

CARLOS AUGUSTO

Inglês para Concursos das Áreas Fiscal, Econômica e Bancária

Teoria, Testes e Exames Simulados

SÉRIE PROVAS
& CONCURSOS

Material Complementar na web:

- Simulados para AFRFB, ATRFB, TCU, Bacen, BNDES e Petrobras.

**Inglês para
Concursos
das Áreas Fiscal,
Econômica e Bancária**



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Agradecimentos

To begin with, I must express my most sincere thanks to Prof. Sylvio Motta, for his words of advice. Prof. Sylvio made me realize that there should be another book to go together with **1000 QUESTÕES – com gabarito comentado** (also published by Campus/Elsevier). His support has been simply priceless indeed.

*Em primeiro lugar, quero expressar meus agradecimentos sinceros ao Prof. Sylvio Mota por seus conselhos. O Prof. Sylvio fez-me perceber que deveria haver um livro para acompanhar o **1000 QUESTÕES com gabarito comentado**(também publicado pela Campus/Elsevier). Seu apoio foi inestimável por certo.*

As always, let me thank all my students for their suggestions. Working with so many single-minded candidates in their pursuit of a good job has given me extra strength to carry on with this project. I hope this book can make your task a little easier.

Como sempre, agradeço as sugestões de meus alunos. Trabalhar com tantos candidatos determinados na busca de um trabalho condizente deu-me forças para levar adiante este projeto. Espero que este livro possa facilitar sua tarefa um pouco.

I dedicate this book to Daisinha (*in memoriam*), to my wife Beth, my kids Cristiane, Nando, Orlando and Letícia.

À Daisinha (in memoriam), a minha esposa Beth, a meus filhos Cristiane, Nando, Orlando e Letícia.

Really worth quoting!

“Whatever you can do, or dream you can, begin it.” (Goethe)

“Não importa o que você possa fazer, ou sonhe fazer, comece-o.” (Goethe)

Illustrations by Adail

Notas sobre o Autor

Carlos Augusto Pereira nasceu em Belém do Pará (20/05/1947). Reside no Rio de Janeiro desde os dois anos de idade. É, portanto, “*parioca*” na definição bem humorada de alguns de seus alunos. Estudou inglês no *IBEU – Instituto Brasil Estados Unidos*, e no *Colégio Marista São José*, onde realizou a maior parte de seus estudos de nível secundário. Iniciou sua carreira de professor de língua inglesa no próprio *IBEU*, em 1969.

A partir do ano de 1978 especializou-se na preparação de grupos de candidatos ao exame de proficiência em inglês da Universidade de Michigan e de *TOEFL® (Test of English as a Foreign Language)*, tanto em turmas de “*Pre-Test*” no *IBEU* quanto particularmente.

Ao longo de sua carreira, orgulha-se de ter ensinado no Colégio Marista São José – Externato, em Colégios da Secretaria Municipal de Educação (Escola Teodoro da Silva, Escola Barão Homem de Melo), no Curso Pré- Vestibular Integral (anterior à formação do grupo GPI), no Colégio Wakigawa e no Colégio Bahiense.

Após sua aprovação no concurso para ingresso na carreira de Auditor da Receita Federal, classificado em 15º lugar em âmbito nacional, participou da preparação de candidatos para concursos públicos, inclusive os da própria Receita Federal.

Na *Brown Scavarda Consultoria*, dedicou-se ao ensino de inglês para executivos em várias empresas multinacionais e à preparação de candidatos aos diversos concursos públicos em nosso país. Integra também o corpo docente de diversos cursos preparatórios para concursos no Rio de Janeiro.

Abbreviations Used In This Book

adj. = adjective	adv. = adverb
aux. = auxiliary	conj. = conjunction
compl. = complement	e.g. = for example (Latin: <i>Exempli Gratia</i>)
fml. = formal	i.e. = that is to say (Latin: <i>Id Est</i>)
Inf. = infinitive	
infml. = informal	n. = noun
prep. = preposition	NB = please note (Latin: <i>Nota Bene</i>)
pres. = present	part. = participle
pp = past participle	pt = past tense
PV = passive voice	AV = active voice
pron. = pronoun	sby. = somebody
sth. = something	v. = verb
r.v. = regular verb	i.v. = irregular verb

About This New Edition

Sobre esta nova edição

Nesta nova edição procuro enfatizar desde a unidade introdutória, o *economês*, ou seja, o jargão econômico – com suas diversas ramificações – e o *tributês*, de modo a permitir que você possa enfrentar os **MOCK TESTS** (*exames simulados*), disponíveis na página do livro no site da Editora Elsevier para quem comprou a versão impressa e ao final da edição para quem está lendo e-book.

Introductory Unit

O objetivo desta unidade introdutória é chamar a atenção de todos os candidatos e candidatas para os **Top Ten Subjects** (*Os dez assuntos principais que você deve saber*), conforme aparecem em nosso livro *Inglês Essencial para Concursos*, publicado também pela *Campus Elsevier*. **In my opinion**, é fundamental que você pratique esses dez tópicos sempre. Ao longo de todas as unidades de estudo deste livro, isso continuará acontecendo. Nesta **Unit** usei o texto “**The Regulation of Banking**” para exemplificar esses tópicos essenciais, que, como disse, serão explorados com frequência neste novo livro.

Unit Structure

Estrutura das Unidades

I. Brainstorming

Este novo **approach** objetiva ajudá-lo a vencer a *barreira léxica*, a se aproximar gradativamente do nível dos textos usados pelas principais bancas examinadoras do país.

Início cada unidade com uma espécie de **crazy composition**, um **warm up** (*aquecimento*), ou qualquer tipo de **brainstorming** (*tempestade cerebral*), com o intuito de despertar você para a necessidade de **recognize** algumas das palavras ou locuções mais preciosas da área semântica de maior interesse para você.

Desde a primeira unidade, você vai lidar com um nível de vocabulário técnico mais aprofundado sobre os **unit subjects, such as: banking, taxation, jobs, information technology, finances, marketing, advertising, insurance, oil terminology...**

II. Analysis of Texts

Nesta seção, analiso um ou mais textos originais, exemplificativos do grau de dificuldade apresentado pelas grandes bancas examinadoras (Esaf, FCC, Cesgranrio, Cespe UnB, NCE etc.); enfatizando sempre os dez pontos principais mencionados na unidade introdutória.

III. Vocabulary Build Up

Em cada unidade encontram-se **texts** originais de várias fontes, com foco numa determinada área semântica. Dê atenção aos **mini texts**, sobre os quais proponho exercícios. Em geral, são textos com lacunas – dos quais retiro **cinco** ou **seis** palavras, no máximo, para verificar se você é capaz de preenchê-lo lógica e corretamente. **It works, I assure you!**

Procurei manter em todas as unidades uma padronização de análise e grau de dificuldade semelhante, por saber que, dependendo do concurso que você vai prestar, uma determinada **Unit** se tornará a mais preciosa para você. Assim, quem for enfrentar o concurso para a *RFB* provavelmente se concentrará na **Unit 2-Taxes**; quem decidir pela Petrobras deverá se concentrar na **Unit 8 – Oil Jargon**; quem decidir enfrentar um concurso para a Susep dará ênfase à **Unit 6 – Insurance, and so on...**

IV. Unit Mock Tests

Uso **at least** um texto com grau de dificuldade semelhante aos que apresento na seção de *Exames Simulados* no final deste livro, a fim de familiarizar você com o nível de dificuldade apresentado por eles.

V. Learn From Past Exams

Undoubtedly, o estudo dos textos de provas anteriores é indispensável. Permitindo-me fazer aqui um pequeno **merchandising**, em outro dos meus livros, *1000 Questões com Gabarito Comentado*, publicado pela *Campus/Elsevier*, você encontrará vasto material para estudo. No presente livro, em cada uma das unidades apresento-lhes um ou mais textos com a finalidade de permitir a comparação com o material por mim escolhido para os simulados.

VI. Exercise Section

Valho-me de diversos tipos de exercícios nesta seção para permitir que você pratique os principais pontos de **Grammar, Structure & Use of English**. Quem estiver bastante “enferrujado” poderá utilizar as lições básicas de gramática e estrutura da língua inglesa constantes do meu livro *Inglês Essencial para Concursos*, da *Campus/Elsevier*. Com ele, meus alunos passaram a ter um guia básico, uma espécie de trampolim para estudos mais aprofundados. Nele são apresentados os dez tópicos que todo candidato ou candidata a concursos de grande porte no Brasil precisa saber, **namely: function words & content words, regular and irregular verbs, true and false cognates, discourse markers, verb tenses, modal verbs, phrasal verbs, affixes (prefixes & suffixes), collocation & idiomatic expressions**.

VII. Unit Quiz – Anything Goes

Next, como não acredito em estudo de inglês sem um tipo qualquer de avaliação, formulei **quizzes** bastante objetivos em que me permito perguntar sobre qualquer dos assuntos principais, ou seja, **ANYTHING GOES** (*Vale Tudo*) geralmente sobre o assunto principal daquela **unit**.

VIII. Answers & Comments

Logo após cada uma das unidades (atendendo, assim, a uma solicitação antiga de vários alunos e alunas) apresento as respostas, traduções e **comments**. As respostas e comentários têm o objetivo primordial de permitir que você confira seu trabalho e efetue eventuais correções sem perda de tempo.

MOCK TESTS

Finally, no tocante aos **MOCK TESTS** (*exames simulados*), fiz novas inserções com textos mais recentes, versando sobre os mais variados assuntos.

Sugiro que você somente se aventure nesta seção após o estudo das **main units**. **Keep on studying, guys. Never give up.**

Best wishes

Prof. Carlos Augusto

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A Word about the Top Ten subjects *(Uma palavra sobre os Dez Assuntos principais do Inglês para Concursos)*

Text 1: The Regulation of Banking

The U.S. banking and finance industries have been remade over the past quarter-century by globalization, deregulation, and technology. Consumers can draw cash from automated teller machines, pay bills and switch funds between checking and savings accounts over the Internet, and shop online for home loans. As services have expanded, the number of banks has contracted dramatically. Between 1984 and 2003, the number of independent banks and savings associations shrunk by half, according to one study. In 1984, a relative handful of large banks, with assets of \$10 billion or more, held 42% of all U.S. banking assets. By 2003, that figure was 73%.

New computer systems to manage banking operations gave an advantage to large banks that could afford them. The dramatic expansion of world trade and cross-border financial transactions led the largest banks to seek a global presence. New markets arose in Asia and other regions as banking and investment transactions flowed instantly across oceans. These trends called for and were fueled by a steady deregulation of U.S. banking and finance rides.

Historically, the banking industry has been split between smaller, state-chartered banks that claimed close ties to their communities, and larger national banks whose leaders sought to expand by opening multistate branch offices, saying their size made them more secure and efficient. This split echoes in some ways the debates in America's early days between Alexander Hamilton and Thomas Jefferson over urban and rural interests.

25 Community banks prevailed early in the 20th century, but were
devastated by the 1930s banking crisis; their limited assets left them
particularly vulnerable. The country's urbanization after World War II
reduced the political power of rural legislators, undermining their
ability to defend smaller banks, and in 1980 banking deregulation
30 got under way. Until the 1980s, U.S. commercial banks faced limits
on the levels of interest rates they could charge borrowers or pay to
customers who deposited money. They could not take part in the
securities or insurance businesses. And their size was restricted as well.
All states protected banks within their borders by forbidding entry
35 by banks headquartered in other states. Many states also protected
small community banks with rules restricting the number of branch
offices that big banks could open inside the state. Almost all of these
regulations were removed after 1980, leaving a banking industry that
was more competitive, more concentrated, more freewheeling and
40 more risk-taking and more vulnerable to catastrophic failures.

(From Outline of the US Economy – published by Bureau of International Information Programs, pages 90, US Department of State- 2009 edition)

A Tour Of the Top Ten Subjects

I. Function Words & Content Words

A. Function Words

Of course, em todo texto – seja ele **long or short** – haverá exemplos de **function words**, palavras que têm uma função específica na frase, **namely**: sujeito, complemento, preposição ou locução prepositiva etc. como salientamos na introdução deste livro. Tomemos alguns exemplos do **text 1**, do **paragraph 1** apenas: **the, and, over, by, from, between, for, as, of, to, in, a, with, or, that**.

Segundo os **linguists** a palavra de maior incidência nos textos ingleses é o artigo definido **the**(*o, a, os as*); em segundo lugar vem a palavra **of**(*de, do, da*), como, aliás fica evidenciado no trecho citado.

Ao estudar o *Inglês para Concursos*, você precisará ser capaz de **recognize** as principais palavras de função que se repetem nos textos de prova, o que vai resultar na sua leitura fluente destes.

B. Content Words

As palavras de conteúdo, muito mais numerosas do que as palavras funcionais, vão exigir maior criatividade e maior seletividade no seu estudo. Tomemos, igualmente, o **paragraph 1** como exemplo: **U.S., banking, finance, industries, past, quarter-century, globalization, deregulation, technology, consumers, cash, automated teller machines, bills, funds checking, savings, accounts, Internet, shop, online, loans, services, number, banks, dramatically, independent, associations, half, according, study, relative, handful, large, assets, billion, more, all, figure**.

Propositalmente, não incluí nesse grupo nem os verbos regulares, nem os irregulares, já que vamos estudá-los separadamente a seguir.

II. Regular And Irregular Verbs

A. Regular Verbs

Uma das primeiras coisas que se aprende num curso regular de inglês é que os verbos regulares no **past tense** e no **past participle** terminam em **-ED**.

A few examples of **regular verbs from text 1**: **switch** (trocar), **shop** (fazer compras), **expand** (expandir), **contract** (contrair, reduzir), **flow** (jorrar, fluir), **manage** (gerenciar), **call** (chamar), **fuel** (impulsionar).

B. Irregular Verbs

On the other hand, irregular verbs têm de ser memorizados, pois não há regra de formação. Os verbos irregulares podem apresentar as três formas de **infinitive, past tense & past participle** diferentes ou iguais. A few examples of **irregular verbs from text 1**: **have** (had, had) – *ter, possuir*; **remake** (remade, remade) – *refazer*; **draw** (drew, drawn) – *retirar, sacar*; **shrink** (shrank, shrunk) – *encolher*; **hold** (held, held) – *segurar, deter*; **be** (was & were, been) – *ser, estar*; **give** (gave, given) – *dar, conceder*; **lead** (led, led) – *guiar, conduzir, liderar*; **arise** (arose, arisen) – *surgir, ocorrer*; **seek**

(sought, sought) – *procurar, buscar*; leave (left, left) – *deixar, partir*; forbid (forbade, forbidden) – *proibir*.

Você deve procurar saber os principais **irregular verbs** pois, apesar de muito menos numerosos que os regulares, vivem pipocando nos textos de prova e não podem, de forma alguma, travar sua leitura fluente.

III. True And False Cognates

A. True Cognates

Durante anos superenfatizei os **false friends**; deixando os **true cognates** em plano secundário. O texto “**The Regulation of Banking**” dá uma boa ideia da importância dos **true cognates**. Em função da semelhança de muitas palavras inglesas de raiz latina ou grega com o nosso português, **plus** um pouco de conhecimento da formação das palavras em inglês, através do estudo dos principais **prefixes & suffixes**, tenho certeza, você seria capaz de reconhecer muitas destas palavras:

From paragraph 1 only: banking, finance, industries, globalization, deregulation, technology, automated, funds, Internet, shop, online, services, expanded, contracted, dramatically, independent, associations, relative, billion.

Os linguistas afirmam que de 25% a 30% de um texto pode ser composto dessas palavras transparentes. Se eu fosse você, não desprezaria um presente desses.

B. False Cognates

From text 1:

“that **figure** was 73%.” (L-10)

este número era de 73%

É importante conhecer algumas dessas palavrinhas traiçoeiras, também conhecidas como **false friends**. Aquelas palavras que se parecem com outras no nosso português, mas têm sentido diverso. No **text 1** chamaria sua atenção para o substantivo **figure**, que pode significar *figura*, **as in: key political figures** (*figuras políticas chave, figuras políticas de grande importância*), mas que, aqui, significa *número*. No **text 1**, atente também para a palavra **securities**, que equivale a *valores mobiliários*, embora, no singular, **security** equivalha a *segurança* mesmo.

Os examinadores gostam muito dos falsos cognatos, um grupo reduzido e cuja incidência, **thank God**, também é bem menor.

Não acho que você deva decorar longas listas de **false cognates**. Seja criterioso na escolha daquelas palavras que são um real problema. É preciso ter cuidado com palavras como: **actually** que significa **in fact, really** (de fato, na verdade) e não *atualmente*, que pode ser: **today, nowadays, at present, currently**; ou com o advérbio **eventually**, que significa **finally, at last** (finalmente) e não *eventualmente*, que pode ser dito de várias maneiras em inglês: **sometimes, at times, now and then, occasionally**. Há também o perigoso verbo **to pretend** que significa *to make believe (fingir)* e, não pretender que pode ser **to intend or to have the intention of**.

Proporei vários exercícios com os **false friends** que julgo apresentarem maior grau de dificuldade para estudantes brasileiros.

IV. Discourse Markers

“as banking and investment transactions flowed instantly across oceans.” (L-15/16)

À medida que as transações bancárias e de investimento fluíam instantaneamente através dos oceanos.

“Until the 1980s, U.S. commercial banks faced limits on the levels of interest rates”.(L-30/31)

Até a década de 1980, os bancos comerciais enfrentavam limites nos níveis das taxas de juros.

Assim como **as**, **until**, indicadoras de passagem de tempo, nos exemplos citados, palavras e locuções marcadoras do discurso – **discourse markers** – ajudam o autor a transferir seus pensamentos de um parágrafo para outro ou mesmo de uma frase para outra.

