign market. The other firm obtains financial and technical assistance. And it takes responsibility for handling red tape and organizing sales in the local market. In the late 1980-8, for example, a Connecticut engineering company set up a joint venture with Russian oil refineries and petrochemical plants. The venture gives the Russians the necessary technology and the Connecticut company has gained a foothold in the world's largest oil industry in return.

Пояснения к тексту:

Joint venture	-совместное предприятие	foothold	-опора
Engineering	-технологическая	assistance	-поддержка
Petrochemical plant	-нефтехимический завод	oil refinery	-нефтеочистительный
Red tape	-(перен.)бюрократия	return	-возврат, возвращение
To go international	-выйти на международную арену	handle	-управлять, иметь дело
		refine	-очищать

Упражнение 2. Ответьте на вопросы к тексту.

1. What can a firm set up if it wants to go international?
2. What do the two companies do when they arrange a joint venture?
3. What do they need joint resources for?
4. What does each firm provide and get, when the two of them set up a joint venture?
5. Why was the Connecticut engineering firm interested in this joint venture?
6. What did the Russians get in return?

Упражнение 3. Раскройте скобки и употребите глагол в нужном времени, лице и числе.

1. Please be quiet. I (to try) to concentrate.
2. Excuse me, I (to look) for a phone box. Is there one near here?
3. We (to go) to the ladder while he (to paint) the ceiling yesterday.
4. What (you/to do) at this time yesterday?
5. You can turn off the TV. I (not/to watch) it.
6. What (you/to go) at this time yesterday?
7. You can turn off the TV. I (not/to watch) it.

Упражнение 4. Заполните пропуски артиклями, где это необходимо.

1. Is there ... bank near here? Yes, at ... end of this street.
2. I can ride ... horse. --c
3. ... sky is very clear tonight.
4. Do you live here or are you ... tourist?
5. Who was ... first president of the United States?
6. What time is it? - I don't know. I haven't got ... watch.
7. Everest is ... highest mountain in ... world.
8. I usually listen to Radio while I'm having ... breakfast.

9. My apartment is on second floor. Turn left at ... top of ... stairs and it's on ... right.
10. Last summer we had wonderful holiday in ... south of ... France.

Упражнение 5. Заполните пропуски предлогами, где это необходимо.

1. Helen is studying law ... university.
2. What is the longest river ... Europe.
3. Is there anything ... TV tonight?
4. We arrived ... the hotel after midnight.
5. Where is Mike? He is ... holiday.
6. I don't know any of the people ... this photograph.
7. I usually go to work ... car.
8. There's too much sugar ... my coffee.
9. Were there a lot of people ... the party?
10. What are you doing ... the moment?

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Вариант 4

Упражнение 1. Прочитайте и переведите данный текст.

SUBSIDIARIES and BRANCHES

A company can set up a branch in a foreign country to handle the sales of the product abroad. A parent company specifies the tasks and goals of a branch hose usually consists of marketing and selling the product. If the managers of the parent company decide to arrange the company's own production facilities (plants, factories, etc) overseas, they set up a subsidiary. A subsidiary works under the laws of the foreign country and to the profit of its parent company. Some subsidiaries are to great extent independent of their parent companies because the home management . believes that the on-site managers are in he best position to make decisions.

Пояснения к тексту:

Subsidiary	-дочерняя компания	under the law -в соответствии с законом
Marketing	-маркетинг	to a great extent -в значительной мере
Facilities	-средства производства	on-site -на месте

Упражнение 2.

Ответьте на Вопросы к тексту.

1. Why do companies set up branches in a foreign company?
2. What does a parent company do when it sets up branch overseas?
3. What are the tasks and- goals of a branch?
4. What laws does a subsidiary work under?
5. Who profits by the work of a subsidiary?
6. When and why do some subsidiaries become independent of their parent companies?

Упражнение 3.

Раскройте скобки и употребите глагол в нужном времени, лице и числе.

1. Please don't make so much noise. I (to study)
2. Why (you/to look) at me like that? Have I said something wrong?
3. What (you/to do) at 10 p.m. yesterday? I (to celebrate) my birthday.
4. Last night I (to read) in bed when suddenly I (to hear) a scream.
5. (you/to watch) television then I phoned you?
6. Look! Somebody (to swim) in the river.
7. We are here on holiday. We (to stay) at the Central Hotel.
8. The weather (to be) nice. It (not/to rain). ..
9. Where is Paul? He's in the kitchen. He (to cook) a meal. 10. Who you (to wait for)?

