

Prüfung nach BPO 2013

_____ Punkte von 40 Punkten – Note: _____

Name: _____

Matrikelnummer: _____

Fachhochschule Südwestfalen – Technische Betriebswirtschaft

Practice Exam Wirtschaftsenglisch

WS 2017/18

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***This is only an approximation of how long to plan for each section/part and is provided only to help you manage your time.**

Reading Comprehension

Part I

Read the article about a new service offered by an airline called Trans World Airlines.

Are the sentences **1-7** on the next page 'Right' or 'Wrong'? If there is not enough information to answer 'Right' or 'Wrong', choose 'Doesn't say'.

For each sentence (**1-7**), mark one letter (**A, B or C**).

Two points for each correct answer.

A Real Plus for Air Passengers

Trans World Airlines (TWA) discovered from its recent survey that what many of us want as we fly around the world is increased personal space at an affordable price. In response, the airline has created a new class of travel, specially designed for cost-aware business passengers, which is priced closer to an Economy fare than to a Business Class fare. Called Economy Plus+, the service closes the gap between Business and Economy by offering extra leg room and menu choices, as well as individual business facilities such as in-seat power sockets for laptops or other devices.

With double the hand-luggage allowance of Economy, equal to that of Business Class, the Economy Plus+ cabin allows business travelers to work and rest more effectively, thereby delivering them to their destination not only fresh, but also up to date with their work.

TWA also expects that once business travelers have experienced the benefits of Economy Plus+, they will want to move up from economy travel for their holidays too. And if you're short of time, you can avoid airport lines by making use of telephone check-in, and electronic self-service check-in machines and fast baggage-drop at major airports.

A Real Plus for Air Passengers

- 1.** TWA carried out market research into passenger requirements.
A. Right B. Wrong C. Doesn't say
- 2.** Economy Plus+ costs the same as Economy Class.
A. Right B. Wrong C. Doesn't say
- 3.** Economy Plus+ customers get the same standard of catering as those in Business Class.
A. Right B. Wrong C. Doesn't say
- 4.** Passengers in Economy Plus+ are allowed less hand luggage than Business Class passengers.
A. Right B. Wrong C. Doesn't say
- 5.** There is a special arrivals lounge for Economy Plus+ passengers.
A. Right B. Wrong C. Doesn't say
- 6.** TWA hopes that travelers will use Economy Plus+ for both business and leisure purposes.
A. Right B. Wrong C. Doesn't say
- 7.** Economy Plus+ provides a way for passengers to reduce waiting time at airports.
A. Right B. Wrong C. Doesn't say

Reading Comprehension

Part II Questions 8-9

_____/2 points

Read the article "A Tool for Impulse Travelers."

For each of the questions (8-9) choose the single correct answer. (A, B, C or D).'

A Tool for Impulse Travelers

A long, long time ago - before the age of Expedia and Priceline - people called to make hotel reservations. the act of booking a room may be moving back to the phone. In the past year, reservations via mobile apps have jumped from 3 percent to 10 percent of all bookings made through online travel agencies, websites such as Expedia and Priceline report. About half of those happen on the same day as the hotel stay. The evidence suggests there's a new breed of traveler who waits until the last minute to book a bed.

8. According to the text, the majority of people used to...

- a. use their phones to make reservations but today most people do this via their computer.
- b. using their phones to make reservations but today most people do this via their computer.
- c. use Expedia and Priceline to book a hotel room.
- d. book hotel rooms with a mobile app.

9. According to the text, booking a room via mobile apps...

- a. is more popular than doing so over the phone or from a computer.
- b. is the best way to save three to ten percent of the room costs.
- c. doesn't make sense if the traveler wants to book at the last minute.
- d. appears to becoming more and more popular.

Section 2: Grammar

Part I Active and Passive Sentences

_____/6 points

Put the active sentences/phrases (underlined) into the passive and the passive sentences/phrases (underlined) into the active.

Be sure that the tense remains the same and note that you may have to create your own subject when converting from passive to active (see Example 2 below).

Example 1: We produce fifteen-thousand pieces per shift.

Fifteen-thousand pieces are produced per shift.

Example 2: The customers have not been informed about our new credit terms yet.

We have not informed the customers about our new credit terms yet.

10. A popular show featured the new iPad a day before it was launched by Apple.

11. We are creating a new game show that will be broadcasted in over 30 countries.

12. Late payment notices are sent the first day the payment is overdue.

13. Blue Crystal has sold 93,000 'Dream Bars' this February alone!

14. A new contract should be negotiated between Blue Crystal and the franchise owners as soon as possible to avoid any conflicts of interest in the future.

15. Product placement has been used by advertisers for many years.

Grammar

Part II Conjugation

_____ / 10 points

Insert the verb, conjugated appropriately, in one of the following tenses: present simple, present progressive, past simple, past progressive, present perfect and present perfect progressive.

Please note there may be **questions** as well as **negative** sentences.

One point per answer possible.

Example1: The new fast food restaurant 'Los Pollos Hermanos' (look) has been looking for someone to manage its newest restaurant since April.

Example 2: Mr. Frings (wait) was waiting outside my office when I arrived this morning.

Example 3: Where (buy Los Pollos Hermanos) does Los Pollos Hermanos buy its chicken?

16. The fast food restaurant chain *Los Pollos Hermanos* (hire) _____ 22 full time workers since January 1 this year.

17. In general, we (not offer) _____ early payment discounts.

18. It is normally not his job, but this month Jesse Pinkman (conduct) _____ the plant inspections because (continued #19)

19. Walter White, who normally (inspect) _____ the El Paso facilities, is on an extended business trip in Mexico.

20. The price of pseudophedrine (not increase) _____ since 2010.

21. How much chocolate (produce the company) _____ last month?

22. Our company (buy) _____ two new production machines in June 2016 because... (continued #24)

23. at the time the market (grow) _____ at a rate of 28%!

24. Currently we (project) _____ a 5% sales increase for 2017.

25. Our production planning team (wait) _____ for the newest sales projections since the second week of January.

Grammar

Part III Conditional Sentences

_____ / 3 points

Insert the verb in the correct form of the conditional (see examples).

Half point (0.5) per blank.

Example:	The car's engine has to be rebuilt. If the owner (replace) <u>had replaced</u> the seal as we recommended at 100,000km... the engine (not lose) <u>would not have lost</u> so much oil in the first place.
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26. We (add) _____ an extra shift next week if we (receive) _____ any more large orders.

27. If they (plan) _____ more carefully back in November last year, the company (make) _____ more money last quarter.

28. The success of our new products has even surprised us. The fact of the matter is, if we (have) _____ more employees we (produce) _____ in three shifts instead of just the two that we do now.

Section III: Translation

Part I Translation

_____/5 points

Translate the following sentences into English.

Please note that a word-for-word translation is not necessarily necessary. Focus on key words and the appropriate tense!

The number of points possible is indicated at the end of each sentence.

Example: Herr Brown glaubt nicht, dass die Ware rechtzeitig geliefert werden.

Mr. Brown does not believe that the goods will be delivered in time.

29. Die Rechnung muss am 23 Januar versandt werden. **(3)**

(Email sentence)

30. Ich freue mich auf Ihre baldige Antwort. **(2)**