São essas palavras que vão servir de **link** para conectá-los. Imagine um autor que deseje expressar uma ideia de *adição ou acréscimo* e **all the time** se valha da conjunção **and**. Seria até **very boring**. Há diversas outras **discourse markers** indicando **addition: furthermore, besides, in addition (to), also, likewise, moreover, ...**

V. Verb Tenses

É necessário que você saiba **recognize** (*olha a noção de **recognition** aí de novo!*) os principais **verb tenses** do inglês. Em vários dos meus livros incluo um resumo deles que você poderá consultar.

No caso do **text 1**, em virtude de se tratar de um relato histórico sobre a regulamentação bancária nos Estados Unidos, há um grande número de construções verbais no **past simple**: held (L-9); gave (L-11); led (L-13); arose (L-14); flowed (L-15), claimed (L-19); made (L-21); prevailed (L-25); left (L-26); faced (L-30); protected (L-34).

Now and then, neste livro, ao analisar este ou aquele texto, formularei questões buscando o conhecimento de determinados **verb tenses**.

VI. Modal Verbs

From text 1:

“Consumers **can** draw cash from automated teller machines” (L-3)

*Os clientes **podem** retirar dinheiro das máquinas de saque eletrônico.*

O examinador poderia montar uma questão a respeito do verbo **can** nesse fragmento. **Modal verbs** são verbos especiais. Não têm um significado próprio. Emprestam nuances de significado ao verbo principal na frase. **For example: You should hard** não passa de um fragmento sem sentido. Agora, **You should study hard** faz todo sentido. A locução **should study** expressa uma ideia do que é *aconselhável fazer*, em outras palavras, “é bom você estudar”.

Várias questões de provas procuram verificar se você entende o que os **modal verbs** indicam em determinado texto. **Modal verbs** é um **grammar topic** que você não deve deixar de estudar.

Modal auxiliaries têm as seguintes características especiais:

a) não se acrescenta nem ‘s’ nem ‘es’ à 3ª pessoa do singular:

It may be right.

Pode estar certo. É possível que esteja certo.

He can walk for a while.

Ele pode caminhar um instante.

The boss should be here anytime now.

O chefe deve chegar a qualquer momento.

She must phone him.

Ela tem de ligar para ele.

b) **modal verbs** não são seguidos da partícula “to” do infinitivo (com exceção de “ought to”)

We should read that magazine.

Devíamos ler aquela revista.

They might record the show.

Eles devem gravar o show.

É possível que gravem o show.

But: She ought to study more.

Ela deveria estudar mais.

c) para formar frases negativas basta colocar “not” após os **modal verbs**.

We can not stay here any more.

Não podemos ficar mais aqui.

You must not do that.

Você não deve fazer aquilo.

d) os chamados **perfect modals** são assim formados: **modal verb + have (nunca has or had) + past participle of the main verb.**

Sheila kept me waiting. She **should have called** me up much earlier.

A Sheila me deixou esperando. Devia ter me telefonado antes.

I **might have gone** there if you had invited me.

Eu poderia ter ido lá se você me tivesse convidado.

They **may have survived** the shipwreck.

Eles podem ter sobrevivido ao naufrágio.

We **ought to have studied** harder for the College Entrance Examination.

Deveríamos ter estudado mais arduamente para o exame Vestibular.

Você terá a oportunidade de praticar os **modal verbs** em diversos exercícios práticos deste livro.

VII. Phrasal Verbs

From text 1:

“These trends **called for** and were fueled by a steady deregulation of U.S. banking and finance rules.”(L-16/ 17)

Estas tendências pediam por uma firme desregulamentação do sistema bancário e das normas financeiras e foram impulsionadas por elas.

Uma coisa é conhecer o significado principal de um verbo comum como, **for example, to live (r.v):**

Where does Susan **live**?

*Onde **mora** a Susan?*

His old uncle **lived** a very happy life in the country.

*O velho tio dele **viveu** uma vida muito feliz no campo.*

Outra coisa muito diferente é conhecer os **phrasal verbs**, os verbos seguidos de partículas adverbiais como **up, down, through, off** etc. com um sentido muitas vezes completamente diferente do verbo individualmente considerado:

Mr. Sanders invited me to work with him at the office. I hope I can **live up to** his expectations.

*O Sr. Sanders convidou-me para trabalhar com ele no escritório. Espero **corresponder** às suas expectativas.*

Nobody knows what she had to **live through** when she was young.

*Ninguém sabe o que ela teve de **suportar** quando era jovem.*

Those animals **live on** insects.

*Aqueles animais **alimentam-se** de insetos.*

My elderly grandma needs a maid who can **live in**.

*Minha avó idosa necessita de uma empregada que **durma no emprego**.*

Now that my husband is dead, I have nothing to **live for**.

Agora que meu marido morreu, não tenho nenhuma razão por que viver.

É impossível saber todos os **phrasal verbs**, pois há dicionários volumosos sobre o assunto; porém, você deve saber os principais para fazer sua prova. Procure responder as questões referentes aos principais **phrasal verbs** que proponho neste livro.

VIII. Vocabulary Build Up

Afirmo sempre aos meus alunos que se preparam para concursos que uma das mais eficazes estratégias para incrementar seu vocabulário são os **mini texts**. Você mesmo pode organizá-los de maneira bem simples. Basta imprimir duas cópias de um trecho que lhe interesse e criar lacunas, ou cobrir palavras ou locuções com verniz corretor para que possa se autoavaliar quando quiser. Mantenha a outra cópia intacta a fim de servir como seu gabarito. No caso do minitexto a seguir, continuação do texto inicial, proponho questões de dupla escolha.

Mini Text 1: The Regulation of Banking (II)

Choose the better alternative in brackets:

As banks expanded geographically, they sought also to enter new financial arenas, including ones forbidden to them by New Deal-era legislation that separated parts of the commercial banking and securities industries. Banks were permitted to reenter the securities business in 1999, and [1. a) **much** / b) **many**] major banks subsequently created unregulated divisions, called special investment vehicles, in order to invest in speculative mortgage-backed securities and other housing-related investments.

Congressional advocates of a [2. a) **looser** / b) **loser**] regulatory regime argued that greater bank freedom would produce more modern, efficient, and innovative markets. For a time, it arguably did. The U.S. financial sector [3. a) **took** / b) **led**] the way during a period of unprecedented International expansion of banking and securities transactions.

A McKinsey Global Institute study reported that from 2000 to 2008, the sum of all financial [4. a) **assets** / b) **liabilities**] —bankdeposits, stocks, and private and government bonds—[5. a) **tumbled** / b) **soared**] from \$92 trillion to \$167 trillion, an average annual gain of 9% and one that far exceeded the growth in world economic output. Alan Greenspan, chairman of the Federal Reserve Board during most of that period, said that global financial markets had grown [6. a) **much** / b) **too**] large and complex for regulators adequately to oversee them. It was for Congress, he argued, to pass new laws should it wish closer oversight. But as economist Mark Zandi, author of Financial Shock, a book about me 2008 crash, says, “Legislators and the White House were looking for less oversight, not more.”

(From Outline of the US Economy – published by Bureau of International Information Programs, page91, US Department of State- 2009 edition)

Analysis of Mini Text 1

1. Escreva as formas de infinitive dos seguintes irregular verbs:

a) sought (L-1) –

b) forbidden (L-2) –

c) did (L-11) –

d) said (L-21) –

e) grown (L-21) –

2. In the fragment: “separated parts of the commercial banking and **securities industries**” (L-3/4) como se traduz a locução **in bold**?

3. In the fragment: “greater bank freedom **would produce** more modern, efficient, and innovative markets” (L-10/11), qual a função do **modal verb would**? –

4. In the fragment: “to pass new laws **should it wish** closer oversight” (L-23/24), como se traduz a expressão em negrito?

5. Translate the following fragments:

a) invest in speculative mortgage-backed securities

b) For a time, it arguably did.

c) one that far exceeded the growth in world economic output

d) large and complex for regulators adequately to oversee them

e) were looking for less oversight

Mini Text 2: The Regulation of Banking (III)

Complete the mini text with the words below:

lending	financial	assumptions	tighter	disbelief
----------------	------------------	--------------------	----------------	------------------

At this writing, the 2008 _____ (1) crisis appears to have reversed the philosophical trend toward greater reliance on markets and the _____ (2) about financial deregulation that had increasingly held sway in the United States since the end of the 1970s.

5 A public backlash against multi-million dollar bonuses and lavish
lifestyles enjoyed by leaders of failed Wall Street firms led demands
for _____ (3)regulation. Greenspan himself, who retired in
2006, told a congressional committee two years later that “those of us
who have looked to the self-interest of _____ (4)institutions to
10 protect shareholders’ equity, myself especially, are in a state of shocked
_____ (5).”

(From Outline of the US Economy – published by Bureau of International Information Programs, page91, US Department of State- 2009 edition)

Analysis of Mini Text 2

1. What does the author mean by “At this writing” (L-1)?

2. In the fragment: “A public **backlash** against multi-million dollar bonuses” (L-5), what does the word **backlash** mean?

3. Translate the following fragments:

a) appears to have reversed the philosophical trend

b) toward greater reliance on markets

c) financial deregulation that had increasingly held sway

d) lavish lifestyles enjoyed by leaders of failed Wall Street firms

e) institutions to protect shareholders’ equity

IX. Affixes (Prefixes & Suffixes)

From text 1:

“**Consumers** can draw cash from automated teller machines” (L-3)

*Os **consumidores** podem retirar dinheiro de caixas de saques eletrônicos.*

Tomemos o sufixo **-ER** do fragmento. Trata-se de um dos sufixos mais frequentes do inglês. Normalmente indica aquele que realiza a ação referente ao verbo. **Study these examples:**

Verb	Noun	Tradução
Teach	teacher	professor/a
Sing	singer	cantor/a
Explore	explorer	explorador/a
Employ	employer	empregador/a

From text 1:

“the number of banks has contracted **dramatically**”(L-6)

*o número de bancos se contraiu **dramaticamente***

“as banking and investment transactions flowed **instantly** across oceans” (L-15/16)

*à medida que as transações bancárias e de investimento fluíam **instantaneamente** através dos oceanos*

O conhecimento do sufixo – **LY**, que geralmente forma advérbios correspondentes com a terminação –*MENTE* no nosso português, é de grande importância.

Adjective	Adverb	Tradução
Rapid	rapidly	<i>rapidamente</i>
Beautiful	beautifully	<i>lindamente</i>
Happy	happily	<i>felizmente</i>
Cold	coldly	<i>friamente</i>

However, é preciso ficar atento aos adjetivos que terminam em –**LY**; entretanto observe o fato de que os adjetivos em inglês geralmente precedem o substantivo:

- A **deadly** weapon (*uma arma mortal*)
- A **lively** party (*uma festa animada*)
- A **lovely** girl (*uma garota adorável*)

X. Collocation & Idiomatic Expressions

From text 1:

“Consumers can **draw cash** from automated teller machines” (L-3)

*Os clientes podem **retirar dinheiro** das máquinas de saque eletrônico*

“New computer systems to manage banking operations **gave an advantage to** large banks that **could afford them**” (L-11/12)

Novos sistemas de computação para gerenciar as operações bancárias deram uma vantagem aos grandes bancos que podiam arcar com o custo desses sistemas.

Tanto **collocations** quanto **idiomatic expressions** têm uma característica comum; **namely**, este ou aquele elemento fixo que é consagrado pelo uso dos nativos da língua.

Poderia ter pinçado do **text 1** vários outros exemplos de **collocations e idiomatic expressions**, mas, vamos nos restringir aos mencionados.

No caso da **collocation “give an advantage”** (*dar uma vantagem*), por exemplo, diria que se trata de um dos verbos que comumente você pode encontrar junto com o substantivo **advantage**; no caso de **can afford** (*ter os recursos para pagar por*), trata-se de uma das expressões idiomáticas mais comuns da língua inglesa.

Quanto a **draw cash** (*sacar \$*), trata-se de uma mera **combination** de palavras, uma vez que não encontrei este par de palavras em nenhum dicionário de **collocation**. Todavia, asseguro-lhes que mesmo nesses casos de **combinations** vale a pena dar importância a muitas delas.

From text 1:

“Leaving a banking industry , ... more **freewheeling**”(L-38/39)

*Deixando a indústria bancária ... mais **desenvolta, livre de restrições***

Às vezes o conhecimento de duas palavras comuns pode levá-lo ao reconhecimento de outra composta; **for example**, a palavra **freewheeling**, formada pelo adjetivo **free** (*livre*) e o **noun wheel**

(*roda*) que, provavelmente, o levará à tradução.

Portanto, cabe a você ser seletivo e desenvolver uma espécie de “olho clínico” para os **vocabulary items** que realmente valem a pena.

Answers & Comments

VOCABULARY BUILD UP

Mini Text 1: The Regulation of Banking (II)

1. (b) many / 2. (a) looser / 3. (b) led / 4. (a) assets / 5. (b) soared / 6. (b) too

ANALYSIS OF MINI TEXT 1

1. Escreva as formas de **infinitive** dos seguintes **irregular verbs**: a) sought (**to seek**) – procurar; b) forbidden (**to forbid**) – proibir ; c) did (**to do**) – fazer / d) said (**to say**) – dizer; e) grown (**to grow**) – crescer
2. In the fragment: “separated parts of the commercial banking and securities industries” (*indústrias de valores mobiliários*)
3. In the fragment “greater bank freedom would produce more modern, efficient, and innovative markets” o modal verb would funciona como um auxiliar numa construção verbal correspondente ao nosso futuro do pretérito.
4. In the fragment: “to pass new laws should it wish closer oversight” a expressão em negrito é uma estrutura de condicional com a conjunção IF omitida, equivalente a: *se ele (congresso) desejar, caso o congresso queira*.
5. Translate the following fragments:
 - a) invest in speculative mortgage-backed securities
investir especulativamente em hipotecas garantidas por valores mobiliários
 - b) For a time, it arguably did.
Por um tempo ela (a maior liberdade aos bancos), convenhamos, assim o fez
 - c) one that far exceeded the growth in world economic output
que excedeu em muito o crescimento da produção econômica mundial
 - d) large and complex for regulators adequately to oversee them
grande e complexa para que os reguladores possam supervisioná-los de modo satisfatório
 - e) were looking for less oversight
procuravam por menos supervisão

Mini Text 2: The Regulation of Banking (III)

1. financial / 2. assumptions / 3. tighter / 4. lending / 5. disbelief

ANALYSIS OF MINI TEXT 2

1. “**At this writing**” (*No momento em que este texto está sendo escrito*)
2. “A public **backlash** against multi-million dollar bonuses” – the word **backlash** means *reação negativa*.
3. Translation of the fragments:
 - a) appears to have reversed the philosophical trend
parece ter revertido a tendência filosófica
 - b) toward greater reliance on markets
visando a maior confiabilidade nos mercados
 - c) financial deregulation that had increasingly held sway
a desregulamentação financeira que progressivamente havia dominado
 - d) lavish lifestyles enjoyed by leaders of failed Wall Street firms
estilos de vida de ostentação dos líderes de empresas fracassadas de Wall Street.
 - e) institutions to protect shareholders’ equity
instituições para proteger o patrimônio dos acionistas

Banking

(Terminologia Bancária)

I. Brainstorming – Banking Terminology

Tente traduzir os seguintes fragmentos **in bold** (*em negrito*). Logo a seguir é apresentada a tradução.

Welcome to the world of modern banking!

So noticeable is **the spread of computers** into our daily lives that it is virtually impossible to imagine operational banking systems without them.

Today, your **magnetic card**, not so much as your **checkbook**, is **your closest ally**. All you need to do is **slide it into a slot**, press a few keys or buttons, enter your **personal identification code** to gain access to the system. It does not matter if you have a **checking account** or **savings account**, deposits and **withdrawals** can be made through an **ATM – an Automated Teller Machine** – \$ can be transferred from one account to another, **bills can be paid as quick as a flash**. **All online!**

If you happen to have a PC (*Personal Computer*) connected to the Internet, **you may not even bother** to leave your home. But wait! Don't tear up your checkbooks yet. **After all, off-line happens!**

Banking Terminology – Full Version

Welcome to the world of modern banking!

So noticeable is **the spread of computers** (*a disseminação dos computadores*) into our daily lives that it is virtually impossible to imagine operational banking systems without them.

Today, your **magnetic card** (*cartão magnético*), not so much as your **checkbook** (*talão de cheques*), is **your closest ally** (*seu maior aliado*). All you need to do is **slide it into a slot** (*inserir numa fenda*), press a few keys or buttons, enter your **personal identification code** (*senha, código pessoal de identificação*) to gain access to the system. It does not matter if you have a **checking account** (*conta corrente*) or **savings account** (*conta de poupança*), deposits and **withdrawals** (*saques, retiradas*) can be made through an **ATM – an Automatic Teller Machine** – (*caixa automático, caixa eletrônico*), \$ can be transferred from one account to another, **bills can be paid as quick as a flash** (*contas podem ser pagas num piscar de olhos*). **All online!** (*Tudo via Internet*)

If you happen to have a PC (*Personal Computer*) connected to the Internet, **you may not even bother** (*não terá nem que se preocupar*) to leave your home. But wait! **Don't tear up** (*não rasgue*) your checkbooks yet. **After all, off-line happens!** (*Afinal de contas, pode acontecer de o sistema*

II. Analysis of Texts

Text 1: Credit Cards

Small plastic cards are increasingly replacing the use of bank notes and coins. Financial institutions, banks, and a growing number of shops offer their clients cards that may be used for purchasing a large number of goods and services, including virtual shops in the Internet.

5 Cards are not real money: they just register the purchaser's willingness to pay. Eventually the bill must be paid, in either hard cash or check.

Cards are, therefore, an immediate form of credit.

Credit cards appeared in the United States during the twenties.

Petrol stations, hotels and companies started to offer it to their regular

10 customers. They could fill the tank of the car and stay in a hotel without using money or check.

In 1950, the Diners Club launched the first modern credit card.

It was initially accepted in twenty-seven good restaurants in the USA, and was used by important businessmen as a practical way of paying

15 their travel, work, and leisure expenses. Made in cardboard, the card had the name of the member on one side and, on the other, a list of affiliated establishments. It was only in 1955 that Diners started to issue plastic cards.