Упражнение 4. Заполните пропуски наречиями much и many.

1. Did you buy food?
2. There aren't hotels in this town.
3. We haven't got ...retrol.
4. Were there ... people on the train?
5. Did ... students fail the examination?
6. Paula hasn't got ... money.
7. I wasn't very hungry. I didn't eat ...
8. I haven't seen George for ... years.

Упражнение №5. Заполните пропуски местоимениями some и any.

1. I'm going to the post office. I need ... stamps.
2. There aren't ...shops in this part of town.

3. George and Alice haven't got ... children
4. Have you know ... brothers or sisters?
5. There are ... beautiful flowers in the garden.
6. Do you know ... good hotels in London?
7. "Would you like ... tea?" "Yes, please."
8. When we were on holiday, we visited ... very interesting places.
9. I'm thirsty. Can I have ... water, please?

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Вариант 5

Упражнение 1. Прочитайте и переведите данный текст.

Some governments impose various regulations on businesses in their countries. Sometimes these regulations discourage foreign companies from entering home market. In some countries all international businesses must have local partners. In other countries a foreign firm must have at least one native in the top management of a branch or a subsidiary. Some governments, for example in Mexico, insist that the local partners have the controlling interest. However, big firms like IBM refuse to do business on these grounds and usually manage to find the way out.

Government regulations limit what a company may do. For example, some countries demand that the company files a plan indicating what it is going to produce, how many local workers it is going to hire and how much it will pay the workers. This plan must also fit into the government economic master plan. If the country changes its master plan, foreign firm must change its plans, too.

Пояснения к тексту:

At least -по меньшей (крайней) мере	file a plan –представить план
Interest -здесь: пакет акций	indicating -указывающий
Controlling interest –контрольный пакет акций	Hire –нанимать
Master –хозяин, мастер, глава	master plan –главный план
Demand –требовать	way out –выход
Native –здесь: местный бизнесмен	

Упражнение 2. Ответьте на вопросы к тексту.

1. How do the government regulations affect the foreign companies?
2. What must foreign companies have in some countries?
3. Whom must foreign companies have in their subsidiaries' top management sometimes?
4. How do big firms react to government regulation?
5. What do some governments demand a foreign company should file?
6. What must this plan indicate?
7. What must the company's plan fit into?
8. What happens if the government changes its master plan?

Упражнение 3. Раскройте скобки и употребите глагол в нужной форме (Present Perfect или Past Simple)

1. My friend is a writer. He (to write) many books.
2. We (not/to have) a holiday last year.
3. I (to play) tennis yesterday afternoon.
4. What time (you/to go) to bed last night?
5. (you/ever/to meet) a famous person?
6. The weather (not/to be) very good yesterday.
7. Is Diana here? NO, she (not/to come) yet.
8. Kate travels a lot. She (to visit) many countries.

Упражнение 4. Перепишите предложения, изменив прямую речь на косвенную.

1. Charlie said 'My father is in hospital'.
2. Charlie said 'Nora and Jim are getting married next month'.
3. Charlie said 'I haven't seen Bill for a while'.
4. 'Don't come before 6 o'clock', I said to him.
5. 'Eat more fruit and vegetables', the doctor said.

Упражнение 5. раскройте скобки и поставьте вопросы, соблюдая правильный порядок слов.

1. (working/Tom/today?)
2. (what/doing/the children?)
3. (you/listening/to me?)
4. (where/going/your friends?)
5. (your parents/television/watching?)
6. (what/cooking/Ann?)
7. (why/you/looking/at me?)
8. (coming/the bus?)
9. (you/wearing/a watch?)
10. (it/raining?)

Упражнение 6. Переведите предложения, обращая внимание на значение модальных глаголов

1. It might rain. Take an umbrella.
2. You look very tired. You need a holiday.
3. Jane is a very nice person. You must meet her.
4. You shouldn't drink so much.
5. It's late. I think we should go home now.
6. My eyes are not very good. I have to wear glasses.
7. He could swim very well when he was twelve.
8. Excuse me, can you tell me the way to the city centre?

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