

ĐỀ SỐ 1

SECTION 1: Language usage (30 marks):

Circle the correct answer

1. In the long term is due to increase in the price of raw materials. This is the situation where prices rise to keep up with increased production cost.
 - a. devaluation
 - b. inflation
 - c. recession
 - d. crisis
2. In accordance with our usual terms, payment will be by This is a letter from a bank authorizing payment of a certain sum to a person or a company.
 - a. cheque
 - b. banker's draft
 - c. letter of credit
 - d. cash on delivery
3. We enclose our, which is a formal request for payment.
 - a. receipt
 - b. quotation
 - c. commercial invoice
 - d. bill of lading
4. The industry and construction is facing difficulties due to low efficiency and competitiveness.
 - a. set
 - b. sector
 - c. section
 - d. part
5. It is complained that the Telephone and Post Communications Company is operating in a very favourable environment without any
 - a. monopoly
 - b. fluctuation
 - c. promotion
 - d. competition
6. We are proud of the very high level of services we offer and are accustomed to organizing conferences two thousand delegates.
 - a. out of to
 - b. of up to
 - c. from up to
 - d. up from to
7. Sofitel Plaza Hotel has an excellent range of facilities and no doubt you will be aware the fact that the local area is rich in cultural interest.
 - a. for b. to c. of d. about
8. When we receive your bank confirmation of L/C, your order will be made
 - a. for b. over c. up d. with

9. Impex is an international company which deals a wide variety of goods.
a. for b. in c. of d. about
10. A fall in prices can result in serious difficulties to many producers and may cause them to go business completely.
a. through
b. out
c. out of
d. into
11. The MD asked Mr. Green
a. that he had finished the report
b. whether he had finished the report
c. had she finished the report
d. if had he finished the report
12. The MD also wanted to know
a. when Mr. Green will submit that report
b. when would Mr. Green submit the report
c. when will Mr. Green submit the report
d. when Mr. Green would submit the report
13. Would you like coffee? Yes, please.
a. any
b. the
c. 0
d. a
14. The goods in this catalogue are of excellent value. I am going to order some.
a. the
b. 0
c. an
d. a
15. The Sales&Marketing Department will be divided into two, a new Management Services Department will be created.
a. Furthermore
b. Therefore
c. Although
d. Otherwise
16.the launch date is due, the new product is not ready yet. So, the shopfloor workers are working hard now.
a. Nevertheless
b. However
c. Although
d. In spite of
17. Fluctuation in exchange rates causes instability., it makes forecasting more difficult.
a. In addition
b. So
c. In order that
d. So that

18. Producing new software is not necessarily expensive, innovations in computer hardware certainly involve massive costs.

- a. where
- b. whereas
- c. when
- d. as

19. Mr. Green ,is an experienced businessman is very eager to expand his business in the Middle East.

- a. which
- b. that
- c. who
- d. b & c

20. One of the accidents they had was pretty serious. A workman20 feet above the ground when he suddenly fell.

- a. was working
- b. worked
- c. has been working
- d. has worked

21. The number of overseas Vietnamese going home by 8.9% this year.

- a. increases
- b. is increasing
- c. has increased
- d. increased

22. The Bank's loan terms are better than those on hire purchase, so I the bank loans.

- a. am choosing
- b. had chosen
- c. was choosing
- d. will be choosing

23. My boss has come in and you in a few minutes.

- a. would see
- b. has seen
- c. will see
- d. is going to see

24. Next week, John is going home for Christmas. He hopes his family at the airport.

- a. will have waited
- b. have been waiting
- c. will be waiting
- d. are waiting

25. Could you tell Mr. Blake that Mr. Ali is here? He me.

- a. will expect
- b. was expecting
- c. is expecting
- d. has expected

Complete each sentence with the correct form of the word in brackets.

26. (BENEFIT) The new salary scheme isto all staff.

27. (COMMERCE) Ho Chi Minh City is the biggest center in the country.

28. (RELATIVE) The risk of investing in durable goods islow.
 29. (VARY) Prices have not shown muchthis year.
 30. (MANAGE) Goodshould be capable of leading as well as managing.

