

**Exemplu de test la limba engleză**  
**pentru examenul de admiterea la doctorat**

**Doctorate admission sample test in English for Business**

**Task 1. Translate into Romanian (25 points):**

**Survival of the biggest**

A wave of M&A has reshaped the industry, but stuck largely to national deals. How big is big? A wave of mergers and acquisitions has completely reshaped the face of the international finance industry. Across a range of financial sectors, the tables are being cleared for a handful of giants, with room still for niche players but little space for the middle-sized. The most dramatic changes came in the investment banking area, where a range of specialized or regional investment banks found new commercial banking parents. Many investment bankers now believe the battle for membership of dominant firms is reaching its closing stages. "In a lot of industries – telecoms, pharmaceuticals, for example-it is not unusual to see five global giants survive. Five seems to be the magic number", says Hans de Gier, head of Warburg Dillon Read investment bank. Some banks have already reached the conclusion that they cannot realistically hope to be part of that select group, and have scaled back their investment banking ambitions. Spiraling pay packets for traders and investment bankers have made it difficult for the middle-sized contenders to stay in the race.

**Task 2. Read the text and decide which statements are true or false (30 points).**

By the end of the next year, Chris Curry, joint founder of Acom, plans to have given away 500,000 computers. Curry is trying a radical approach to home shopping. Instead of the present pattern where the shopping service is set up, then its originators go hunting for customers, Curry will approach the big shopping groups and offer them a guaranteed market – the people who have applied for his free computer. For the past three years Curry has been puzzling over how to get home computers out of the educational toy rut. "I soon realized it would never happen until they could do something really useful for ordinary people," he says. His answer is to connect the machines to information sources outside the home which will allow the shopper to stock the house without ever leaving it. Curry hit on a new approach – why not make a machine so cheap it could be given away free? This means some clever design, to squeeze the brains and memory of the machine on to just three silicon chips. Even people who have never used a computer should find it easy to plug the machine into their telephone socket and dial up merchandise and price details from dozens of high street shops. They will be able to type in enquires about products and services using everyday language, and order goods for collection, private delivery, or to be sent through the post. Payments will be charged to an account, for settlement by cheque or by electronic funds transfer. The first time a user plugs the machine in, it will list shops in alphabetical order on its four – line liquid – crystal display.

1. Chris Curry has given away 500,000 computers.
2. Computers, according to Curry, have so far mainly been used for games and education.
3. Curry can guarantee a market for those big stores where the shopping infrastructure already exists.
4. Curry's main innovation is that the computer he will offer customers will cost them nothing.
5. Customers will have to learn a special code to order their goods.

**Task 3. Rewrite this passage filling in the blanks from the list of words below (20 points):**

The basic principle of insurance is that you pay a relatively small amount of money – a ... – in order to be covered against the risk of accidents, damage and ... that could lead to huge financial losses or even personal ruin. The first step in ... an insurance is to contact an insurance ... or underwriter, who can advise you on the type of insurance that is best adapted to your specific requirements. Some forms of insurance, such as that against .... when driving a motor vehicle, are compulsory. Third party ....., however, may be inappropriate in some cases. The owner of a new car, for example, would lose a lot of money if he were responsible for the ..... and his own car were a .... It would make more sense to take out an ..... (comprehensive) policy, which would enable him to ..... for any damage occurring to his car.

*Write-off, insurance, third party liability, taking out, claim, all-in, accident, broker, theft, premium*

**Task 4. Put the verbs in brackets into the correct tense (15 points):**

Dear Ken,

I am writing to let you know how I am getting on with the marketing trip here. I am sorry (not/be)..... in touch for so long, but I (be).....very busy since I (arrive)... here on the 18<sup>th</sup>. There

is a great deal of interest in the new fertilizer. Last week I (be).....in Sydney, where I (visit).....a number of farmers and (see).....a couple of potential agents. The feedback at all those meetings was very positive, and I (already/receive).....a number of orders. I (never/have).....such an enthusiastic response about a new product, so I am confident it will be a great success. I(come).....up to Darwin on Tuesday , and since then I(be).....to some more farms and I (make)..... two or three useful contacts. Yesterday I (have)..... a meeting with Barry Thomas, who you may remember. He (work)..... with Agrichem in London for a couple of years in the early 90s; then (set).....up his own business over here, and he (act).....as a distributor of some of our agricultural machinery for the last year or so.

**Task 5. Rearrange the words to make up definitions for the bold words (10 points):**

1. **Turnover**- sales/period/another/over/total/time/for/business/a/name/of/the/for/figure/a.
2. **Overheads**- wages/administration/the/raw/over/cost/and/expenses/of/above/the/and/materials
3. **Customs** – department/ imports/on/ government/ collecting/ from/ duties/ countries/ other.
4. **Dividend** – a/ profit/ of/ distribution/ the /company/ of/ a/ shareholders/ to.
5. **Balance of trade** – exported/ the/ difference/ the/ between/ value/ and/ of/ the/ value/ of/ goods/ period/imported/ over/ a /time/ of/goods.

**Assessment: 46-55 points=5; 56-65points=6; 66-75points=7; 76-85points=8; 86-96points=9; 97-100points=10.**

**Keys for the sample test**

**Task 2:**1. False.

2. True.
3. False.
4. True.
5. False.

**Task 3:** Premium, theft, taking out, broker, third party liability, insurance, accident, write-off, all-in, claim.

**Task 4:** Haven't been, have been, arrived, was, visited, saw, have already received, have never had, came, have been, have made, had, worked, set, has been acting.

**Task 5: 1. Turnover** - another name for the total sales figure for a business over a period of time.

2. **Overheads** - administration expenses over and above the cost of the raw materials and wages.
3. **Customs** - government department collecting duties on imports from other countries.
4. **Dividend** - a distribution of profit to the shareholders of a company.
5. **Balance of trade** - the difference between the value of goods exported and the value of goods imported over a period of time.