In 1958, it was American Express' turn to launch its card. At that

20 time, banks realized that they were losing the market control to these institutions and, on that same year, the Bank of America introduced its BankAmericard. In 1977, the BankAmericard changed its name to Visa. In the nineties, Visa became the larger worldwide card, accepted by twelve million establishments.

25 Several plastic cards do not have purchasing power. They just help using and obtaining known forms of money. They are bankcards that guarantee checks, withdraw money and make payments in automatic tellers. Other cards couple the functions of purchasing, permitting current account transactions, and guaranteeing special checks.

30 Commercial establishments are creating their own cards. Devised to regular clients, such cards make purchases easier and avoid the bureaucracy of opening a credit line.

The most recent technological breakthrough in credit cards was the

smart card, the intelligent plastic chip. Perfect for small purchases, they
35 include a chip that is credited with a predetermined sum of money.
As the cardholder spends, the card's balance is being electronically
withdrawn. When the balance is over, the card may be credited with
a fresh amount.

(Excerpt from "The Many Faces of Money", of the Central Bank Cultural Center)

Visit: <http://www.bcb.gov.br>

Analysis of Text 1

1. How can you translate the following fragment: "**purchasing a large number of goods and services,...**" (L-3/4)?

2. In the fragment "**Eventually** the bill must be paid" (L-6), the adverb **in bold** could be replaced by **sometimes**. True or False?

3. How can you translate the following fragment: "in either hard cash or check" (L-6)?

4. The phrase: **Petrol stations** (L-9) é característica do inglês britânico. No inglês dos Estados Unidos a que locução corresponde?

5. How can you translate the following fragment: "**paying their travel, work, and leisure expenses**" (L-14/15)?

6. In the fragment: "Diners started to **issue** plastic cards" (L-17/18), o que significa o verbo **issue**?

7. O autor cita os seguintes usos para os **bankcards** (*cartões bancários*), traduza-os:
 - a) guarantee checks –

 - b) withdraw money –

 - c) make payments in automatic tellers –

8. Qual o significado do verbo **devise** no seguinte fragmento: "**Devised** to regular clients" (L-30/31)

9. Qual o significado da locução em negrito no seguinte fragmento: "The most recent **technological breakthrough** in credit cards" (L-33)?

Text 2: Bank Money – Checks

Historians believe that the first printed checks were made by Lawrence Childs in England, in 1762. Though Childs is considered the first modern banker, the use of the check had already begun developing before he resolved to print them. However, there was a built-in inconvenience in the use of checks. Bankers would sometimes receive checks from clients against banks different from their own and would have to process them through the other institution to receive payment. As a result, they would deposit the checks in their own banks and then collect payment. Messengers would be charged with taking the checks to the other banks. As a consequence, a veritable horde of messengers spent the day crisscrossing the city in countless trips from one bank to another. Finally, the idea was put forward that the number of trips could be drastically reduced if they all met at a specific tavern and exchanged checks among themselves.

Though bankers were originally opposed to the idea, they eventually perceived the utility of the system and introduced the mechanism of Clearing Houses which are charged with the task of processing all the checks delivered to any bank against any other.

On June 14, 1865, France became the first country to approve legislation governing the use of checks. In England, where the use of the check became increasingly popular, the first legislation was enacted on August 18, 1882.

In Brazil, the first reference to the use of checks dates to 1845 with the founding of the Banco Comercial da Bahia. The word utilized to describe these papers, however, was "warrant" and not check. The use of the check is first cited in Art. 16, letter "a" of Law 149-B, dated 1893, later regulated by Decree 2,591, enacted on August 7, 1912.

(Extracted from the book "Dinheiro no Brasil", by F. dos Santos Trigueiro)

Visit: <http://www.bcb.gov.br/HISTORYCHECK>



Why has my check **bounced**?

Analysis of Text 2

1. A palavra **though** (L-2), as a **discourse marker**, da mesma maneira que **however**(L-4) está indicando *contraste*. **True or False?**

2. How can you translate the following fragment: "**there was a built-in inconvenience in the use of checks,...**" (L- 4/5)?

3. Instead of **sometimes** (L-5) the author could have used the phrase **at times**. **True or False?**

4. Instead of **as a result** (L-8) the author could have used the discourse marker **therefore**. **True or False?**

5. How can you translate the following fragment: "Messengers would be charged with taking the checks to the other banks" (L- 9/10)?

6. What does the author mean by the phrase in bold in: "As a consequence, a veritable horde of messengers **spent the day crisscrossing the city**" (L-10/11)?

7. In the fragment: "Finally, the idea was **put forward** that..." (L-12), what does the phrasal verb in bold mean?

8. Instead of **eventually** (L-15) the author could have used the adverb **finally**. **True or False?**

9. How can you translate the phrase: **Clearing Houses (L-17)**?

10. How can you translate the word: **warrant (L-25)**?

III. Vocabulary Build Up

5 TIPS FOR GETTING THE MOST FROM YOUR CREDIT CARD

Complete the mini texts with one of the words from the box:

Mini text 1: Pay on time

inconvenient	fees	qualify	maintain	cash
--------------	------	---------	----------	------

Paying your credit card account on time helps you avoid late _____ (1) as well as penalty interest rates applied to your account, and helps you _____ (2) a good credit record. A good credit record leads to a higher credit score, which helps you _____ (3) for lower interest rates. Know the date your payment is due. If your bill is due at an _____ (4) time of the month—for example, if it’s due on the 10th and you get paid on the 15th — contact your credit card company to see if they will change your billing cycle to fit your _____ (5) flow.

Brief Analysis of Mini Text 1

1. How can you translate the title of **mini text 1**?

Pay on time

2. Translate the following fragments:

a) as well as penalty interest rates

b) applied to your account

c) A good credit record leads to a higher credit score

d) Know the date your payment is due

e) and you get paid on the 15th

f) if they will change your billing cycle

Mini text 2: Stay below your credit limit

limit	rental	issuer	amount	check
-------	--------	--------	--------	-------

If you go over your credit _____ (1) on your card, your card _____ (2) could charge a fee and increase your interest rate to a higher penalty rate. To avoid this, keep a record of your spending or _____ (3) your balance online. Also, be aware

5 that some merchants (for example, hotel and car _____ (4) companies) put a “hold” on your credit card based on their estimate of the _____ (5) you will charge. This can reduce your available credit until the final charge is processed. See “Credit and Debit Card Blocking” (www.ftc.gov/bcp/edu/pubs/consumer/credit/crell.shtm).

Brief Analysis of Mini Text 2

1. How can you translate the title of **mini text 2**?

Stay below your credit limit –

2. **As a discourse marker**, o que a palavra **also (L-4)** está indicando no texto? Que outras palavras de igual teor poderiam substituí-la?

3. Translate the following fragments:

a) could charge a fee

b) increase your interest rate to a higher penalty rate

c) keep a record of your spending

d) be aware that some merchants

e) put a “hold” on your credit card

f) This can reduce your available credit

g) until the final charge is processed

Mini text 3: Avoid unnecessary fees

bill	balances	incur	agreement	need
------	----------	-------	-----------	------

Credit card companies not only charge late payment and over-the-limit fees, but also fees for cash advances, transferring _____

(1) ,and having a payment returned. Some companies charge a fee

when you pay your _____ (2) by phone. Pay attention to the

5 transactions that trigger these fees. If you _____ (3) a cash

advance, withdraw enough so that you don't have to take a second cash

advance—and _____ (4) a second fee—later in the month.

Read your credit card _____ (5) to learn more about the fees

that your credit card company charges. For more information see

“What are the fees?”

(www.federalreserve.gov/pubs/shop/default.htm#fees2).

Brief Analysis of Mini Text 3

1. How can you translate the title of **mini text 3**?

Avoid unnecessary fees

2. As a **discourse marker**, o que a palavra **If (L-5)** está indicando no texto?

3. Translate the following fragments:

a) Credit card companies not only charge late payment

b) and over-the-limit fees, but also fees for cash advances

c) and having a payment returned

d) the transactions that trigger these fees

e) withdraw enough so that you don't have to take a 2nd cash advance

Mini text 4: Pay more than the minimum payment

timelines	full	spend	balance	over
-----------	------	-------	---------	------

If you can't pay your balance in _____ (1) each month,
try to pay as much of the total as you can. _____ (2) time,
you'll pay less in interest charges — money that you will be able to
_____ (3) on other things, and you'll pay off your _____
5 (4) sooner. See the Federal Reserve's Credit Card Repayment Calculator
(www.federalreserve.gov/creditcardcalculator) to determine possible
repayment _____ (5).

Brief Analysis of Mini Text 4

1. How can you translate the title of **mini text 4**?

Pay more than the minimum payment

2. Com que significado o autor usa o **phrasal verb pay off (L-4)** neste texto?

3. Translate the following fragments:

a) If you can't pay your balance

b) try to pay as much of the total as you can

c) you'll pay less in interest charges

Mini text 5: Watch for changes in the terms of your account

billing	terms	monthly	different	aware
---------	-------	---------	-----------	-------

Credit card companies can change the _____ (1) and
conditions of your account. They will send you advance notices about
changes in fees, interest rates, _____ (2), and other features.

By reading these “change in terms” notices, you can decide whether
5 you want to change the way you use the card. For example, if cash
advance fees increase, you may decide to use a _____ (3) card
for cash advances. If you have a card with a variable rate or if you have
an introductory rate that is ending, be _____ (4) that credit
card companies are not required to send you a notice about raising
10 your interest rate. Interest rates are listed on your _____ (5)
bill. Read your bill carefully and take note of any changes.

Brief Analysis of Mini Text 5

1. How can you translate the title of **mini text 5**?

Watch for changes in the terms of your account

2. Com que significado o autor usa o **modal verb can (L-1)** no texto?

3. O autor do texto, para indicar exemplificação, usa a locução **For example (L-5)**. Que outra locução, de igual teor, poderia ser usada?

4. Translate the following fragments:

a) They will send you advance notices about changes in fees

b) if cash advance fees increase

c) If you have a card with a variable rate

d) send you a notice about raising your interest rate

IV. Unit Mock Test

Read the text below in order to answer questions **1 to 4**.

U.S. Central Bank Moves to Pump up Economy

Massive purchase of assets dwarfs previous actions

With its interest rate hovering around zero, the Federal Reserve —
the U.S. central bank — has resorted to unconventional measures to

infuse more than \$1 trillion into the ailing financial system.

The bank announced March 18 it will purchase \$750 billion in
5 mortgage-backed securities and \$300 billion in long-term Treasury
bonds to bring down costs of home-purchase financing and other types
of loans as well as to reduce long-term interest rates.

The Federal Reserve normally uses the key interest rate — the federal
funds rate — to regulate the supply of money in the economy. However,
10 having reduced this rate virtually to zero, the Federal Reserve had no
option but to take exceptional steps to revive lending and mitigate
the recession.

The bank pursued unconventional policies throughout 2008 in
response to a global financial crisis and the recession stemming from
it. Since September 2008, the bank's lending programs doubled the size
15 of its balance sheet to \$1.8 trillion from \$900 billion. But the scope and
size of its latest intervention in the market dwarf any single step taken
so far. The actions announced March 18 will expand its purchases to
\$3 trillion. The bank will print more money to pay for them.

The bank said in a statement the U.S. economy continues to shrink
20 and described the near-term outlook as “weak.”

The statement said the bank will leave the federal funds interest rate
in a range between zero and 0.25 percent and said it is likely to keep
the rate at that level for “an extended period”. It also suggested it will
soon expand a new program to finance consumer and business lending.

[19 March 2009]

Visit: <http://www.federalreserve.gov>

1. After reading the text one can affirm that:

- a) 0% is now the Fed's official interest rate in the U.S;
- b) the Fed took ineffective measures throughout 2008;
- c) the Fed will need to issue more money;
- d) in a statement the Fed said the economy continues to thrive;
- e) the Fed is left with no other measure to revive consumer lending.

2. In order to revive lending and mitigate the recession, the Fed:

- a) will go on reducing the official interest rate;
- b) had to take a set of unorthodox measures;
- c) should prevent the US currency from dropping sharply;
- d) will have to take measures to curb high inflation;
- e) might seek to remove more money from the system.

3. By the fragment “*dwarf any single step taken so far*” (L-17/18) the author means its latest intervention:

- a) has never before been so decisive;

- b)** was too limited in comparison with the previous ones;
- c)** could hardly pump up the U.S economy;
- d)** shouldn't have been so encompassing;
- e)** deviates from the traditional pattern adopted by the Fed.

4. The author implies that the Fed:

- a)** may have to lower its key interest rate in order to regulate the supply of money soon;
- b)** ought to resort to conventional economic measures once again;
- c)** has managed to bring down the costs of home-purchase financing;
- d)** may keep the key interest rate hovering around zero for quite some time;
- e)** has not dealt with a massive purchase of assets previously.

Useful Tips

Dicas Úteis

Definitions

BENCHMARK = something which can be measured and used as a standard that other things can be compared with. (*Oxford's Advanced Learner's Dictionary – page 109, 7a ed., 2005*)

Palavras e expressões tão importantes como **benchmark** (*taxa, índice, valor usado como referência*) que são de difícil tradução ou se caracterizam pela grande especificidade merecem um lugar de destaque no seu **notebook**. Procure vincular tais palavras e expressões a um contexto. Lembrem-se: longas listagens de vocábulos totalmente desvinculados de um texto pouco ou nada adiantam.

V. Learn From Past Exams

Volto a enfatizar a importância do estudo de textos já utilizados em concursos anteriores, independente de qual seja a banca examinadora. Invariavelmente, lições preciosas são extraídas dessa prática; como acredito seja o caso do texto a seguir. Leia-o atentamente como se fosse o seu próprio concurso; confira as respostas com breves comentários na seção final desta unidade.

Freedom of IMFormation

- With the global financial crisis, the world is increasingly looking to the *International Monetary Fund*— not just for financing but as the global institution charged with overseeing members' economies and policies (what we call surveillance). It's easy to forget that only 10 years
- 5 ago the Fund was a secretive institution. That's no longer the case. Communicating and engaging with the world at large is now a normal and essential part of the Fund's business.

The IMF today is a very open institution. The vast majority of our reports are published. The public can search the IMF's archives. And

10 we are making lots of effort to reach out to external stakeholders.

The benefits of this increased transparency, both for the Fund's surveillance and lending activities, are indisputable. Transparency allows us to engage with the public and to build a broader understanding and support of what we do. It benefits the quality of our advice by subjecting
15 our analysis to outside scrutiny. And more generally, it makes us more accountable for our advice and financial decisions. In all, it makes us a more effective and legitimate institution.

Frankly, the Fund cannot be a genuine leader on economic policy issues unless it is seen as transparent.

20 We certainly would not have been able to achieve the major reforms of our lending frameworks and the increase in our financial resources had we not been seen as an open and transparent institution. Rightly, the public expects to know what we are up to.

At the same time, certain aspects of transparency remain
25 controversial. Some believe that publication undermines candor in the reports, the frankness of discussions between staff and country authorities, and the Fund's role as trusted advisor.

Communicating and engaging with the world at large is now a normal and essential part of the Fund's business. We are gearing up to review
30 the Fund's transparency policy, as part of our efforts to increase our effectiveness. effectiveness.

The IMF has come a long way over the last 10 years, and publication rates of reports are high. Raising them further is not the main issue, nor one that can easily be resolved without changes much of our
35 membership would consider revolutionary (such as making publication mandatory). Rather, further efforts should focus on making progress on a broad front, on issues that may catch fewer headlines, but are nevertheless crucial:

- Reducing long publication lags. How can we simplify the
40 cumbersome procedure for obtaining consent?
- Maintaining the integrity of reports. The IMF's analysis and advice must be, and be seen to be, convincing, candid, and independent. To this end, there is a long-standing and fundamental principle that Fund reports are not "negotiated" documents.
- 45 • Making the Fund's archives more accessible. The current setup for searching the archives, in particular the need to travel to Washington to

gain full access to them, is outdated. We should also consider whether we can make some archived material available more quickly to the public.

By Reza Moghadam Posted on September 17, 2009 by iMFdirect (*Cesgranrio/Bacen/Analista/2010*)

Visit: <http://blog-imfdirect.imf.org/2009/09/17/freedom-of-information/>

56. The wordplay in the title refers to the fact that the:

- a) *IMF* has not dared to open its reserved archives in Washington to the public in general;
- b) *IMF* has been adopting a transparency policy so as to enhance its credibility and legitimacy;
- c) *IMF* must be freed from the impositions of the world leaders on its financial decisions;
- d) once secret information kept by the *IMF* is not freely discussed nor is it easily negotiable;
- e) world economies are trying to get rid of the excessive control of the *IMF* over their financial systems.

57. The only argument that **CAN NOT** be considered supportive of publishing the *IMF* documents is that the:

- a) public must be made aware of what the *IMF* has been doing and the support it is giving to economic policy issues;
- b) *IMF* will be regarded as a more trustworthy institution if it releases its documents and financial decisions to the public at large;
- c) language used in documents that circulate publicly is usually more controlled and therefore less frank and direct in exposing opinions and facts;
- d) lack of access of external stakeholders to the issues the *IMF* supports and the actions it takes makes the institution more vulnerable and less effective;
- e) relevant changes made to the financing structure of the institution were only effected in recognition of the *IMF* as a reputable and candid organization.

58. In terms of meaning, it is correct to affirm that:

- a) "...charged with..." (L-3) and **endowed with** are synonyms;
- b) "...reach out to..." (L-10) and **get in touch with** are antonyms;
- c) "...scrutiny" (L-15) and **inquiry** have opposite meanings;
- d) "...gearing up to" (L-29) and **getting ready for** express contradictory ideas;
- e) "...come a long way..." (L-32) and **made considerable progress** express similar ideas.