SECTION 2: Language use (70 marks)

2.1. Choose ONE suitable word for each sentences from the list below (20 marks)

measurable ~~~deteriorate ~~~goods ~~~money
 factors ~~~ payments ~~~ decrease ~~~ production
 capital ~~~ economy ~~~ resources ~~~ companies
 value ~~~ available ~~~ risk

- As they easily, perishables must be placed on the market as quickly as possible.
- Foreign direct investment(FDI) has significantly contributed to the performance of the
- FDI projects account for 12% of GDP and 35% of industrial
- More than 2,500 FDI projects have been licensed with a total of 40 billion dollars.
- Economics studies how society uses its scarce to produce goods and services.
- Money is used to save for the future; it is a store of
- Providing capital for a business always involves an element of
- Entrepreneurs control and co-ordinate various of production.
- The economist is only interested in services which are in terms of money.
- Changes in prices result in changes in the quantity of a particular commodity to consumers.

2.2. Reading comprehension (30 marks)

Read the passage below and then do the tasks that follow

It seems easy to say that you are employed if you work for somebody else and you are self – employed if you work for yourself! But life isn't quite so simple. Being self-employed is not restricted to people who run their own business, in the physical sense of owning property and stock and perhaps employing their own staff. A great number of people work from home in a wide range of occupations and many of them are classed as self-employed. Examples are the hairdresser who has set up shop in one room of the house, the freelance book-keeper who does the accounts for other small businesses, the woman who holds clothing or Tupperware parties, and the artist who takes on freelance work from various publishing companies.

People who work on a freelance basis "hire out" their skills to anyone who will pay them. A freelance photographer, for instance, may either be contracted to do a specific job for a newspaper or may even take photographs of events on the chance that he/she can sell them.

The number of people in Britain who are classed as self-employed rose by 52% between 1981 and 1991 from 2.2 million to 3.3 million people – and most of them work on their own (i.e. they do not employ other people) in many cases these are people who have been faced with redundancy and who have used their savings or their redundancy payments, or taken advantages of one of the government schemes to set up on their own.

Circle the correct answer

11. Which of the following suggestions is a suitable title for the passage?
- Self – employment
 - Employed or self – employed?
 - The UK employment market
 - Types of employment

12. A self-employed person
- has to carry out instructions
 - works for several employers
 - is paid a wage or salary
 - is own employer

13. The passage suggests
- The pattern of employment is not varied in the UK
 - If you are in a job, you will have it forever.
 - It is standard practice for many people in the UK to leave school and work for themselves.
 - In the UK people can either have the opportunity or the finances to start in business for themselves

What does each of the following underlined word/phrase refer to?

14. ".....and many of them are classed as self-employed." (Paragraph 1)

15. "by 52% between 1981 and 1991 from 2.2 million to 3.3 million people – and most of them work on their own." (paragraph 3)

Which words in the passage mean the following?

16. jobs.....

17. to classify

18. state of being no longer needed for any available jobs

Fill in each blank with ONE suitable word from the passage

19.becomes more popular among mothers of young children as they don't have to work the standard 8 a.m to 5 p.m a day.

- 20 . Self – employed mayother people to help them with their business.

2.3. Writing (20 marks)

Read this invitation card and write a short description of the Book Fair for a brochure

- INVITATION TO 2002 BOOK FAIR
- Youth Cultural Centre
- Exhibition of Books in Vietnamese and foreign languages
- Free copies of catalogues
- Free use of Internet

ĐỀ SỐ 2

SECTION 1: Language usage (30 marks)

Circle the correct answer

1. We believe communication channels within the company will be simplified, our decision making will be more streamlined.
 - a. in order to
 - b. so
 - c. so that
 - d. that

2. No holiday booking will be acceptedit is accompanied by the necessary deposit.
 - a. if
 - b. whether
 - c. unless
 - d. when

3. More men than women are self-employedthis type of work is also popular among mothers of young children.
 - a. however
 - b. although
 - c. nevertheless
 - d. inspite of

4. Travel Services is expanding its business to Vietnam,is a fast growing market.
 - a. which
 - b. who
 - c. that
 - d. 0

5. Coca-Cola employees enjoy high salaries., they can claim traveling expenses.
 - a. In addition
 - b. however
 - c. Therefore
 - d. So that

6. After considering the advantages and disadvantages of the trip to Chicago, Mr Green wants to revise his

- a. plan
- b. agenda
- c. itinerary
- d. list

7. Exports of the companyof natural gas, cotton, and textiles.

- a. include
- b. has
- c. consist
- d. compose

8.of currency is American dollar.

