

## C1/2.

Please give all your answers on the enclosed ANSWER SHEET!

### I. Choose the best word to fill each gap in the sentences below.

e.g. *I prepared really well for the ... interview at IBM.*

A) work                      B) job                      C) position                      D) post

1. The old management ... to all changes in the corporate structure.  
A) objects                      B) opposes                      C) blocks                      D) hinders
2. Someone should urgently be appointed to ... the new IT project.  
A) overlook                      B) oversee                      C) foresee                      D) foretell
3. The cost-cutting programme includes a ... and early retirements as well.  
A) hiring-freeze                      B) job hunting                      C) vacancy                      D) downsize
4. In the advertisement the new shampoo is ... by a world famous film star.  
A) promoted                      B) endorsed                      C) campaigned                      D) supported
5. This island is a fairly popular tax ... for companies offering legitimate benefits for them.  
A) haven                      B) heaven                      C) paradise                      D) resort
6. Most manufacturers in labour ... industries have moved their operations to China.  
A) demanding                      B) requiring                      C) expensive                      D) intensive
7. The delay of my plane was caused by ... action by airport workers at Heathrow.  
A) overwork                      B) overtime                      C) go-slow                      D) lock-out
8. Hungary would like to be a net ... of the EU budget, rather than a net contributor to it.  
A) receiver                      B) receptor                      C) benefit                      D) beneficiary
9. I'm afraid it is impossible to introduce a new model now; the market is totally ....  
A) penetrated                      B) saturated                      C) mature                      D) captive
10. Some companies offer their laid-off employees generous ... services like free retraining.  
A) outsourcing                      B) downsizing                      C) outplacement                      D) replacement

### II. Fill in the missing word. Write only one word in each space or put in a dash (-) if no word is needed.

e.g. *Finally we decided not to bring ...up... the issue at the meeting.*

1. Please attach your ... vitae to your letter of application.
2. Which candidates do you think we should put on the short ... for a second interview?
3. The most gifted young managers who aim to become successful top managers are called high-....
4. Does this shipment take ... much space?
5. The Just In ... system, invented by the Japanese, eliminates storage costs.
6. Because of decreasing revenues the company had to cut ... on its cafeteria programme.
7. When two firms want to cooperate closely on a project, they often set up a joint ....
8. We are focusing on FMCG products, that is, fast moving ... goods.
9. Traditionally, the over-the-... market has served small and young companies.
10. If you wish, I am ready to pay ... advance, right now, 30 days before delivery.



III. Complete the sentences using an appropriate form of the word given.

e.g. All the ... **managers** ... of the firm agreed that the campaign should go on.

(MANAGE)

1. In accordance with the bank ... law no figures were released.
2. The country's economy is highly ... on foreign oil.
3. Our share prices fell by 10% when the leading rating agencies ... the firm.
4. During the period of the summer holidays our offices are usually ...
5. We cannot start working before the contract is ... by the chairperson.
6. We often buy goods in ... in order to cut costs.
7. I cannot afford to buy such a ... car, I'm afraid.
8. The government should much more strictly ... tax avoidance.
9. Do you really think anybody would buy these old, ... computers?
10. Owing to cultural differences this product is not ... in that country.

(SECRET)  
(DEPEND)  
(GRADE)  
(STAFF)  
(VALID)  
(BULKY)  
(PRICE)  
(PENAL)  
(DATE)  
(MARKET)

IV. Complete these sentences with the following words. Use each word once only. There are two extra words.

<del>FOCUSES</del>	MANAGEABLE	EQUITY	REPAID	PAY
CONSTRAINTS	CHARACTERISTIC	INCURRED	PICK-UP	
STRUCTURE	FORECAST	EARNING	ALLOWANCE	

BHP Billion ... **focuses** ... on the commodity market.

BHP Billion, the world's biggest mining group, yesterday ... 1 ... an extended commodities bull run on the back of supply shortages and strong growth in demand. The Chief Executive said he expected to see further increases in demand from China, as well as a ... 2 ... in Europe and Japan, offsetting any slowdown in the US. Metal prices would also be supported by supply ... 3 ... and disruption. „A supply side that struggles to cope with demand will be ... 4 ... of our industry in the short and medium term,” he added. The CEO said the disruption from the 16-day strike at Escondida was ... 5 ... He added that it was important for the group to stick to a wage ... 6 ... suitable for the economic cycle. Workers at the mine rejected the company's latest ... 7 ... offer this week. BHP said annual net profits rose 63% in second-half ... 8 ... The CEO said there had been some moderation in costs in the second half because about 60 per cent of the cost increases in the past financial year were ... 9 ... in the first half. The share buy-back will focus on BHP's London-listed ... 10 ..., which has been trading at a discount of about 5 per cent.

**V. Finish each sentence in such a way that it means exactly the same as the sentence before it.**

e.g. *It's ages since we last had an order from CWP.*

*We ... **haven't had any orders from CWP for ages.***

1. Recognition can motivate better than financial targets.  
Recognition is a more ...
2. According to the advertising department they didn't mislead the public about the product.  
The advertising department ...
3. Someone has to measure the performance of the staff.  
The performance of the staff ...
4. The company consists of five main departments.  
The company is ...
5. Good working conditions are just as important as an adequate wage.  
Good working conditions aren't ...
6. The marketing department is responsible for the sales force.  
The marketing department is in ...
7. Our company is planning to examine whether it's possible to buy out CBC.  
Our company is planning to examine the ...
8. My colleague's constant criticism of me really gets on my nerves.  
I wish ...
9. Money can't solve all problems.  
Money can't be ...
10. Applications in which we are unable to read the writing will be automatically rejected.  
Unless ...