59. The expression in boldtype and the item in parenthesis are semantically equivalent in:

- a) **"In all**, it makes us a more effective and legitimate institution." – (L-16/17). **(All things considered)**;
- b) "the Fund cannot be a genuine leader on economic policy issues **unless** it is seen as transparent." – (L-18/19). **(Given that)**;
- c) **"Rather**, further efforts should focus on making progress on a broad front, on issues that may catch fewer headlines," – (L-36/37). **(Moreover)**;
- d) **"To this end**, there is a long-standing and fundamental principle that Fund reports are not 'negotiated' documents." (L-43/44). **(Last but not least)**;
- e) "We should also consider **whether** we can make some archived material available more quickly to the public." (L-47/48). **(While)**

60.

"I agree wholeheartedly with these transparency initiatives. I would also urge the *IMF* to keep going further forward particularly in regards to archives, as well as releasing country reports as part of a regular pattern of their activities, and to move to a system of releasing mandatory reports. In order for us not to repeat the same mistakes over and over again, we must be able to discern patterns from real world data. Secrecy is to be shunned since it promotes an imbalance in power and always leads to abuses."

(Rahim, on December 14th, 2009 at 12:41am <http://blog-imfdirect.imf.org/2009/09/17/freedom-of-information/#comment-579>)

The comment above is in tune with Moghadam's ideas, because Rahim states that:

- a)** secret reports are not welcome in the *IMF* any more because they actually distort real world data;
- b)** some concealment measures should be preserved so as to protect *IMF* archives and country reports;
- c)** no country reports should be mandatory to avoid the imbalance of power among the world's leading nations;
- d)** the transparency initiatives promoted by the *IMF* may eventually lead to mistakes and to an abuse of power;
- e)** the *IMF* should regularly publish reports in order to keep the world informed on financial and economic issues the institution has adopted.

Really worth quoting!

"A small debt makes a man your debtor. A large one makes him your enemy." (*Sêneca*)

"Uma pequena dívida faz de um homem seu devedor, uma grande dívida faz dele seu inimigo." (*Sêneca*)

VI. EXERCISE SECTION

I. Complete the sentences with the BANKING TERMS below:

A. – clear	window	checkbook	interest	currency
-------------------	---------------	------------------	-----------------	-----------------

1. How long does it take to _____ this check?

2. I've run out of checks. Where can I get a new _____?

3. Could you please go to that other _____ there, my colleague will help you out.

4. If I exceed my credit limit, how much _____ do I have to pay on the loan?

5. Excuse me, can I exchange this _____ here?

B. – bounced	honor	cash	savings	endorse
---------------------	--------------	-------------	----------------	----------------

6. I have a checking account here. I'd like to open a _____ account.

7. Excuse me, where can I _____ my travelers checks?

8. I'd like to know why my check _____ I'm sure I'm in the black, so there must be a mistake.

9. I'm afraid you forgot to _____ the check. Sign on the back, Sir.

10. I'm glad the manager okayed my check. There was no reason why he shouldn't _____ it.

C. – loan	slip	stubs	terms	order
-----------	------	-------	-------	-------

11. I've filled out this _____ your manager has initialed my check, what else is needed to make the deposit?

12. I've kept my checkbook. _____ According to my calculations, my account isn't overdrawn.

13. You haven't written the amount in words. It goes there next to 'pay to the _____ of'.

14. Can I apply for a _____ here?

15. I'm afraid you haven't read the contract very carefully. There it says that its _____ are subject to changes without notice.

II. Choose the best option and then translate the sentences.

1. The new \$100-dollar bills are said to be _____ – proof.

- a) false
 - b) counterfeit
 - c) cope
 - d) forged
-

2. People feared the young heir might _____ his uncle's fortune quickly.

- a) squander
- b) strand
- c) stalk
- d) stoke

3. Union leaders insisted that their wage increase be _____.

- a) at large
- b) at a sitting
- c) down the alley
- d) across the board

4. Stock exchange indexes _____ sharply yesterday.

- a) dimmed

- b)** staked
- c)** plummeted
- d)** posed

5. The owner of the restaurant _____ 10% _____ our bill.

- a)** took ... off
- b)** built ... down
- c)** let down
- d)** cut for

6. Some men _____ other people's success in life by the money they make.

- a)** grasp
- b)** gauge
- c)** profit
- d)** grab

7. "It's a _____", the robber told the cashier.

- a)** hold-up
- b)** show-off
- c)** warm-up
- d)** blow-up

8. The Minister of Finance assured the press members that the increase in taxation would not affect personal _____.

- a)** intake
- b)** outcome
- c)** growth
- d)** income

9. Our lawyer told us we'd have the tenant _____ for not paying the rent.

- a)** flunked
- b)** barred
- c)** evicted
- d)** dispatched

10. Something must be done to soften the impact _____ imports.

- a)** on
- b)** in
- c)** to
- d)** for

11. Most of the money my wife and I make is put aside to pay for the _____. One day we're going to own our house.

- a)** revenue
- b)** mortgage
- c)** ransom
- d)** yield

12. For my part, I don't think we'll be able to meet the tough financial _____ that were set by the board.

- a)** bonuses
- b)** targets
- c)** posts

d) arrows

13. The credit card company sent me _____ which simply didn't match my records.

- a)** an invoice
- b)** an installment
- c)** a voucher
- d)** a paycheck

14. I regret to say, Miss Lerner, that you've exceeded the _____ agreed on.

- a)** fringe
- b)** statement
- c)** overdraft
- d)** mark

15. We have wrapped up the project. As usual, Mr. Grant—the CEO—will _____ in the matter.

- a)** act in compliance with
- b)** have the upper hand
- c)** have the final say
- d)** have a clear conscience

16. You've lent \$50 to Agatha? Better _____ the money good-bye.

- a)** catch
- b)** say
- c)** tell
- d)** kiss

17. I didn't pay cash for the DVD player. I bought it _____.

- a)** at length
- b)** in trust
- c)** for good
- d)** on time

18. Mr. Wan lost all his wealth betting on horses. Now he's _____ ruin.

- a)** on the brink of
- b)** for the sake of
- c)** at the edge for
- d)** in addition to

19. There's all the paperwork to sift through, the warranty and everything, but in spite of all the red tape, I believe you'll get the _____.

- a)** award
- b)** loan
- c)** prize
- d)** premium

20. The trade-in _____ of your used car will be low under the circumstances.

- a)** worth
- b)** value
- c)** basis
- d)** lack

III. Choose the best option and then translate the sentences.

1. For a bank to grant a _____, the manager will usually ask the client for something as collateral.
 - a) profit
 - b) loan
 - c) dividend
 - d) policy
2. Of course banks will lend money to borrowers at _____.
 - a) will
 - b) discount
 - c) interest
 - d) rate
3. Tycoons amassed vast financial empires; they achieved great _____.
 - a) wealth
 - b) hedges
 - c) thrift
 - d) purchases
4. Commercial banks are designed to make a _____ for their stockholders.
 - a) surplus
 - b) gain
 - c) yield
 - d) profit
5. Management showed concern about last quarter's sharply _____ sales.
 - a) pending
 - b) descending
 - c) deriving
 - d) declining
6. Our new boss simply demands _____ performance; he's what you might call a perfectionist.
 - a) flawless
 - b) active
 - c) hasty
 - d) warranty
7. When you pay by credit card you are given a _____ in the amount of your purchase.
 - a) slip
 - b) check
 - c) voucher
 - d) coupon
8. Money, property, all the things a company owns are its _____.
 - a) revenues
 - b) credits
 - c) estimates
 - d) assets
9. Debts, all the money owed by a company, are its _____.

- a)** liabilities
- b)** debits
- c)** revenues
- d)** assets

10. A _____ is the amount of money a kidnaper or abductor demands.

- a)** revenue
- b)** ransom
- c)** receipt
- d)** slip

11. If you don't settle your invoice in full, you'll have to pay interest on the amount _____.

- a)** outstanding
- b)** plummeted
- c)** counterfeited
- d)** warranted

12. How come my \$50 check bounced when I have a _____ of \$953 in my checking account?

- a)** rest
- b)** remainder
- c)** balance
- d)** quantity

13. An exporter may be responsible for the insurance costs depending on the _____ of the agreement.

- a)** sentences
- b)** breaches
- c)** labels
- d)** terms

14. You can do whatever you want with _____ check: transfer it, cash it, deposit it etc.

- a)** an open
- b)** a white
- c)** a crossed
- d)** an ordinary

15. Insurance companies receive monthly _____ from their clients.

- a)** profits
- b)** premiums
- c)** stocks
- d)** bonds

16. The Brazilian government's most substantial _____ comes from the income tax.

- a)** revenue
- b)** availability
- c)** profit
- d)** bonds

17. _____ are certificates that companies and individuals buy from the government.

- a)** Trustees
- b)** Bonds

- c) Cash flows
- d) Coupons

18. Mary had the habit of collecting _____ to buy goods at a discount.

- a) cards
- b) chromes
- c) coupons
- d) labels

19. Savings accounts have a monthly _____ of less than 1% nowadays.

- a) spread
- b) gauge
- c) thrift
- d) yield

20. A _____ is a document promising to replace or repair merchandise bought if it breaks or gets damaged.

- a) warranty
- b) receipt
- c) spread
- d) label

IV. Choose the best option. Translate the sentences as well.

1. I'd like to withdraw fifty dollars from my checking account.

- a) deposit
- b) write out
- c) amount
- d) draw out

2. Since the check is for you, _____ to cash.

- a) make it out
- b) draw the line
- c) fill in the blank
- d) endorse it

3. Would you mind filling in that deposit _____, Madam?

- a) slip
- b) bill
- c) paper
- d) account

4. You forgot to _____ your check. In other words, sign your name on the back.

- a) reveal
- b) endorse
- c) fill in
- d) bill

5. The signature goes in the _____ right-hand corner of the check.

- a) top
- b) left
- c) bottom

d) middle

6. How long will it take to _____ my check?

a) cover

b) compensate

c) honor

d) clear

7. A bank cashier deals with people's deposits, withdrawals, bills...

a) clerk

b) manager

c) teller

d) vault

8. When you write out a check you've got to write the _____ both in numbers and in words.

a) amount

b) denomination

c) bill

d) currency

9. I've run out of checks, where can I get another _____?

a) carnet

b) voucher

c) checkbook

d) slip pad

10. Could you please go to that _____ over there? That's where you can get your paycheck, Madam.

a) booth

b) window

c) cabin

d) lounge

V. Try to complete the text with the words on the right.

Commercial banks are designed to make a (1) for their (2). They receive money in the form of (3), savings or repayments from the public, they lend it at interest to (4) Profit is made primarily from (5). Obviously, banks do not keep most of the money they receive; indeed, a bank will have on hand only enough to pay those (6) who want to withdraw their money on a given day. A modern bank usually needs no more than 2% of its money in (7).	a) borrowers b) profit c) stockholders d) deposits e) interest
Yet law requires this same bank to deposit a sixth or seventh of its (8) in non-earning funds with the Federal Reserve Bank in its district.	
To insure additional protection against a "run" in which (9) would exceed deposits, most banks buy govern- ment (10) called notes or certificates. These are short-term notes of from 90 days to one year. Reasons for owning bonds, whether short or long-term, are : a) they can be converted to cash quickly, thus providing (11), b) they provide an (12), and they are a hedge against the changing value of (13).	f) cash g) customers h) bonds i) withdrawals j) resources

If a bank really needs only a 2 percent (14) why then does the Federal Reserve System require 15 or 20 percent reserve? The main purpose is not for safety of the deposits but to control the (15) of money member banks can create.
(Excerpt from “An Outline of American Economy”, pp. 85/86, USIA, 1986)

k) assets
l) amount
m) liquidity
n) income
o) reserve

VI. Complete the text with each of the words below.

ensures	safeguards	trust	theft	funding
---------	------------	-------	-------	---------

There are several advantages in the use of checks: increased facility in transacting with large sums of money; savings on time since there is no need for counting money; lesser possibility of _____ (1) and, of course, lesser risk since it is no longer necessary to keep large amount
5 of cash nearby.

In terms of security, the use of checks must be accompanied by adequate _____ (2) capable of generating a sense of trust among clients.

The advantages to be derived from the use of checks will only benefit those societies in which strict legislation is approved, specifying the
10 punishment to be meted out to persons who issue checks with insufficient backing, thus ensuring public _____ (3) in this monetary instrument.

Another important type of instrument is the traveller’s check, commonly used by people when traveling away from home. These instruments can be issued in any country and are signed by the
15 beneficiary at the moment of issue. An additional signature at the time of cashing these checks _____ (4) their authenticity.

Finally, there are special overdraft checks through which a bank guaranties that a specific balance negotiated with the client will be available at all times, independently of whether the client has deposited
20 sufficient _____ (5).

(Extracted from the book “Dinheiro no Brasil”, by F. dos Santos Trigueiro.)
Visit: <http://www.bcb.gov.br/>

Analysis of Mini Text

1. Cite algumas das vantagens do uso dos cheques:
-
2. As a discourse marker what does the word **thus** (L-11) indicate?
-
3. In a few words, what do you understand by **overdraft** (L-17)?

4. Translate the following fragments:

a) since it is no longer necessary to keep large amount of cash nearby

b) generating a sense of trust among clients

c) specifying the punishment to be meted out

d) to persons who issue checks with insufficient backing

e) are signed by the beneficiary at the moment of issue

f) Finally, there are special overdraft checks

g) through which a bank guaranties that a specific balance

h) negotiated with the client will be available at all times

i) independently of whether the client has deposited sufficient

VII. Translate this introductory paragraph of “The Regulation Of Banking”

Since the first years of the American republic, federal and state law-makers and government officials have struggled to determine the right level of regulation and government control over the banking system. When banks can respond to market forces, innovation and competitive services multiply. But competition’s downside has been a succession of banking crises and financial panics. Overly aggressive lending and speculative risk-taking that led to these crises have, in turn, led to political demands for tighter controls over interest rates and banking practices. A new chapter in this debate began in response to the 2008 financial crisis.

(From Outline of the US Economy, page 90, US Department of State- 2009 edition)

VII. Unit Quiz – Anything Goes

Tente responder este **QUIZ – ANYTHING GOES** (*Teste Vale Tudo*) depois que houver estudado a unidade inteira.

1. How do you say **solicitar um empréstimo** in English?

2. How can you translate into Portuguese the expression **clear a check**?

3. Qual é a palavra, usada várias vezes nesta unidade, para designar *concorrência*?

4. How do you call the clerk at the bank in charge of receiving deposits, paying out money, paying bills for customers?

To answer questions **5 – 10** you have to choose which word in brackets best answers the question.

5. That bank had been in the red for years; now it's back on track, as it has shown excellent results. It is in the **[a) blue / b) black]**.

6. My wife and I have a **[a) joint / b) linked] account** at this bank.

7. Angela does the **[a) payroll / b) paper of payment]**, pays the bills and taxes.

8. According to my latest bank statement, I'm afraid my checking account is **[a) overdrawn / b) overtaken]**.

9. Savings accounts are characterized by being interest-**[a) bearing / b) bearer]** accounts.

VIII. Answers & Comments

ANALYSIS OF TEXT 1 – Credit Cards

1. Translation of the fragment: “**purchasing a large number of goods and services,...**” (*comprando grande quantidade de mercadorias e serviços*)
2. **False**- In the fragment “**Eventually** the bill must be paid” (*por fim a conta deve ser paga*), the adverb in bold could **NOT** be replaced by **sometimes**.
3. Translation of the fragment: “**in either hard cash or check**” (*ou em espécie ou em cheque*)
4. The phrase: **Petrol stations** é característica do inglês britânico. No inglês dos Estados Unidos a locução correspondente é **gas station**.
5. Translation of the fragment: “**paying their travel, work, and leisure expenses**” (*pagando suas despesas de viagem, de trabalho e de lazer*)
6. In the fragment: “Diners started to **issue** plastic cards” o verbo **to issue** significa *emitir*.
7. Usos para os **bankcards** (*cartões bancários*): a)**guarantee checks** – *garantir cheques*; b)**withdraw money** – *sacar, retirar dinheiro*; c)**make payments in automatic tellers** – *fazer pagamentos em caixas eletrônicos*.
8. O verbo **devise** no seguinte fragmento: “**Devised** to regular clients” (*concebido para clientes regulares*)
9. O significado do seguinte fragmento: “The most recent **technological breakthrough** in credit cards” (*os mais recentes avanços tecnológicos*)
10. Translation of the fragment: “**As the cardholder spends, the card's balance is being electronically withdrawn**” (*À medida que o detentor do cartão gasta, o saldo do cartão é eletronicamente deduzido*)

ANALYSIS OF TEXT 2 – Checks

1. **True** – A palavra **though**, as a **discourse marker**, da mesma maneira que **however** está indicando *contraste*.
2. Translation of the fragment: “**there was a built-in inconvenience in the use of checks,...**” (*havia uma inerente inconveniência no uso dos cheques*)
3. **True** – Instead of **sometimes** the author could have used the phrase **at times**(*às vezes*).
4. **True** – Instead of **as a result** the author could have used the discourse marker **therefore**.
5. Translation of the fragment: “**Messengers would be charged with taking the checks to the other banks**” (*mensageiros eram encarregados de levar os cheques para outros bancos*)
6. In: “As a consequence, a veritable horde of messengers **spent the day crisscrossing the city**” (*em consequência uma verdadeira horda de mensageiros passava o dia cruzando a cidade de um lado a outro*)
7. Phrasal verb **put forward** – Translating the fragment: “**Finally, the idea was put forward that...**”

(por fim, a ideia foi sugerida, apresentada)

8. **True** – Instead of **eventually** the author could have used the adverb **finally**(*finalmente*).

9. Translation of the phrase: **Clearing Houses**(*Câmaras de Compensação*)

10. Translation of the word: **warrant**(*garantia*)

VOCABULARY BUILD UP

5 TIPS FOR GETTING THE MOST FROM YOUR CREDIT CARD

5 Dicas para obter o máximo de seu cartão de Crédito

Mini text 1: Pay on time.