- a. unit
- b. money
- c. measure
- d. device

9. There is a very rapid growth in the computer and data processing market, especially in the banking

- a. section
- b. sector
- c. part
- d. department

10. A group of certain companiesthe market when they have completely controlled over particular commodities.

- a. corner
- b. advertise
- c. monopolize
- d. motivate

11. We are planningseries of travel talks on different holiday resorts. The first talk is called "Discover Vietnam"

- a. the
- b. a
- c. an
- d. 0

12. The sign on the door says ".....set menu lunch will be available from 12:30p.m. we hope you will be able to attend"

- a. the
- b. a
- c. an
- d. 0

13. The sponsorship will bethose employees with good records of work.

- a. for
- b. on
- c. with

d. in

14. The enclosures should be attachedthe letter.

- a. to
- b. for
- c. with
- d. in

15. Alison has finished her projectpersonnel management.

- a. in
- b. about
- c. to
- d. on

16. The clerical staff will use the desk top systemword processor.

- a. like
- b. same as
- c. as
- d. similar to

17. The Us dollar has risenVietnamese dongs.

- a. to
- b. by
- c. against
- d. opposite

18. Multinational companies rapidly since World war 2, and today some have operations in more than 100 countries.

- a. were growing
- b. have grown
- c. had grown
- d. grew

19. A huge explosion caused extensive damage last night in the new multi-million dollar factory of Perfecta Ltd, the well-..... ladies' fashion designers.

- a. know
- b. known
- c. knew
- d. knowing

20. "I am sorry Mr. Dent will not be able to see you tomorrow. He a meeting 9:30 tomorrow.

- a. will attend
- b. is attending
- c. is going to attend
- d. attends

21. Travel Services is discussing an office in Vietnam to expand their business in South East Asia.

- a. to open
- b. the opening
- c. opening
- d. opened

22. Tourists are strongly recommended travel insurance for the period of their journey.

- a. the taking out
- b. to take out
- c. to be taken out
- d. taking out

23. The manager is interested to know

- a. if staff are happy with the new arrangements at work.
- b. whether are staff happy with the new arrangements at work.
- c. are staff happy with the new arrangements at work.
- d. what staff are happy with the new arrangements at work.

24. The manager came to see me and asked ".....".

- a. What other changes to the working conditions do you think we should make?
- b. What other changes to the working conditions you think we should make?
- c. If you think we should make other changes to the working conditions?
- d. If other changes you think we should make to the working conditions

25.will be a new year party at 8:00 in the evening. It will be held at the Continental Hotel.

- a. There
- b. It
- c. This
- d. That

Complete each sentences with the correct form of the word in brackets

26. (EMPLOY) The new salary scheme is to the benefit of all

27. (VARY) The company will increase the of products offered for sale.

28. (PROFIT) It would be more to set up a subsidiary.

29. (FINANCE) HSBC provides Services all over the world.

30. (EXTREME) The figures show an good year for the company.

SECTION 2: Language use (70 marks)

2.1. Choose ONE suitable word for each sentences from the list below (20 marks)

competition ~~~diminish ~~~increase ~~~management ~~~economy

sales ~~~reduce ~~~measure ~~~bear ~~~particular

average ~~~planned ~~~monopoly ~~~rate ~~~economic

1. Besides essential commodities, people also buy non-essential commodities which provide some personal satisfaction.

2. Utility is related to our decisions about priorities in production, particularly in a centrally

economy.

3. The Vietnamese economy grew by an annual of 8% between 1991 and 1998.
4. In 1999,growth slowed down with a 5% increase in GDP.
5. GDP's growth stood at 6% in 2000 – 2001 and is projected as 7% this year.
6. Economiststhe services which people provide for financial rewards.
7. Entrepreneurs make decisions on production and the risk of success or failure.
8.among sellers of the same commodities has an influence on its market prices.
9. Most nations hold a on such essential commodities as electricity and water.
10. The consumer's desire for a commodity tends to As he gets more units of that commodity.

2.2 Reading comprehension (30 marks)

Read the passage below and then do the tasks that follow

The number of people working part-time has increased dramatically over the last ten years, not just in Britain but also throughout the European Community. In many cases companies are converting full-time jobs to part time positions. For example, in late 1992 Burtons announced that 1000 full-time shop jobs were to be replaced by up to 3000 part-time posts.

The main difference, of course, between working part-time and working full-time is in the number of hours worked. A part-time employee will work less than the standard opening hours of the company. In some cases two part time employees might job share one full-time job – i.e. they do the work between them.

Employers may prefer part-time staff because the company's wage bill is reduced. The employer also saves on National Insurance payments if part-time staff earn less than the lower earnings limit. Part-time staff are more flexible. They can be used to cover for absent staff and work extra hours when the company is busy or wants to open longer hours. In addition, part-time staff do not have the same legal rights in employment law as full-time staff unless they work more than 16 hours a week. Those working fewer than eight hours a week can never gain protection. This means they cannot claim for unfair dismissal and do not receive other benefits such as maternity or pension rights.

Circle the correct answer

11. Which of the following suggestions is a suitable title for the passage?

- a. Full-time or part-time
- b. Employing part-time staff
- c. Working part-time
- d. Converting full-time jobs to part-time positions

12. Part-time workers

- a. gain the same employment rights as in other European countries.
- b. do not get the same benefits as full-time staff in employment.
- c. can expect their employers to pay for their training.
- d. are not readily available to companies when they need them.

13. The passage suggests

- a. British companies tend to employ more staff on a part-time basis.

- b. Companies in Britain can grow faster if they increase part-time staff.
- c. part-time jobs benefit employees.
- d. part-time work enables a person to earn some money and yet have more time for leisure.

What does each of the following underlined word/phrase refer to?

- 14. ".....They can be used to cover for absent staff and work extra hours"(Paragraph 3)
- 15. "This means they cannot claim for unfair dismissal and" (Paragraph 3)

Which words in the passage mean the following

- 16. changing from one form to another
- 17. employees do the work between them
- 18. loss of job

Fill in each blank with ONE suitable word from the passage

- 19. Working part-time is a useful way of earning some income for those who cannot work(e.g. students, pensioners who want to supplement their pension).
- 20. He spent all his without thinking about how hard it was for him to make this money.

2.3. Writing (20 marks)

Read this invitation card and write a circular letter to book publishers
 INVITATION TO 2002 BOOK FAIR
 Youth Cultural Centre
 Exhibition of Books in Vietnamese and foreign languages
 Free copies of catalogues
 Free use of Internet

Publishers from over the country and Oxford University Press
 21 – 28 February, 2002

ĐỀ SỐ 3

SECTION 1: Language usage (30 marks)

Circle the best answer

1. Iin connection with your letter of 10 November, 2000.
 - a. am writin
 - b. write
 - c. will write
 - d. have written

2. We both Enterprise 1 & 2, and now are ready for the final exam.
 - a. have been studying
 - b. studied
 - c. have studied
 - d. had studied

3. John Hartz a lecture when he was interrupted
 - a. delivered
 - b. had deliverd
 - c. was deliverd
 - d. was delivering

4. We delayedthe product because of technical problems
 - a. being launched
 - b. launching
 - c. launch
 - d.to launch

5. The consultant advised us a subsidiary in the North.

- a. to set up
- b. setting up
- c. set up d
- . a & b are correct

6. Thank you, I have passed the exam. Without your help I

- a. would have failed
- b. failed
- c. would fail
- d. had failed

7. The receptionist asked Alison

- a. that she has made a reservation
- b. if she has made a reservation.
- c. has she made a reservation.
- d. whether she had made a reservation

8. The managing wanted to know.....

- a. how much has their turnover risen.
- b. how much their turnover had risen.
- c. that how much their turnover had risen.
- d. that how much their turnover has risen.

9. In 1999 the P & G spent 30 million poundsresearch & development.

- a. on
- b. about
- c. with
- d.to

10. The turnover showed an increase5%.

- a. by
- b. to
- c. of
- d. on

11. The demandthis product is growing fast.

- a. on
- b. for
- c. of
- d. in

12., we should advertise this job locally.