1. fees / 2. maintain / 3. qualify / 4. inconvenient / 5.cash

BRIEF ANALYSIS OF MINI TEXT 1

1. Title of mini text 1: **Pay on time** (*Pague em dia*)

2. Fragments:

a) as well as penalty interest rates (*bem como taxas de juros impostas*)

b) applied to your account (*aplicadas a sua conta*)

c) A good credit record leads to a higher credit score (*um registro de crédito limpo conduz a uma graduação de crédito mais alta*)

d) Know the date your payment is due (*saiba quando é a data de vencimento de seu pagamento*)

e) you get paid on the 15 (*se você recebe seu pagamento no dia 15*)

f) if they will change your billing cycle(*se eles forem mudar seu ciclo de faturamento*)

Mini text 2: Stay below your credit limit

1. limit / 2. issuer / 3. check / 4. rental / 5. amount

BRIEF ANALYSIS OF MINI TEXT 2

1. Title of mini text 1: **Stay below your credit limit** (*Fique abaixo do seu limite de crédito*)

2. As a discourse marker, a palavra also indica *adição*. Furthermore, Besides, Moreover, In addition poderiam substituí-la.

3. Fragments:

a) could charge a fee

...poderia cobrar uma taxa

b) increase your interest rate to a higher penalty rate

...aumentar seus juros para uma taxa maior

c) keep a record of your spending

mantenha controle dos seus gastos

d) be aware that some merchants

saiba que alguns comerciantes

e) put a “hold” on your credit card

coloque um “freio” no seu cartão de crédito

f) This can reduce your available credit

isto pode reduzir seu crédito disponível

g) until the final charge is processed

até que a cobrança final seja processada

Mini text 3: Avoid unnecessary fees

1. Balances / 2. bill / 3. need / 4. incur / 5. agreement

BRIEF ANALYSIS OF MINI TEXT 3

1. Title of mini text 3: **Avoid Unnecessary Fees** (*Evite taxas desnecessárias*)

2. As a discourse marker, a palavra **If** está indicando **condição**.

3. Fragments:

a) Credit card companies not only charge late payment

as firmas de cartão de crédito não só cobram pelo pagamento atrasado

b) and over-the-limit fees, but also fees for cash advances

e taxas acima do limite, mas também por adiantamentos em espécie

c) and having a payment returned

e ao ter um pagamento devolvido

d) the transactions that trigger these fees

as transações que deflagram (a cobrança) dessas taxas

e) withdraw enough so that you don't have to take a 2nd cash advance

retire o suficiente para não ter de fazer um outro adiantamento em dinheiro

Mini text 4: Pay more than the minimum payment

1. full / 2. Over / 3. spend / 4. balance / 5. timelines

BRIEF ANALYSIS OF MINI TEXT 4

1. Title of mini text 4: **Pay more than the minimum payment**

Faça o pagamento de um valor maior que a parcela mínima

2. O phrasal verb **pay off** é usado no sentido de *liquidar, saldar*.

3. Fragments:

a) If you can't pay your balance

Se você não conseguir quitar seu saldo

b) try to pay as much of the total as you can

tente pagar o máximo do total que puder

c) you'll pay less in interest charges

Mini text 5: Watch for changes in the terms of your account

1. terms / 2. billing / 3. different / 4. aware / 5. monthly

BRIEF ANALYSIS OF MINI TEXT 5

1. Translation of the title of mini text 5:

Watch for changes in the terms of your account

Fique atento a mudanças nos termos de seu contrato

2. O **modal verb can**, no texto, expressa algo que é possível fazer.

3. O autor do texto, para indicar *exemplificação*, usa a locução “For example” (*por exemplo*). Uma outra locução, de igual teor, é *for instance*.

4. Fragments:

a) They will send you advance notices about changes in fees

Elas lhe enviarão avisos prévios sobre alterações nas taxas

b) if cash advance fees increase

se as taxas cobradas por adiantamentos em dinheiro aumentarem

c) If you have a card with a variable rate

Se você tiver um cartão com uma taxa variável

d) send you a notice about raising your interest rate

Enviar-lhe um aviso sobre aumento de sua taxa de juros

MOCK TEST

1. **C** – Após a leitura do texto é possível afirmar que o Federal Reserve (FED) irá emitir mais dinheiro. Nas outras opções está dito que: em **a)**, taxa de juros oficial é 0% nos Estados Unidos; mas o texto diz que ela varia entre 0 e 0,25%; em **b)**, o FED tomou medidas eficazes durante o ano de 2008 inteiro; em **d)**, num comunicado o FED informa que a economia continua a prosperar; em **e)**, ao FED não restou outra medida com que reavivar os empréstimos ao consumidor.

2. **B** – A fim de reviver os empréstimos aos consumidores e amenizar os efeitos da recessão o FED teve de tomar uma série de medidas heterodoxas. Nas outras opções está dito que o FED: em **a)**, continuará a reduzir a taxa de juros oficial; em **c)**, deveria impedir que a moeda norte-americana caia vertiginosamente; em **d)**, terá de tomar medidas para frear a inflação; em **e)**, poderia buscar retirar mais dinheiro do sistema.

3. **A** – Neste fragmento “**dwarf any single step taken so far**” (*torna bem menor qualquer medida tomada antes*) e, assim, o autor quer dizer que nenhuma outra intervenção do FED jamais foi tão decisiva quanto esta mais recente. Nas demais, lê-se que tal medida: em **(b)**, foi limitada demais em comparação com outras anteriores; em **(c)**, mal poderia revigorar a economia dos

Estados Unidos; em **(d)**, não deveria ter sido tão abrangente; em **(e)**, se desvia do padrão tradicional adotado pelo FED.

4. **D** – O autor sugere que o FED pode manter a taxa de juros variando em torno de zero por algum tempo. Nas demais, o FED: em **a)**, talvez tenha de baixar a taxa básica de juros a fim de em breve controlar a oferta de moeda; em **b)**, deveria se valer de medidas econômicas convencionais novamente; em **(c)**, conseguiu reduzir os custos do financiamento para compra de moradias; em **e)**, não lidou com a maciça compra de ativos anteriormente.

LEARN FROM PAST EXAMS

56. **B** – O jogo de palavras a que se refere o examinador é que no título o autor fala em **Freedom of IMFormation**, jogando com a sigla do **International Monetary Fund (IMF)**, diz respeito à política de transparência que o FMI tem adotado a fim de incrementar sua credibilidade e legitimidade. Nas demais opções está dito: em **a)**, O FMI não ousou abrir, ao público em geral, seus arquivos confidenciais em Washington; em **c)**, O FMI tem de ser liberado das imposições dos líderes mundiais quanto às suas decisões financeiras; em **d)**, uma vez que informações secretas mantidas pelo FMI não são discutidas livremente nem são facilmente negociáveis; em **e)**, economias mundiais estão tentando livrar-se do controle excessivo do FMI sobre seus sistemas financeiros.

57. **C** – O único argumento que não está apoiando a publicação dos documentos do FMI é: a linguagem usada nos documentos que circulam publicamente é geralmente mais controlada e, portanto, menos franca e direta ao expor opiniões e fatos. Nas outras opções: em **a)**, o público tem de ser conscientizado do que o FMI vem fazendo e do apoio dado a assuntos de política econômica; em **b)** o FMI será olhado como uma instituição com maior credibilidade se divulgar seus documentos e decisões financeiras ao público em geral; em **d)**, a falta de acesso dos participantes externos relativamente às questões que o FMI apoia e as medidas que toma tornam a instituição mais vulnerável e menos eficiente; em **e)**, as mudanças relevantes feitas na estrutura de financiamento da instituição somente foram efetuadas reconhecendo o FMI como uma organização transparente e com boa reputação.

58. **E** – Em termos semânticos, pode-se afirmar que **(has)come a long way & considerable progress** (*fizeram significativos progressos*) expressam ideias semelhantes. Nas demais opções: em **a)**, **charged with**(*encarregada de*) & **endowed with**(*dotado de*) não são expressões sinônimas; em **b)**, **reach out to**(*tentar chegar até*) & **get in touch with** (*entrar em contato com*) não expressam ideias antônimas; em **c)**, **scrutiny**(*exame minucioso*) & **inquiry**(*investigação*) não têm sentidos opostos; em **d)**, **gearing up to** (*preparando-se para*) & **getting ready for** (*preparando-se para*) são expressões sinônimas; assim, não é correto dizer-se que expressam ideias contraditórias.

59. **A** – Existe equivalência semântica entre **in all & all things considered** (*Levando-se tudo em consideração*). Traduzindo as demais opções: em **b)**, o FMI não pode ser um líder genuíno nos

assuntos de política econômica a menos que seja visto como uma instituição transparente; em que se vê que **unless** não corresponde a **given that** (*dado que, considerando-se que*); em **c)**, Ou melhor, esforços adicionais deveriam concentrar-se em fazer progressos numa ampla frente, com respeito a assuntos que possam despertar menos interesses para as manchetes do noticiário; em que se constata que **rather** não corresponde a **moreover** (*além disso, ademais*); em **d)**, Com essa finalidade, há um princípio fundamental consagrado há um longo tempo, de que os relatórios do FMI não são documentos negociados; vê-se que a locução **to this end** não corresponde a **last but not least** (*e por último, mas não menos importante*); em **e)**, devíamos também considerar se podemos divulgar determinados materiais arquivados e torná-los mais rapidamente disponíveis ao público; em que **whether** não corresponde a **while** (*enquanto*).

60. E – “I agree wholeheartedly with these transparency initiatives. I would also urge the IMF to keep going further forward particularly in regards to archives, as well as releasing country reports as part of a regular pattern of their activities, and to move to a system of releasing mandatory reports. In order for us not to repeat the same mistakes over and over again, we must be able to discern patterns from real world data. Secrecy is to be shunned since it promotes an imbalance in power and always leads to abuses.” Fica evidente que esta é a melhor opção ao se traduzir o parágrafo: *Concordo integralmente com essa iniciativa visando maior transparência. Também solicitaria que o FMI continuasse nessa linha, em especial com referência aos seus arquivos, bem como divulgando relatórios dos países como parte de um padrão habitual de sua atuação; e caminhar para um sistema de liberação de relatórios obrigatórios. A fim de que não se repitam os mesmos erros várias vezes, temos de ser capazes de discernir modelos dos dados verdadeiros globais. Deve-se evitar o sigilo, uma vez que este promove um desequilíbrio de poder e sempre conduz a abusos.* Nas outras opções está dito que: em **a)**, relatórios secretos não são mais bem-vindos no FMI porque, em verdade, distorcem os verdadeiros dados globais; em **b)**, algumas medidas sigilosas deveriam ser preservadas a fim de proteger os arquivos do FMI e os relatórios dos países; em **c)**, nenhum relatório de país algum deve ser obrigatório para evitar desequilíbrios de poder entre as nações de vanguarda; em **d)**, as iniciativas visando a maior transparência do FMI podem, por fim, conduzir a erros e a abuso de poder.

EXERCISE SECTION

I. BANKING TERMS

- 1. clear** – Quanto tempo leva para compensar o meu cheque?
- 2. checkbook** – Estou sem cheques. Onde posso conseguir um novo talão?
- 3. window** – Poderia dirigir-se àquele guichê? Meu colega irá lhe atender.
- 4. interest** – Se exceder o limite de crédito, quanto pagarei de juros sobre o empréstimo?
- 5. currency** – Perdão, posso trocar esta moeda aqui?
- 6. savings** – Tenho uma conta corrente aqui. Quero abrir uma conta de poupança.
- 7. cash** – Perdão, onde posso trocar meus cheques de viagem?

- 8. bounced** – *Queria saber porque meu cheque voltou. Tenho certeza de que tenho saldo, portanto deve haver um erro.*
- 9. endorse** – *Temo que o senhor esqueceu de endossar o cheque. Assine no verso.*
- 10. honor** – *Fico feliz que o gerente tenha dado o OK para o meu cheque. Não havia razão para que ele não honrasse o meu cheque.*
- 11. slip** – *Já preenchi esta guia, seu gerente rubricou meu cheque; o que mais será necessário para fazer o depósito?*
- 12. stubs** – *Guardei meus canchotos dos cheques. De acordo com meus cálculos, minha conta não está estourada.*
- 13. order** – *O senhor não escreveu a quantia por extenso. Ali depois da expressão “pague a sua ordem”.*
- 14. loan** – *Posso solicitar um empréstimo aqui?*
- 15. terms** – *Temo que não tenha lido o contrato cuidadosamente. Lá está dito que seus termos estão sujeitos a alterações sem prévio aviso.*

II. MONEY ALL AROUND US

- 1. (b)** – *A nova nota de \$100 dólares é tida como à prova de falsificação.*
- 2. (a)** – *Temia-se que o jovem herdeiro esbanjasse a fortuna do tio rapidamente.*
- 3. (d)** – *Os líderes sindicais insistiam para o aumento salarial ser abrangente.*
- 4. (c)** – *Os índices das bolsas de valores despencaram ontem.*
- 5. (a)** – *O dono do restaurante deu-nos um desconto de 10% na nossa conta.*
- 6. (b)** – *Alguns homens medem o sucesso dos outros na vida pelo dinheiro que ganham.*
- 7. (a)** – *Isto é um assalto! – disse o ladrão para o caixa.*
- 8. (d)** – *O ministro da Fazenda afiançou aos membros da imprensa que o aumento da tributação não afetaria a renda das pessoas físicas.*
- 9. (c)** – *Nosso advogado nos disse que teríamos o inquilino despejado por falta de pagamento do aluguel.*
- 10. (a)** – *Algo tem de ser feito para suavizar o impacto sobre as importações.*
- 11. (b)** – *A maior parte do dinheiro que minha esposa e eu ganhamos é poupado para pagar a hipoteca. Um dia seremos proprietários de nossa casa.*
- 12. (b)** – *Particularmente não penso que sejamos capazes de atingir as duras metas financeiras que foram estabelecidas pela diretoria.*
- 13. (a)** – *A companhia de cartão de crédito me enviou uma fatura que simplesmente não batia com meus registros.*
- 14. (c)** – *Lamento dizer que a senhora, Mrs. Lerner, excedeu o seu limite de crédito especial pactuado.*
- 15. (c)** – *Demos os toques finais no projeto, mas, como de costume, o CEO (diretor presidente) tem a palavra final sobre o assunto.*
- 16. (d)** – *Você emprestou \$50 para a Agatha? É melhor dar adeus ao dinheiro.*
- 17. (d)** – *Não paguei à vista pelo DVD player. Comprei-o a crédito.*

18. (a) – O Sr. Wan perdeu sua fortuna apostando nos cavalos. Agora está à beira da ruína.
19. (b) – Há uma papelada enorme para se analisar, existe a garantia e tudo o mais; mas, apesar de toda a burocracia, você receberá o seu empréstimo.
20. (b) – O valor de troca do seu carro usado será baixo devido às circunstâncias.

III. BUSINESS IS BUSINESS

1. (b) – Para um banco conceder um empréstimo, o gerente vai pedir ao cliente algo em garantia.
2. (c) – Naturalmente os bancos emprestam dinheiro a juros aos clientes.
3. (a) – Os barões acumularam vastos impérios financeiros. Fizeram fortunas.
4. (d) – Os bancos comerciais se destinam a produzir lucros a seus acionistas.
5. (d) – A direção demonstrou preocupação com as vendas em queda brusca.
6. (a) – Nosso novo chefe exige atuação sem falhas; é o que se pode chamar de um perfeccionista.
7. (c) – Quando se paga com cartão de crédito, recebe-se um comprovante no valor da compra.
8. (d) – Dinheiro, propriedades, tudo que uma empresa possui são seus ativos.
9. (a) – Dívidas, todo dinheiro que a empresa deve é o passivo.
10. (b) – Um resgate é a quantia que um sequestrador exige.
11. (a) – Se você não quitar o total de sua fatura terá de pagar juros sobre o montante remanescente.
12. (c) – Como pode o meu cheque ter voltado se tenho um saldo de \$953 em minha conta corrente?
13. (d) – Um exportador pode ficar responsável pelos custos do seguro dependendo dos termos do contrato.
14. (a) – Você pode fazer o que quiser com um cheque ao portador: transferi-lo, descontá-lo, depositá-lo etc.
15. (b) – As seguradoras recebem prêmios mensais de seus clientes.
16. (a) – A receita mais vultosa do governo brasileiro vem do imposto de renda.
17. (b) – Títulos são papéis que companhias e pessoas compram do governo.
18. (c) – Mary costumava juntar cupons para comprar mercadorias com desconto.
19. (d) – Contas de poupança produzem rendimento de menos de 1% ao mês.
20. (a) – Garantia é um documento prometendo substituir uma mercadoria comprada se esta quebrar ou ficar danificada.
21. (b) – Precisamos ouvir as críticas de nossos clientes a fim de garantir que saibamos em que áreas devemos melhorar.
22. (a) – Não se pode esperar que empregados que ganham salários mínimos se deem bem com executivos que ganham salários astronômicos.
23. (a) – Os índices da bolsa de NY despencaram ontem.
24. (c) – Nossa companhia acumulou perdas enormes nestes últimos oito meses. Estamos no vermelho.
25. (a) – Tivemos um bom lucro desde o ano passado. Nossa firma está no azul.

IV. Choose the best option. Translate the sentences as well.

1. I'd like to **draw out** fifty dollars from my checking account. (d)
Gostaria de retirar 50 dólares de minha conta corrente.
2. Since the check is for you, **make it out to** cash. (a)
Já que o cheque é para você, faça-o ao portador.
3. Would you mind filling in that deposit **slip**, Madam? (a)
Poderia preencher esta guia de depósito, Senhora?
4. You forgot to **endorse** your check. In other words, sign your name on the back (b)
Você esqueceu de endossar o cheque. Ou seja, assinar seu nome no verso.
5. The signature goes in the **bottom** right-hand corner of the check. (c)
A assinatura é aposta no canto direito inferior do cheque.
6. How long will it take to **clear** my check? (d)
Quanto tempo leva para compensar meu cheque?
7. A bank **teller** deals with people's deposits, withdrawals, bills ... (c)
Um caixa num banco lida com depósitos, retiradas, contas dos clientes, ...
8. When you write out a check you've got to write the **amount** both in numbers and in words. (a)
Quando você preenche um cheque você tem de escrever a quantia tanto em algarismos quanto por extenso.
9. I've run out of checks, where can I get another **checkbook**? (c)
Estou sem nenhum cheque. Onde posso conseguir um outro talão?
10. Could you please go to that **window** over there? That's where you can get your paycheck, Madam. (b)
Poderia dirigir-se àquele guichê? É lá que poderá obter seu contracheque.