- a. in my opinion
- b. according to me
- c. on my opinion
- d. according to my opinion

13. All foreign investors must comply the law on foreign investment.

- a. with
- b. in
- c. about
- d. on

14. How long have you been inoil industry?

- a. an
- b. the
- c. a
- d. no article

15.smoking is not allowed in the library.

- a. a
- b. the
- c. an
- d. no article

16. We are making intensive preparations the new product can be launched before Tet.

- a. in order
- b. for the purpose
- c. so that
- d. in order to

17. The MD is going to retire, has recommended Mr Blake as his successor.

- a. who
- b. that
- c. who
- d. ,that

18. The business performance did not improve the appointment of the new MD.

- a. when
- b. until
- c. since
- d. where

19. Home sales have shown a strong performance,exports are well below the target.

- a. however
- b. but
- c. nevertheless
- d. and

20.we invest more in R & D, we are likely to fall behind our competitors.

- a. If
- b. When
- c. Unless
- d. Whether

21. We've started a join program with a Canadian company.

- a. project
- b. firm
- c. venture
- d. company

22. With the new pension plans employees can to take early retirement.

- a. afford
- b. allow
- c. demand
- d. think

23. The Chief Accountant resigned from the company forreasons.

- a. personnel
- b. individual
- c. personal
- d. all are correct

24. We've spent a large part of ouron advertising.

- a. sharply
- b. slightly
- c. steadily
- d. dramatically

25. We've spent a large part of our on advertising.

- a. budget
- b. costs
- c. expenses
- d. amount

Complete each sentences with the correct form of the word in brackets

26. (deliver) The price includecharge.

27. (success) We hope the new product willin the home market.

28. (attend) Why don't teachers check theof students nowadays?

29. (impression) Most consumers areby our new product.

30. (hard) You should work to make up for your lack of intelligence.

SECTION 2: Language use (70 marks)

2.1. Choose ONE suitable word for each sentences from the given list below (20 marks)

strictly ~~~payment ~~~inelastic ~~~tends ~~~accumulates
 reward ~~~satisfy ~~~study ~~~elastic ~~~saves
 budget ~~~capital ~~~economic ~~~fairly ~~~labour

1. The economist is not concerned with the services which people provide for no financial

2. Profit is the surplus which as a result of productive work.

3. There is always some involved in financing a business.

4. Commodity of different kinds our wants in different ways.
5. According to the Law of Supply, a rise in pricesto increase supply
6. Supply iswhen it can be increased or decreased rapidly in response to market prices.
7. The economist's method should be objective and scientific.
8. The reform in Vietnam has achieved remarkable results.
9. Vietnam is not only rich in national resources, but also has an abundance of.....
10. Raising for development is one of Vietnam's main priorities.

2.2 Reading comprehension (30 marks)

Read the passage below and then do the tasks that follow

Business is a word that is commonly used in many different languages. But exactly what does it mean? The concepts and activities of business have increased in modern times. Traditionally, business simply meant exchange or trade for things people wanted or needed. Today, it has a more technical definition. One definition of business is the production, distribution, and sale of goods and services for a profit. To examine this definition, we will look at its various parts.

First, production is the creation of services or the changing of materials into products. One example is the conversion of iron or into metal car parts. Next, these products need to be moved from the factory to the market place. This is known as distribution. A car might be moved from a factory in Detroit to a car dealership in Miami.

Third is the sale of goods and services. Sale is the exchange of a product or service for money. A car is sold to someone in exchange for money. Goods are products that people will either need or want. For example cars can be classified as goods. Services, on the other hand, are activities that a person or group performs for another person or organisation. For instance, an auto mechanic performs a service when he repair a car. A doctor also performs a service by taking care of people when they are sick.

Business then is a combination of all these activities: production, distribution and sale. However, there is one other important factor. This factor is the creation of profits or economic surplus. A major role in the functioning of an American business company is making a profit. Profit is the money that remains after all the expenses are paid. Creating an economic surplus or profit is, therefore, a primary goal of business activities.

Circle the correct answer

1. Which of the following suggestions is a suitable title for the passage?

- a. What are important factors of business?
- b. How are goods produced?
- c. What is business?
- d. How important is business?

2. Which of the following statements is FALSE?

- a. Today business means exchange of goods for money.
- b. People produce goods and services.
- c. Business involves various activities.
- d. Economic surplus is a major element in business.