V. "Bancos Comerciais" – Cloze

1. (b) profit / 2. (c) stockholders / 3. (d) deposits / 4. (a) borrowers / 5. (e) interest / 6. (g) customers / 7. (f) cash / 8. (j) resources / 9. (i) withdrawals / 10. (h) bonds / 11. (m) liquidity / 12. (n) income / 13. (k) assets / 14. (o) reserve / 15. (l) amount

Translation of the text "Bancos Comerciais"

Os bancos comerciais se destinam a produzir lucro para seus acionistas. Recebem dinheiro sob a forma de depósitos, poupança ou transferências do público e emprestam dinheiro a juros aos tomadores de empréstimos. O lucro é proveniente primordialmente dos juros. Obviamente, os bancos não mantêm a maior parte do dinheiro que recebem. Na verdade, um banco terá disponível apenas o suficiente para pagar aos clientes que desejem retirar seu dinheiro num determinado dia. Um banco moderno normalmente não necessita de mais do que 2% do seu numerário em espécie. Contudo, a lei determina que este mesmo banco deposite um sexto ou um sétimo dos seus recursos em fundos não remunerados junto ao FED do seu distrito.

Para assegurar proteção adicional contra uma "corrida", em que os saques superariam os depósitos, a maioria dos bancos compra títulos do governo chamados de títulos ou certificados.

Esses títulos de curto prazo são de 90 dias a um ano. As razões para possuir títulos, sejam de curto ou longo prazo são porque: **a)** podem ser convertidos em espécie rapidamente, fornecendo, assim, liquidez; **b)** geram uma renda e são uma proteção contra o valor mutável dos ativos.

Se um banco efetivamente precisa de 2% dos recursos é porque o FED obriga a uma reserva de 15% a 20%. O principal objetivo não é a segurança dos depósitos, porém controlar o montante de dinheiro que os bancos membros (do sistema bancário) podem criar.

VI. Mini text History /CHECKS

1. theft / 2. safeguards / 3. trust / 4. ensures / 5. funding

ANALYSIS OF THE MINI TEXT

- Algumas das vantagens do uso dos cheques: maior praticidade em transações envolvendo grandes somas de dinheiro, poupar tempo, já que não há necessidade de contagem do dinheiro, menor possibilidade furto, menor risco por não haver necessidade de manter grandes quantias em espécie à mão.
- As a discourse marker, the word **thus** indicates consequence, result.
- Overdraft** – special checks through which a bank guarantees that a specific balance negotiated with the client will be available at all times, independently of whether the client has deposited enough money.
- Translate the following fragments:
 - since it is no longer necessary to keep large amount of cash nearby
Já que não é mais necessário manter uma grande quantia em dinheiro à mão
 - generating a sense of trust among clients
gerando um sentimento de credibilidade entre os clientes
 - specifying the punishment to be meted out
especificando a punição a ser aplicada
 - to persons who issue checks with insufficient backing
para as pessoas que emitam cheques com fundos insuficientes
 - are signed by the beneficiary at the moment of issue
São assinados pelo beneficiário no momento de sua emissão
 - Finally, there are special overdraft checks
Por fim, há cheques especiais com limites de saque a descoberto
 - through which a bank guarantees that a specific balance
através dos quais um banco garante que um determinado saldo
 - negotiated with the client will be available at all times
negociado com o cliente esteja disponível a qualquer tempo

- i) independently of whether the client has deposited sufficient
independentemente de o cliente ter recursos suficientes depositados

VII. Translation of the introductory paragraph:

Desde os primeiros anos da república norte-americana, legisladores estaduais e federais, bem como autoridades governamentais, lutaram para determinar o nível correto de regulamentação e controle do governo sobre o sistema bancário. Quando os bancos conseguem reagir às forças de mercado, a inovação e os serviços competitivos se multiplicam. Porém, com o declínio da concorrência, uma sucessão de crises bancárias e pânicos financeiros tem se registrado. Uma política de empréstimos intensamente agressiva, e o risco especulativo que conduziram a essas crises, por sua vez, levaram a exigências políticas por controles mais rígidos sobre as taxas de juros e práticas bancárias. Um novo capítulo nesse debate se iniciou em resposta à crise financeira de 2008.

FINAL QUIZ – ANYTHING GOES

1. In English, *solicitar um empréstimo* corresponds to ***ask for a loan***.
2. In Portuguese, to ***clear a check*** corresponds to *compensar um cheque*.
3. A palavra usada nesta unidade para designar *concorrência* é ***competition***.
4. A **bank teller** is the clerk at the bank in charge of receiving deposits, paying out money, paying bills for customers.
Um caixa é o funcionário no banco encarregado de receber depósitos, pagar em dinheiro, pagar contar dos clientes.
5. Our bank had been **in the red** for years; now it's back on track, as it has shown excellent results. It is in the **(b) black**.
Nosso banco estivera no vermelho por anos; agora está nos eixos de novo, visto que teve excelentes resultados. Está no azul, numa situação lucrativa.
6. My wife and I have a **(a) joint account** at this bank.
Minha mulher e eu temos uma conta conjunta aqui neste banco.
7. Angela does the **(a) payroll**, pays the bills and taxes.
Angela faz a folha de pagamentos, paga as contas e os impostos.
8. According to my latest bank statement, I'm afraid my checking account is **(a)overdrawn**.
Segundo meu extrato mais recente, temo que minha conta esteja estourada.
9. Savings accounts are characterized by being interest-**(a) bearing** accounts.
Contas de poupança se caracterizam por serem contas que rendem juros.
10. When you write the check, don't forget to **(a) make it out** to the *Financial Bank of Brazil*.
Quando você preencher o cheque, não se esqueça de fazê-lo nominal ao Banco Financeiro do Brasil.

Taxes, Taxes & Taxes (Impostos, Impostos e mais Impostos)

I. Brainstorming – Taxes, Taxes & Taxes

Várias vezes fiz esta brincadeira em aulas preparatórias para concursos, **just to release tension**; e, naturalmente, para provar um ponto que eu considero fundamental. Se um aluno me perguntasse:

– Professor, como é que se diz *receita* em inglês?

Geralmente eu punha no quadro as seguintes palavras:

a) revenue

b) prescription

c) recipe

Num curso voltado para a preparação de candidatos ao concurso da *RFB* – Receita Federal do Brasil, é quase certo que esse aluno quisesse saber qual a palavra usada em inglês nesse sentido específico. Portanto, lá vai: Receita Federal é **Internal Revenue Service**. Para eles a sigla é **IRS**. Então se você vir num texto **Internal Revenue Code** você deverá compreender que se trata do *Código da Receita* deles, o equivalente ao nosso Regulamento do IRPJ/IRPF e dos outros impostos.

Agora, **prescription** é *receita médica*. Por exemplo:

You can't buy that medicine without your doctor's **prescription**.

Você não pode comprar este remédio sem a receita de seu médico.

Igualmente **recipe** é receita, mas receita para fazer bolos, tortas etc.

My grandma made that chocolate cake. I don't think I have the **recipe** right here.

Minha avó fez esse bolo de chocolate. Não creio que eu tenha a receita aqui comigo.

E olhe que eu ainda poderia incluir a palavra **income** (*renda*), as in **income tax** (*imposto de renda*), mas que também poderá significar *receita* em outros contextos. Portanto, qual é o ponto que quero provar logo de início?

As palavras têm seu significado determinado de acordo com um contexto. Fora do contexto, vira um jogo de adivinhação. Por isso, sou contra as tais listagens longas e compostas por palavras desconexas. Não sou contra as listagens em si, apenas acho que elas devem ser elaboradas com referência a um ou mais contextos. Se ao final desta unidade, **for example**, cheia de termos técnicos ligados a **taxation**, você sentir necessidade de grupá-los numa **big list**, **feel free**, faça-o.

Useful Tips

Dicas Úteis

A palavra **minutes** provavelmente aparecerá em alguns textos desta unidade. **Of course**, todo mundo sabe que pode ser o plural de **minute** (*minuto*) **as in**:

There are sixty **minutes** in one hour.

Há 60 **minutos** numa hora.

Porém se estivermos falando de reuniões do *Copom*, do *Fed* etc. **chances are that minutes** vai significar *atas da reunião*. Acredite se quiser:

According to the **minutes** of the last Copom meeting the decision to raise the interest rate was made unanimously.

De acordo com as **atas** da última reunião do COPOM a decisão de elevar a taxa de juros foi tomada unanimemente.

Get organized! **Select the vocabulary items more meaningful to you.**

Você vai precisar ser observador e organizar seu sistema para estudar itens de vocabulário relevantes: acredito que ninguém teria dificuldades em encontrar equivalentes em português para: **direct tax** (*imposto direto*), **tax incentive** (*incentivo fiscal*), **tax credit** (*crédito tributário*), **among others**. Se o seu “*economês*” estiver em dia, você deve chegar ao significado de **wealth tax** (*imposto sobre riqueza*, algo como nossa tributação das grandes fortunas), ou **payroll tax** (imposto sobre a folha de pagamentos), ou ainda: **inheritance tax** (*imposto sobre heranças*).

Nunca é demais lembrar o **flat tax** (*imposto único*).

Task: Você saberia fazer a distinção entre:

a) tax avoidance –

b) tax evasion –

Really worth quoting!

“Income tax returns are the most imaginative fiction being written today.” (*Herman Wouk*)

“As declarações do IR são a peça de ficção mais criativa que se escreve hoje em dia.” (*Herman Wouk*)

II. Analysis of Texts

Text 1: The Consequences of Money Laundering and Financial Crime

Money laundering has a corrosive effect on a country’s economy, government, and social well-being,... the practice distorts business decisions, increases the risk of bank failures, takes control of economic policy away from the government, harms a country’s reputation, and exposes its people to drug trafficking, smuggling, and other criminal activity.

Given the technological advantages money launderers now employ a high level of international cooperation is necessary to keep them in check.

Money laundering is the criminal's way of trying to ensure that, in the end, crime pays. It is necessitated by the requirement that criminals — be they drug traffickers, organized criminals, terrorists, arms traffickers, blackmailers, or credit card swindlers — disguise the origin of their criminal money so they can avoid detection and the risk of prosecution when they use it.

Money laundering is critical to the effective operation of virtually every form of transnational and organized crime.

Anti-money-laundering efforts, which are designed to prevent or limit the ability of criminals to use their ill gotten gains, are both a critical and effective component of anti-crime programs.

Money laundering generally involves a series of multiple transactions used to disguise the source of financial assets so that those assets may be used without compromising the criminals who are seeking to use them. These transactions typically fall into three stages: **(1)** placement — the process of placing unlawful proceeds into financial institutions through deposits, wire transfers, or other means; **(2)** layering — the process of separating the proceeds of criminal activity from their origin through the use of layers of complex financial transactions; and **(3)** integration — the process of using an apparently legitimate transaction to disguise illicit proceeds.

(By John McDowell, Senior Policy Adviser, and Gary Novis, Program Analyst, Bureau of International Narcotics and Law Enforcement Affairs, U.S. Department of State)

Reading Comprehension Questions:

1. What does the practice of money laundering cause?

2. What is needed to combat money laundering?

3. Who do the authors consider as money launderers?

4. What do anti-money-laundering efforts aim at?

5. What kind of transactions does money laundering involve?

6. How do the authors define the stage they called *placement*?

7. How do the authors define the stage they called *layering*?

JUST FOR FUN



Every robber dreams of **having bags of money!**

Text 2: Undermining the Legitimate Private Sector:

Escreva as expressões equivalentes em português às expressões entre parênteses:

One of the most serious microeconomic effects of money laundering is felt in the private sector. Money launderers often use **front companies**, (_____) which co-mingle the proceeds of illicit activity with legitimate funds, to **hide the ill-gotten gains** (_____) In the United States, for example, organized crime has used pizza parlors **to mask proceeds** (_____) from heroin trafficking. These front companies have access to substantial illicit funds, allowing them to subsidize front company products and services at levels well **below market rates**. (_____)

In some cases, front companies are able to offer products at prices below what it costs the manufacturer to produce.

Thus, front companies have a competitive advantage over legitimate firms that **draw capital funds from** (_____) financial markets. This makes it difficult, if not impossible, for legitimate business to compete against front companies with subsidized funding, a situation that can result in the crowding out of private sector business by criminal organizations.

Clearly, the **management principles** (_____) of these criminal enterprises are not **consistent with** (_____) traditional free market principles of legitimate business, which results in further negative macroeconomic effects.

Really worth quoting!

"There is no such thing as a good tax." (Winston Churchill)

"Não existe essa coisa de um bom imposto." (Winston Churchill)

Text 3: Treasury to Require information on Corporate Inversion

U.S.-based corporations will be required to notify the Internal Revenue Service (*IRS*) and their shareholders when these companies reincorporate in foreign countries or are bought by a firm, the Treasury Department has announced.

In a November 13 press release, the department said that under temporary regulations corporations that in 2002 moved their headquarters offshore in a transaction known as corporate inversion will be obliged to report to their shareholders the fair market value of any stock received by the shareholders in such transactions.

The Treasury said it also proposed rules that would require corporations to notify the *IRS* and their shareholders about other large transactions in which the latter may be subject to taxation.

The action is part of Treasury's attempt to address corporate inversion transactions used by U.S.-based corporations in order to minimize their tax burden. A corporate inversion occurs when a U.S.-based, multinational company legally changes places with its foreign subsidiary. As a result of such a transaction, the foreign subsidiary — usually located in a low or zero tax country — becomes the parent company and the U.S.-based company becomes the subsidiary.

Shareholders have an obligation to report any gains, and pay taxes on these gains, from a transaction in which they exchange stock of one corporation for stock in another corporation, according to the Treasury.

Congress has attempted to tackle corporate inversions, perceived by some as tax-avoidance issue, through legislation but so far has not passed any bill related to the problem.

Visit: <http://state.gov/xarchives/display.html>

Analysis of Text 3

Responda em português.

1. O que as empresas domiciliadas nos Estados Unidos terão de notificar ao *IRS*?

2. O que as empresas que mudaram a sede de suas operações a partir de 2002 estarão obrigadas a relatar a seus acionistas?

3. O que as empresas estarão obrigadas a informar tanto ao *IRS* quanto a seus acionistas por proposta do Tesouro?

4. Qual é o objetivo do Tesouro com essas medidas junto às empresas domiciliadas nos Estados Unidos?

5. Com relação aos rendimentos obtidos pelos acionistas, nesse tipo de operação, qual a sua obrigação?

6. O que tem tentado o Congresso americano fazer com relação a essas operações que alguns entendem visar evitar a tributação?

Text 4: Undermining the Integrity of Financial Markets

Task 1: Complete the text with one word below:

bribery	runs	collapse	wire	assets
---------	------	----------	------	--------

Financial institutions that rely on the proceeds of crime have additional challenges in adequately managing their _____ (1), liabilities, and operations. For example, large sums of laundered money may arrive at a financial institution but then disappear suddenly, without notice, through _____ (2) transfers in response to non-market factors, such as law enforcement operations. This can result in liquidity problems and _____ (3) on banks.

Indeed, criminal activity has been associated with a number of bank failures around the globe, including the failure of the first Internet bank, the European Union Bank. Furthermore, some financial crises of the 1990s — such as the fraud, money laundering, and _____ (4) scandal at BCCI and the 1995 _____ (5) of Barings Bank as a risky derivatives scheme carried out by a trader at a subsidiary unit had significant criminal or fraud components.

III. Vocabulary Build Up

Mini-text 1: Americans “Celebrate” Tax Day (I)

Annual reconciliation of tax obligations provides refunds for most

It is for many Americans a chore delayed until the last possible moment. Some resolve to “file early” but instead queue up at the local post office, which obligingly remains open on this one night, in some until midnight. Another mid-April has arrived, and once again citizens of the United States rush to file their income tax returns.

Tax Day is not when Americans pay their taxes, but is rather the annual deadline for reconciling their total annual tax obligation against payments withheld from their pay during the preceding year. For more than four in five tax returns, that reconciliation actually results in a refund of taxes. For those Americans, Tax Day is a genuine holiday.

Like other nations, the United States uses tax revenues to maintain a government, to furnish common services and to implement social policy and economic objectives. (By Michael Jay Friedman Washington File Staff Writer)

Visit: <http://state.gov/xarchives/display.html>

TASK 1: After reading mini-text 1, escreva nas linhas os equivalentes aos seguintes fragmentos do texto:

a) achore delayed until the last possible moment

b) but instead queue up at the local post office

c) rush to file their income tax returns

d) annual deadline for reconciling their total annual tax obligation

e) payments withheld from their pay during the preceding year

f) actually results in a refund of taxes

g) the United States uses tax revenues

TASK2: Traduza o subtítulo do **mini-text 1** na linha a seguir:

Mini-text 2:Americans “Celebrate” Tax Day (II)

TASK 1: Complete the text with one of the wordsbelow:

measure	duties	withhold	taxation
paychecks	rates	ruled	revenue

The U.S. federal income tax is a relatively recent innovation. After rebelling against British _____ (1), Americans crafted a constitution that limited sharply their federal government’s ability to impose “direct” taxes. For much of its history, the United States met its revenue needs by imposing tariff _____ (2) on imports and through other “indirect” taxes. During the Civil War, however, the need for revenues increased sharply. Congress in 1862 imposed the nation’s first income tax, justifying it as an emergency _____ (3), and *repealed* it a decade later.

Later in the 19th century, Americans increasingly came to view the income tax as a reform measure because it could be imposed “progressively”, with higher levels of income taxed at higher _____ (4). In contrast, the existing tariffs, excise taxes and property taxes struck hard at consumers and farmers. In 1894, Congress enacted a tax on annual incomes exceeding \$4,000. The following year, the Supreme Court _____ (5)that tax unconstitutional.

In 1913, the 16th amendment to the U.S. constitution authorized Congress “to lay and collect taxes on incomes”. Congress passed such a tax later that year, even so, the income tax did not

become a major _____ (6) source until 1943, when the federal government required that employers _____ (7) estimated obligations from employee _____ (8). Today, the income tax is the U.S., federal government’s largest source of revenue.

(By Michael Jay Friedman Washington File Staff Writer)

Visit: <http://state.gov/xarchives/display.html>

TASK 2: Como você traduziria o **false friend “repealed”** no final do primeiro parágrafo? Vou logo avisando, não é *repelido*.

Really worth quoting!

“This is too difficult for a mathematician. It takes a philosopher.” (Albert Einstein on filling tax returns)

“Isto é difícil demais para um matemático. É preciso ser um filósofo.”
(Albert Eistein, sobre preenchimento de declarações de IRPF)

Mini-text 3: Corporate Fraud

Task 1: Choose the better alternative in parentheses:

Criminal Investigation is [1. **a) absorbed / b) involved**] in most of the regional corporate fraud [2. **a)task / b) labor**] forces because of our financial investigative [3. **a)expertise / b) volition**]. Also, corporate fraud frequently involves violations of the Internal Revenue Code (IRC) [4. **a)through / b) throughout**] falsification of corporate and individual tax returns and CI has exclusive investigatory jurisdiction over criminal [5. **a)acts / b)violations**] of the IRC.

Visit: <http://www.irs.gov/compliance/enforcement/>

Mini-text 4:General Tax Fraud

Task 2: Complete the text with one word below:

excise	duty	efforts	willfully	threat
--------	------	---------	-----------	--------

The _____ (1) of Criminal investigation are directed at the portion of American taxpayers who _____ (2) and intentionally violate their known legal _____ (3) of voluntarily filing income tax returns and/or paying the correct amount of income, employment, or _____ (4) taxes. These individuals pose a serious _____ (5) to tax administration and the American economy.

Visit: <http://www.irs.gov/compliance/enforcement/>

Mini-text 5:Tax Scams – How to Recognize and Avoid Them

Task 3: Complete the text with one word below:

interest	repayment	pitfalls	abusive	fines
----------	-----------	----------	---------	-------

To help the public recognize and avoid _____ (1) tax schemes, the IRS offers an abundance of educational materials. Participating in an illegal scheme to avoid paying taxes can result in imprisonment and _____ (2), as well as the _____ (3)of taxes owed

with penalties and _____ (4). Education is the best way to avoid the _____
(5) of these “too good to be true” tax scams.

Visit: <http://www.irs.gov/compliance/enforcement/>

IV. Unit Mock Test

Read the text below in order to answer questions 1 to 4.

The Internal Revenue Service announced today a record 90 million tax returns were filed electronically this year, led by a big increase in people using home computers.

For the first time, more than 30 million individual income tax
5 returns were filed from home computers. By April 24, the IRS had accepted 31.2 million returns filed from home computers, up 19.3 percent from the same time last year.

IRS e-file broke the 90 million mark this year. By April 24, the IRS had accepted 90.6 million income tax returns through e-file, up almost
10 6 percent compared to the same time last year.

“E-file is a great option for taxpayers, and this year’s record is another sign people enjoy the speed and accuracy of e-file,” said IRS Commissioner Doug Shulman. “We remind taxpayers with extensions who haven’t filed yet that they can still take advantage of e-file.”

15 A higher percentage of the population is choosing to e-file this year. As of April 24, almost 70% of individuals chose to e-file their tax returns, compared to 61% for the same time last year. The IRS will continue to accept income tax returns through IRS e-file and Free File until Oct. 15.

IRS e-file is popular because it’s fast, safe and accurate. An
20 electronically prepared and filed return has an error rate of less than 1%, compared to an error rate of about 20% for a paper prepared return.

People can receive a refund in as little as 10 days if they use electronic filing and direct deposit. Also, people who owe can also pay electronically by debiting their financial account or using a credit card.

(IR-2009-46, April 30, 2009)

Visit: <http://www.irs.gov/>

1. As to individual income tax returns filed from home computers, one can say that:

- a) over 30 million returns had been filed by the same time last year;
- b) 90 million returns remains the mark to be broken;
- c) none can be filed until next October 15;
- d) about 25 million returns were filed the year before;
- e) it was a great innovation brought by Commissioner Shulman this year.

2. The word **also** (L-23), as a **discourse marker**, is clearly indicating addition and could be replaced by:

- a) nevertheless;
- b) besides;
- c) namely;
- d) indeed;
- e) therefore.

3. **IRS Commissioner, Doug Shulman, declared that:**

- a) fewer taxpayers might be filing paper prepared returns in 2010;
- b) IRS will strive to reduce the 20% error rate for paper prepared returns next year;
- c) it is one of IRS's goals for 2010 to enable taxpayers to receive their refunds faster;
- d) IRS intends to stimulate the use of credit cards;
- e) many taxpayers enjoy e-file because it is fast and precise.

4. **According to the IRS, the main reason for the record 90 million tax returns filed electronically this year was the:**

- a) number of taxpayers who filed from home computers;
- b) number of people who filed a paper prepared return;
- c) percentage of taxpayers with extensions;
- d) reduction of the error rate to less than 1% this year;
- e) clearer instructions available to all taxpayers.

V. Learn From Past Exams

A partir do ano de 2002, a Esaf começou a pegar pesado (ou melhor seria, mais pesado ainda) no que eu chamo de *tributês*, no jargão próprio da tributação e do direito tributário. Mesmo aqueles que já conhecem este texto, tentem responder estas questões que caíram no concurso para Técnico da Receita Federal em 2002.

Text 1: Is Payment of Taxes Voluntary?

In the US, some individuals argue that they are not required to pay federal taxes because the payment of federal taxes is voluntary. Proponents of this position assert that the American system of taxation is based upon voluntary assessment and payment. However, what does the law say about it?

The requirement to pay taxes is not voluntary and is clearly set forth in section 1 of the Internal Revenue Code, which imposes a tax on the taxable income of individuals, estates, and trusts as determined by the tables set forth in that section. Furthermore, the obligation to pay tax is described in section 6151, which requires taxpayers to submit payment with their tax returns.

Failure to pay taxes could subject the noncomplying individual to criminal penalties, including fines and imprisonment, as well as civil penalties.

(Esaf/TRF/2002)

Read the text above, then choose the best option to answer questions 1 – 5.

1. **In paragraph 1, the text refers to individuals who:**

- a) are in charge of validating state laws;
- b) volunteer to pay their taxes;

- c) have failed to pay federal levies;
- d) argue against the compulsory tax payment;
- e) assess and charge federal taxes.

2. Section 1 of the Internal Revenue Code:

- a) sets the voluntary payment of taxes;
- b) establishes the requirement to pay taxes;
- c) regulates the impact of fiscal adjustment;
- d) addresses the issue of budget expenditures;
- e) concerns the social security deficit.

3. According to the author, sanctions for non-compliance:

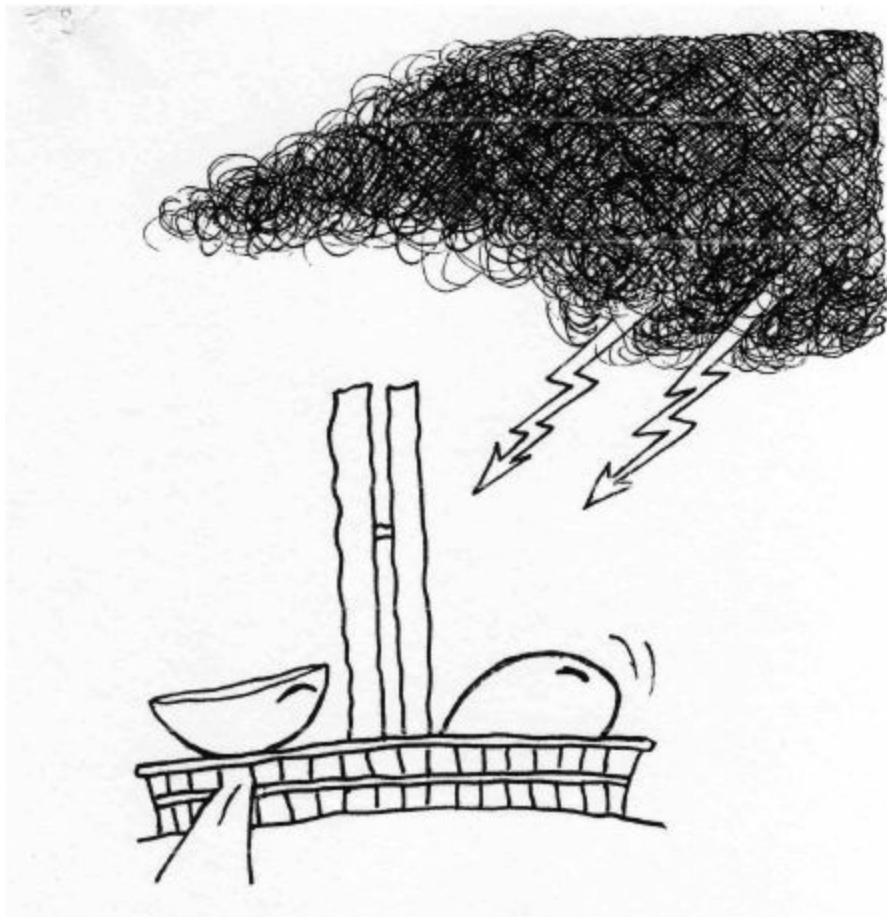
- a) might be approved of;
- b) must soon be set;
- c) should be devised;
- d) may be established;
- e) have been set.

4. The text:

- a) refers to state taxes;
- b) concerns taxation issues;
- c) concerns the social system;
- d) sets economic criteria;
- e) refers to retirement benefits.

5. According to the text:

- a) federal taxes are refundable;
- b) paying levies is voluntary;
- c) criminal penalties are illegal;
- d) American states must enforce fiscal laws;
- e) taxpayers have fiscal obligations.



All taxpayers, beware! Here's the news from the stormiest region of the Brazilian territory...

Analysis of "Is Payment of Taxes Voluntary?"

Este pequeno trecho, extremamente rico no aspecto semântico, pode ser o ponto de partida para seu estudo mais aprofundado do jargão tributário. Permanece válida a grande divisão no estudo de **English vocabulary** por mim proposta no início do livro, qual seja, das **function words** e das **content words**.

Task 1: Traduza as palavras de função e de conteúdo extraídas do texto anterior:

Function Words / Phrases	Palavras / Locuções de Função
1. some (individuals)	
2. because	
3. however	
4. (based) upon	
5. (say) about	
6. which (imposes)	
7. as (determined)	
8. by (the tables)	
9. Furthermore	
10. as well as	

Content Words / Phrases	Palavras / Locuções de Conteúdo
1. proponents	
2. taxation	
3. assessment	

4. set forth	
5. revenue	
6. taxable income	
7. estates	
8. trusts	
9. taxpayers	
10. tax returns	
11. noncomplying	
12. penalties	
13. fines	
14. imprisonment	

Task 2: Veja se consegue associar a coluna **A** com a coluna **B**:

A	B
1. taxpayer	a. () base tributária
2. tax revenue	b. () contribuinte
3. tax burden	c. () receita tributária
4. tax evasion	d. () carga tributária
5. tax base	e. () crédito tributário
6. tax credit	f. () paraíso fiscal
7. net revenue	g. () evasão de impostos
8. double taxation	h. () renda tributável
9. taxable income	i. () dupla tributação
10. tax haven	j. () receita líquida

Task 3: Quais as penalidades criminais mencionadas pelo autor do texto?

- a)
- b)

Task 4: Com a informática e a expansão da Internet, é crescente a popularidade da palavra **access**. Por exemplo: **access denied**(*acesso negado*). Portanto, não creio que você confunda com o verbo **assess** e o substantivo **assessment** em “... based upon **voluntary assessment** and payment”. Diga qual o seu significado nesse fragmento.

Veja o que está dito no site do **IRS**:

NONFILER ENFORCEMENT

There have always been individuals who, for a variety of reasons, argue that taxes are voluntary or illegal. The courts have repeatedly rejected their arguments as frivolous and routinely impose financial penalties for raising such frivolous arguments. Take the time to learn the truth about frivolous tax arguments.

Visit: <http://www.irs.gov/>

Leia o seguinte texto atentamente como se fosse o seu próprio concurso; logo em seguida, apresento as respostas com breves comentários.

Read the text below in order to answer questions 1 thru 5.

Text 2: Avoidance and Evasion Compared: The United States Example

The use of the terms tax avoidance and tax evasion can vary depending on the jurisdiction. In the United States, for example, the term “tax evasion” (or, more precisely, “attempted tax evasion”) generally consists of criminal conduct, the purpose of which is to avoid the assessment or payment of a tax that is already legally owed at the time of the criminal conduct. (The term “assessment” is here used in the technical sense of a statutory assessment: the formal administrative act of a duly appointed employee of the Internal Revenue Service who records the tax on the books of the US Treasury after certain administrative prerequisites have been met. In the case of Federal income tax, this act generally occurs after the close of the tax year – and usually after a tax return has been filed.

By contrast, the term “tax avoidance” is used in the United States to describe lawful conduct, the purpose of which is to avoid the creation of a tax liability. Tax evasion involves breaking the law; tax avoidance is using legal means to avoid owing tax in the first place. An evaded tax remains a tax legally owed. An avoided tax (in the U.S. sense) is a tax liability that has never existed, a simple example of tax avoidance in this sense is the situation where a business considers selling a particular asset at a huge gain but, after consulting with a tax adviser, decides not to (1)[**VERB**] the sale_____ (2) no sale occurs, no gain is realized. The additional income tax liability that (3)[**TO GENERATE**] by the inclusion of the gain on the sale in the computation of taxable income is simply not incurred, as there was no sale and no realized gain.

(Fundação Carlos Chagas/Fiscal de Rendas de São Paulo/2006)

(Adapted from Wikipedia: en.wikipedia.org/wiki/Tax_evasion)

1. O verbo que substitui corretamente [**VERB**] é:

- a) enhance;
- b) refuse;
- c) put an end to;
- d) go through with;
- e) get away with.

2. A palavra que preenche corretamente a lacuna é:

- a) however;
- b) therefore;
- c) because;
- d) despite;

e) although.

3. A forma verbal correta de [TO GENERATE] no texto é:

- a) will be generated;
- b) was generated;
- c) generates;
- d) has been generating;
- e) would have been generated.

4. No texto, “after a fax return has been filed”(L-11)pode ser traduzido como:

- a) depois de ter sido entregue a declaração de imposto de renda;
- b) depois da restituição do imposto de renda;
- c) depois do preenchimento da guia de recolhimento do imposto de renda;
- d) depois de a declaração de imposto de renda ter sido processada;
- e) depois de retificada a declaração do imposto de renda.

5. O texto pode ser sintetizado na seguinte oposição.

- a) Tax evasion is acceptable conduct. Tax avoidance is contravention.
- b) Tax evaded remains due. Tax avoided is not due.
- c) Tax evasion implies fiscal debt. Tax avoidance implies legally reduced debt.
- d) Tax evasion is tax paid. Tax avoidance is tax not paid.
- e) Tax evaded can be returned. Tax avoided cannot be returned.

VI. Exercises

Quem soubesse o significado do título do texto “**The case for Flat taxes**” (*A Questão do Imposto Único*) que apareceu na prova *Esaf/TRF/2006* levaria certamente uma vantagem enorme sobre os candidatos que desconhecessem esse significado.

I. Translate these titles from past exams.

1. Esaf/TRF/2000

THE INTERNET DAYS AS A TAX-FREE ZONE ARE NUMBERED

2. Esaf/AFRF/2002

BRAZILIAN RATE CUT CATCHES MARKET OFF GUARD

3. Esaf/AFRF/2002

MOUNTAIN OF 90'S DEBT LOOMS AS CITY AND STATE [NY] FEEL PINCH

4. Esaf/AFRF/2002

RATING AGENCIES DEFEND THEIR STYLE OF ANALYSIS AND HEDGE THEIR BETS

5. Esaf/TRF/2002

SENATE FINALLY ACTS TO PROTECT INTERNET USERS AGAINST TAXATION

6. Esaf/TTN/1997
CUSTOMS EXEMPTION

7. Esaf/AFRF/2002.2
US TAX EVASION PROBE EXTENDS TO SINGAPORE

8. Esaf/AFRF/2003
TAX STRATEGIES FOR 2003 AND BEYOND

9. Esaf/AFRF/2003
EU – LAW TAXES OVERSEAS NET FIRMS

10. Esaf/AFC/CGU/2004
UNPICKING THE FISCAL JACKET

II. Testing your Memory- Veja se consegue completar o texto com os equivalentes dos fragmentos entre parênteses.

Is Payment of Taxes Voluntary?

In the US, some individuals argue that they are not required to _____(*pagar tributos federais*) because the payment of federal taxes is voluntary. Proponents of this position assert that the American _____ (*sistema de tributação*) is based upon voluntary assessment and payment. However, what does the law say about it?

The requirement to pay taxes is not voluntary and is clearly set forth in section 1 of the _____(*Código da Receita Federal*), which imposes a tax on the _____(*renda tributável*) of _____ (*pessoas físicas*), _____ (*propriedades, espólio*), and trusts as determined by the _____ (*tabelas*) set forth in that section. Furthermore, the obligation to pay tax is described in section 6151, which requires _____ (*contribuintes*) to submit payment with their _____ (*declarações de rendimentos, declarações de ajuste*).