3. "Today it has a more technical definition"(Paragraph 1). The sentences means
- a. It is related to techniques.
 - b. It is the definition of technology
 - c. The definition is more specialised
 - d. The definition refers to a technical subject

The underlined word means

4. "Traditionally, business meant exchange or trade for things....."(Paragraph 1)
- a. According to our traditions b. In the past
 - c. In traditional terms d. As a custom
5. ".....from a factory in Destroit to a car dealership" (Paragraph 2)
- a. an exhibition b. a showroom
 - c. a garage d. a shop

Which words in the passage mean

- 6. changing
- 7. carries out
- 8. usually
- 9. most important/main

Fill in each blank with ONE suitable word from the passage.

10. Prices play an essentialin the market.
11. A close look at various parts of business will help betterits definition.

Write short answers to the following questions.

12. What is distribution?
13. Why do people carry out business?

What does the underlined word refer to?

14. "To examine this definition" (Paragraph 1)
15. "Today, it has a more technical definition" (Paragraph 1)

2.3 Writing (20 marks)

Write a letter to Mr Nguyen Van Nam, Sales Manager of Coca-Cola Vietnam. 142/B1 Dien Bien Phu Rd. Binh Thanh ***; HCMC. Arrange a meeting with him on 1 February, at 10:30 in his office. You want to renew the contract.

ĐỀ SỐ 4

SECTION 1: Language usage (30 marks)

Circle the best answer

1. Alison is in the MD's office. She is for the post of assistant manager.
 - a. interviewed
 - b. being interviewed
 - c. interviewing
 - d. having interviewed

2. Alison looks happy now. Shewell at the interview.
 - a. performed
 - b. had performed
 - c. has performed
 - d. was performed

3. The teacher entered the classroom when some of his studentsfun of the new comer.
 - a. were making
 - b. made
 - c. were made
 - d. have made

4. The management is consideringa new branch in Hanoi.
a. to open
b. opening
c. open
d. being opened
5. This information helps managementa final decision on the shortlists for interview.
a. make
b. to make
c. making
d. a & b
6. Thanks for providing the information. Ithe report without it.
a. did not finish
b. would not have finished
c. have not finished
d. had not finished
7. The manager wanted to know.....
a. if the order had been delivered
b. that the order had been delivered
c. whether the order has been delivered
d. had the order been delivered
8. The receptionist asked Alison
a. how long she was going to stay.
b. that how long she was going to stay.
c. how long are you going to stay.
d. that how long she will stay.
9. The head of the department agreed the proposal to expand production.
a. to
b. with
c. for
d. about
10. Unfortunately, there is a decrease2% in profits.
a. by
b. on
c. in
d. of
11. The order.....this product is growing.
a. for
b. in
c. with
d. on

12.sales, the campaign has been successful.

- a. According to the terms of
- b. For the terms of
- c. In term with
- d. In term of

13. Cho Lon is one of the biggest wholesalers in Vietnam. It deals a variety of goods.

- a. with
- b. on
- c. in
- d. about

14. People are in business to make profits.

- a. no article
- b. a
- c. the
- d. an.

15.advertising campaign has resulted in higher sales for the company.

- a. no article
- b. a
- c. the
- d. an

16. The employees should work overtimeachieve the company's objectives.

- a. in order that
- b. in order to
- c. so that
- d. for the purpose

17. Coca-Colais one of the largest multinationals, sells 1.6 billion gallons per year.

- a. which
- b. which
- c. that
- d. , that

18. Would you like such an exciting jobyou jump on planes and fly first class around the world.

- a. that
- b. which
- c. where
- d. when

19. No company wants to make employees redundant.occasionally they have to.

- a. and
- b. but
- c. however
- d. nevertheless

20.an investor follows the standard procedures, his application is unlikely to be approved.
a. if
b. whether
c. unless
d. when

21. We ran a summer advertisingand sales increased steadily.
a. action
b. activity
c. promotion
d. campaign

22. We to send the rest of our staff on training courses next year.
a. think
b. suggest
c. plan
d. consider

23. Changes are being made to thepolicies of the company.
a. personal
b. private
c. personnel
d. individual

24. Although the market is not growing, I expect sales to increaseat least until the end of the century.
a. substantially
b. on average
c. steadily
d. fairly

25. Employees have the right to claim their business.....
a. budget
b. expenditure
c. expenses
d. amount

Complete each sentences with the correct of the word in brackets

26. (improve) There was a steady.....in September
27. (succeed) The new product has been a real.....
28. (complain) We should make ato the head office.
29. (impression) The company has.....the market with the latest product.
30. (basic), the project goes as planned.

SECTION 2: Language use (70 marks)

2.1. Choose ONE suitable word for each sentences from the given list below (20 marks)

monopoly ~~~fluctuations ~~~measures ~~~measurable ~~~changing
work ~~~economic ~~~investment ~~~labour ~~~adjusted
glut ~~~affordable ~~~available ~~~shortage ~~~diminish

1. The economist is interested in services which arein terms of money payment.
2. in prices have a great effect on supply and demand.
3. Naturalarises when a country has control over natural resources.
4. The consumer's desire for a commodity willas he has more units of that commodity.
5. Over production of any commodity can create difficulties because it can lead to aon the market.
6. Supplies of many commodities can generally beto suit market conditions.
7. The utility of a commodity is related to the quantity.....to the consumer.
8. Firms located in the Export Processing Zone (EPZ) may benefit from cheapand lower rent.
9. Americanhas increased since the US – Vietnam trade agreement was signed last year.
10. Many experts believe that Vietnam has greatpotential.

2.2 Reading comprehension (30 marks).

Read the passage below and do the tasks that follow

The sale of goods and services is not restricted to local, regional or national markets; it often takes place on an international basis. Nations import goods that they lack or cannot produce as efficiently as other nations, and they export goods that they can produce more efficiently. This exchange of goods and services in the world, or global, is known as international trade. There are three main benefits to this type of exchange.

First international trade makes scarce goods available to nations that need or desire them. When a nation lacks the resources needed to produce goods domestically, it may import them from another country.

Second, international trade allows a nation to specialise in production of those goods for which it is particularly suited. This often results in increased output, decreased costs, and a higher national standard of living. Natural human and technical resources help determine which product a nation will specialise in.

The third benefit of international trade is its political effects. Nations that trade together develop common interests that may help them overcome political differences. Economic cooperation has been the foundation for many political alliances, such as the European Community, founded in 1957.

International trade has done much to improve global conditions. It enables countries import goods they lack or cannot produce domestically. It allows countries to specialise in certain goods with increased production and decreased prices. Finally, it opens the channels of communication among the nations.

Circle the correct answer

1. Which of the following suggestions is a suitable title of the passage?
 - a. Why nations trade.
 - b. How nations trade.
 - c. When nations trade.
 - d. What nations trade.

2. Which of the following statements is TRUE?
- a. International trade leads to higher costs and living standards.
 - b. International trade benefits the world economy.
 - c. International trade does not affect politics.
 - d. International trade means exporting of goods.
3. "There are three main benefits to be gained from this type of exchange" (Paragraph 1)
- a. profits b. advantages c. allowances d. bonuses

The underlined word means

4. "International trade makes scarce goods available to nations....."(Paragraph 2)
- a. high quality b. foreign made c. well-known d. not easily purchased
5. "It enables countries to import goods they lack or cannot produce domestically" (Paragraph 5)
- a. on their own b. efficiently c. with domestic resources d. cheaply

Which words in the passage mean

- 6. do not have enough
- 7. decide
- 8. shared
- 9. of the whole world

Fill in each blank with ONE suitable word from the passage.

10. High-tech goods are now readilyto the Vietnamese market.
11. Economic growth has helpedpeople's living conditions.

Write short answers to the following questions.

- 12. What is international trade?
- 13. How does international trade affect politics?

What does the underlined word refer to?

14. "This often results in increased output and decreased costs and a higher national standard of living" (Paragraph 3)
15. "Finally, it opens the channels of communication among nations"(Paragraph 3)

2.3 Writing (20 marks)

Read the following invitation card and then write a circular letter to suppliers.

INVITATION TO YEAR 2001 CONSUMER GOODS FAIR
Invitation Exhibition Centre
Ho Chi Minh City

Display of latest products
February 12 to 14, 2001