Failure to pay taxes could subject the _____ (*contribuinte infrator*) to _____ (*penalidades criminais*), including _____ (*multas*) and _____ (*prisão*), as well as civil penalties.

III. Match the colums A / B

A	B
1. tax deductible	a.()faixa de tributação
2. duty tax on rural estates	b. ()dedutíveis do imposto

3. corporate income tax	c. () IRPJ
4. tax burden	d. () ITR
5. excise tax	e. () lançamento fiscal
6. tax exemption	f. () imposto sobre vendas
7. withholding income tax	g. () isenção tributária
8. tax bracket	h. () imposto de renda na fonte
9. tax assessment	i. () ação fiscal
10. tax case	j. () carga tributária

IV. Read the following mini-text and then answer in Portuguese the question about it.

Money laundering is a very complex crime involving intricate details, often involving numerous financial transactions and financial outlets throughout the world. Criminal investigation has the financial investigators and expertise that is critical to “**follow the money trail.**”

Visit: <http://www.irs.gov/>

Task: Traduza o fragmento do texto em negrito:

follow the money trail – _____

V. Choose the better alternative in parentheses.

Money laundering diminishes government [1. a) **tribute** / b) **tax**] revenue and therefore indirectly harms honest taxpayers. It also makes government tax [2. a) **collection** / b) **recollection**] more difficult. This loss of revenue generally means [3. a) **higher** / b) **lower**] tax rates than would normally be the case if the [4. a) **non-taxable** / b) **untaxed**] proceeds of crime were [5. a) **legitimate** / b) **illegitimate**].

Visit: <http://www.irs.gov/compliance/enforcement/>

VI. Read the following mini-text and then answer in Portuguese the question about it.

Abusive Tax Schemes

Abusive tax scheme originally took the structure of abusive domestic and foreign trust arrangements. However, these schemes have evolved into sophisticated arrangements that take advantage of the financial secrecy laws of some foreign jurisdictions and the availability of credit/debit cards issued from offshore financial institutions.

(The Fraud Alerts)

Visit: <http://www.irs.gov/compliance/enforcement/>

De acordo com o texto, de que se valem os modernos esquemas de fraude fiscal?

VII. Read the following mini-text and then answer in Portuguese the question about it.

All About Criminal Investigation (CI)

Criminal investigation (CI) is the law enforcement arm of the IRS and serves the American public by investigating potential criminal violations of the Internal Revenue Code and related financial crimes in a manner that fosters confidence in the tax system and compliance with the law.

De acordo com o texto, de que maneira o braço fiscalizador do IRS serve ao público norte-americano?

VIII. Leia o texto a seguir e responda as perguntas em português:

Michel Camdessus, the former managing director of the International Money Fund, has estimated that the magnitude of money laundering is between 2 and 5 percent of world gross domestic product, or at least \$600,000 million. In some emerging market countries, these illicit proceeds may dwarf government budgets, resulting in a loss of control of economic policy by governments. Indeed, in some cases, the sheer magnitude of the accumulated asset base of laundered proceeds can be used to corner markets — or even small economies.

Money laundering can also adversely affect currencies and interest rates as launderers reinvest funds where their schemes are less likely to be detected, rather than where rates of return are higher. And money laundering can increase the threat of monetary instability due to the misallocation of resources from artificial distortions in asset and commodity prices.

In short, money laundering and financial crime may result in inexplicable changes in money demand and increased volatility of international capital flows, interest, and exchange rates. The unpredictable nature of money laundering, coupled with the attendant loss of policy control, may make sound economic policy difficult to achieve. (Loss of Control of Economic Policy)

1. De acordo com o ex-diretor do FMI, Michel Camdessus, a quanto corresponde em termos percentuais o volume movimentado pela lavagem de dinheiro no mundo?

2. Escreva pelo menos três das consequências danosas da lavagem de dinheiro:

3. O que você entende pela expressão:

to corner markets (L-7)

IX. Procure nesta unidade as palavras e expressões em inglês equivalentes a:

a) imposto sobre vendas –

b) arrecadar impostos –

c) fonte de receita –

d) apresentar declaração de IR –

e) restituição de IR –

f) esquemas de fraude tributária –

g) ativo & passivo –

h) elisão fiscal –

i) sonegação fiscal –

j) válvulas de escape financeiras –

k) política econômica saudável –

l) contribuintes honestos –

X. Choose the best option. As usual, supply the translation.

1. Many European countries are worried about the _____ of capital across their borders.

a) flight

b) escape

- c) outlet
- d) resort

2. Corporate fraud frequently involves _____ of the IRC through falsification of corporate and individual tax returns.

- a) frauds
- b) fines
- c) violations
- d) evasion

3. Mr. Hart was fired on _____ charges. He had accepted money surreptitiously in exchange for special favors.

- a) smuggling
- b) bribery
- c) drawing
- d) burglary

4. Officials declared the measure taken aimed at _____ confidence in the tax system.

- a) backing
- b) fostering
- c) laying
- d) ruling

5. "The U.S. uses tax revenues to maintain a government, to _____ common services among other things." (*adapted from mini-text 1, by Michael Jay Friedman*)

- a) demand
- b) assess
- c) return
- d) furnish

XI. Translate the following excerpts from the text "*How to Understand Corporate Taxes in Brazil*"

A withholding income tax is levied on transactions involving companies or individuals, residents or domiciled outside of Brazil. Tax rates may vary from case to case. In most international transactions, such as interest and capital gain remittances the applicable rate is 15%. Payments for services rendered by non-residents are subject to withholding at the rate of 25%. Royalties are subject to withholding tax of 15% plus a contribution to the economic intervention domain of 10%. Distribution of dividends and profits generated as from January 1996, are not subject to withholding income tax. Most of the payments to residents or individuals domiciled in tax havens are subject to withholding income tax at the rate of 25%.

(From How to understand Corporate Taxes in Brazil, p.4, a publication of the AmCham (SP), sponsored by Price Waterhouse Coopers)

VII. Unit Quiz – Anything Goes

Tente responder este **QUIZ – ANYTHING GOES**(*Teste Vale Tudo*) depois que houver estudado a unidade inteira.

1. Answer in Portuguese: If you're told to **check your withholding**, what should you do?

2. If you say that you had to pay the official a **kickback**, it means you gave him a **[a) bribe / b) fine]**.

3. A moeda de curso legal em um país é **[a) legal tender / b) lawful money]**.

4. Os **high-yield bonds** são os títulos de alta rentabilidade. Como se chamam os títulos de alto risco?

5. Você sabe explicar o que é **tax loophole**?

6. Se alguém lhe diz que o problema de uma determinada empresa foi de **outsourcing**. De que essa pessoa está falando?

7. Which word is missing: Free _____ is an economic system in which businesses compete with each other.

8. Se um funcionário de uma empresa foi demitido devido a **embezzlement**, que crime ele praticou?

9. Se alguém tem algum dinheiro sobrando e não o investe, que nome se dá a esse dinheiro?

10. **Exchange rate & rate of exchange** são locuções que significam taxa de câmbio e ambas são corretas: **[a) true / b) false]**?

VIII. Answers & Comments

Text 1 – Money laundering

1. What does the practice of money laundering cause?

This practice distorts business decisions, increases the risk of bank failures, takes control of economic policy away from the government, harms a country's reputation, and exposes its people to drug trafficking, smuggling, and other criminal activity.

O que a prática da lavagem de dinheiro provoca?

Essa prática distorce decisões de negócios, aumenta o risco de quebras bancárias, assume o controle da política econômica paralelamente a do governo, prejudica a reputação do país, e expõe a população ao tráfico de drogas, ao contrabando e outras atividades criminosas.

2. What is needed to combat money laundering?

A high level of international cooperation is necessary to keep them in check.

O que é necessário para combater a lavagem de dinheiro?

Um alto grau de cooperação internacional é necessário para manter a vigilância sobre esses criminosos.

3. Who do the authors consider as money launderers?

The authors mention drug traffickers, organized criminals, terrorists, arms traffickers, blackmailers, or credit card swindlers.

Quem os autores do texto citam como praticantes do crime de lavagem de dinheiro?

Os autores citam os traficantes de droga, membros do crime organizado, terroristas, vendedores de armas, chantagistas e clonadores de cartões de crédito.

4. What do anti-money-laundering efforts aim at?

They are designed to prevent or limit the ability of criminals to use their ill gotten gains.

A que visam os esforços contra a lavagem de dinheiro?

São destinados a impedir ou limitar a habilidade de os criminosos se locupletarem de seus ganhos ilícitos.

5. What kind of transactions does money laundering involve?

Money laundering involves a series of multiple transactions used to disguise the source of financial assets so that those assets may be used without compromising the criminals who are seeking to use them.

Que tipos de transações envolve a lavagem de dinheiro?

Ela envolve uma série de transações múltiplas usadas com o fim de mascarar a origem dos ativos financeiros de modo que esses bens possam ser utilizados sem comprometer os criminosos que procurem fazer uso deles.

6. How do the authors define the stage they called “placement”?

As the process of placing unlawful proceeds into financial institutions through deposits, wire transfers, or other means

Como definem os autores o estágio chamado de “colocação”?

Como o processo de inserção dos rendimentos ilícitos nas instituições financeiras através de depósitos, transferência online e outros meios.

7. How do the authors define the stage they called “layering”?

As the process of separating the proceeds of criminal activity from their origin through the use of layers of complex financial transactions.

Como definem os autores o estágio chamado de “separação em camadas”?

Como o processo de separação dos rendimentos da atividade criminosa de sua origem através do uso de diversos tipos de complexas transações financeiras.

8. How do the authors define the stage they called “integration”?

As the process of using an apparently legitimate transaction to disguise illicit proceeds.

Como definem os autores o estágio chamado de “integração”?

Como o processo de utilização de uma transação aparentemente legítima para esconder os rendimentos ilegais.

Text 2: Undermining the Legitimate Private Sector:

front companies (*empresas de fachada*) / **hide the ill-gotten gains** (*esconder os ganhos obtidos ilicitamente*) / **to mask proceeds** (*mascarar os rendimentos*) / **below market rates** (*abaixo das taxas de mercado*) / **draw capital funds from** (*retiram bens de capital [dos mercados financeiros oficiais]*) / **management principles** (*os princípios de gerenciamento*) / **consistent with** (*compatíveis com*)

Text 3

1. O que as empresas domiciliadas nos Estados Unidos terão de notificar ao IRS?
Terão de fazê-lo quando houver reincorporação em países estrangeiros ou forem adquiridas por uma outra empresa.
2. O que as empresas que mudaram a sede de suas operações a partir de 2002 estarão obrigadas a relatar a seus acionistas?
Serão obrigadas a relatar o justo valor de mercado de quaisquer ações recebidas por acionistas envolvidos nessas transações.
3. O que as empresas estarão obrigadas a informar tanto ao IRS quanto a seus acionistas por proposta do Tesouro?
Terão de informar ao IRS e aos acionistas sobre outras grandes transações em que estes últimos (ou seja, os acionistas) estejam sujeitos à tributação.
4. Qual é o objetivo do Tesouro com essas medidas junto a essas empresas domiciliadas nos Estados Unidos?
Tentar direcionar as transações de inversão corporativa usadas pelas empresas domiciliadas nos Estados Unidos com o fim de minimizar sua carga tributária.
5. Com relação aos rendimentos obtidos pelos acionistas, nesse tipo de operação, qual a sua obrigação?
Os acionistas têm a obrigação de declarar quaisquer ganhos e pagar tributos sobre esses rendimentos provenientes de uma transação na qual troquem uma ação de uma empresa por outra ação de outra.
6. O que tem tentado fazer o Congresso americano com relação a essas operações que alguns entendem visar evitar a tributação?
O Congresso tem tentado lidar com as inversões corporativas, entendidas por alguns como um assunto relativo à elisão fiscal, através de legislação, conquanto até agora não tenha sido aprovado nenhum projeto de lei relativo ao assunto.

Text 4

1. assets / 2. wire / 3. runs / 4. bribery / 5. collapse

Vocabulary Build Up

Mini-text 1 – Task 1

- a) a chore delayed until the last possible moment

uma tarefa adiada até o último momento possível

- b) but instead queue up at the local post office

porém, em vez disso, formam filas na agência local dos correios

- c) rush to file their income tax returns

apressam-se em apresentar sua declaração de ajuste

d) annual deadline for reconciling their total annual tax obligation

o prazo fatal para ajustar o total anual de suas obrigações tributárias

e) payments withheld from their pay during the preceding year

pagamentos retidos dos seus rendimentos durante o ano anterior

f) actually results in a refund of taxes

de fato resulta em restituição de imposto

g) the United States uses tax revenues

Os Estados Unidos usam receitas tributárias

Task 2

Annual reconciliation of tax obligations provides refunds for most

O ajuste anual das obrigações tributárias gera restituição para a maioria

Mini-text 2

1. taxation / 2. duties / 3. measure / 4. rates / 5. ruled / 6. revenue / 7. withhold / 8. paychecks

Mini-text 3

1. involved / 2. task / 3. expertise / 4. through / 5. violations

Mini-text 4

1. efforts / 2. willfully / 3. duty / 4. excise (*) / 5. threat

(*) **excise tax or sales tax** (*imposto sobre vendas*)

Mini-text 5

1. abusive / 2. fines / 3. repayment / 4. interest / 5. pitfalls

Useful Tips

Task 1

a) tax avoidance – elisão fiscal, não pagar impostos por meios legais.

b) tax evasion – fraude fiscal, sonegação, não pagar impostos por meios ilegais.

Mock Test

1. **D** – Cerca de 25 milhões de declarações foram entregues através de computadores domésticos no ano anterior. Nas demais opções lê-se: na **(a)**, mais de 30 milhões de declarações haviam sido entregues nesta mesma época no ano passado; na **(b)**, 90 milhões de declarações continua sendo a marca a ser ultrapassada; na **(c)**, nenhuma declaração de pessoa física poderá ser entregue até o próximo dia 15 de outubro; na **(e)**, foi uma grande inovação introduzida pelo secretário Shulman neste ano, informação que falta no texto.

2. **B** – A palavra **also**, como **discourse marker**, está claramente indicando acréscimo e pode ser substituída por **besides** (*além de*). Nas demais opções, tem-se: na **(a)**, **nevertheless**(*não obstante,entretanto*) que indica contraste; na **(c)**, **namely**(*a saber, qual seja*) indica um

exemplificação; na **(d)**, **indeed**(*de fato*) indica ênfase; na **(e)**, **therefore**(*portanto, por conseguinte*) indica conclusão.

3. **E** – O Secretário Shulman declarou que muitos contribuintes apreciam a entrega de suas declarações eletronicamente porque é rápida e precisa. Não é correto dizer: em **(a)**, que menos contribuintes provavelmente entregarão suas declarações em formulário de papel em 2010; em **(b)**, que a Receita tentará reduzir a margem de erro de 20% das declarações entregues em formulário no ano que vem, em **(c)**, que é um dos objetivos da Receita para 2010 capacitar os contribuintes a receber suas devoluções de imposto mais rapidamente; em **(d)**, absurdamente, que a Receita tenciona estimular o uso de cartões de crédito.
4. **A** – Claramente o autor expressa que a razão principal para o recorde de declarações entregues eletronicamente se deve ao grande número de contribuintes que enviaram suas declarações através de seus computadores domésticos. Nas outras opções, lê-se: em **(b)**, devido ao número de pessoas que entregaram declarações em formulários de papel; em **(c)**, devido ao percentual de contribuintes que solicitaram prorrogação; na **(d)**, devido à redução da margem de erro para menos de 1% no ano passado; em **(e)**, devido a instruções mais claras disponíveis a todos os contribuintes.

Learn From Past Exams

Text 1: Is Payment of Taxes Voluntary?

É sempre bom, ou quase sempre, fazer uma rápida leitura das questões e opções formuladas, até mesmo antes de fazer a leitura do próprio texto.

Question 1: Melhor resposta: (D)

Suponhamos que este fosse o último texto da prova e que você estivesse sem tempo sobrando para fazer uma leitura detalhada. Bastaria você fazer o *scanning* do parágrafo 1 e buscar a informação cobrada pelo examinador: a de que algumas pessoas físicas nos Estados Unidos argumentam que não estão obrigados ao pagamento de tributos federais, uma vez que tal pagamento é voluntário, o que equivale a dizer que esses indivíduos argumentam contra o aspecto compulsório do pagamento de impostos.

Question 2: Melhor resposta: (B)

A menção da Seção 1 do Código de Receitas Internas se encontra no segundo parágrafo. Outra questão que poderia ser respondida após realizar o *scanning* do parágrafo 2. O mencionado código estabelece a obrigatoriedade do pagamento de impostos.

Question 3: Melhor resposta: (E)

Se você conseguiu entender o fragmento **sanctions for non-compliance** (*sanções pelo não cumprimento*) então pôde chegar à conclusão de que tais sanções já foram estabelecidas, **have been set**. Sem entrar em detalhes sobre os **modal verbs** (**might, may, should, must**), traduzimos apenas

as outras opções: em **(a)**, talvez venham a ser aprovadas; em **(b)**, é quase certo que sejam estabelecidas em breve; em **(c)** devem ser concebidas; em **(d)**, talvez venham a ser estabelecidas.

Question 4: Melhor resposta: (B)

O texto diz respeito a assuntos tributários. Esse é o tipo de questão que obriga o candidato a fazer o **intensive reading**. É preciso lê-lo detalhadamente para entender que não se refere a impostos estaduais, nem se refere a um sistema social, nem, tampouco, estabelece critérios econômicos; e, também, não se refere a benefícios de aposentadoria.

Question 5: Melhor resposta: (E)

According to the text, (De acordo com o autor), são formulações de enunciado em que o examinador quase nos obriga ao **intensive reading**, ou seja, a uma leitura detalhada. Observe que as diversas opções nos jogam feito bola de pingue-pongue de um parágrafo para outro. Cabe a você ir buscar o que o autor afirma ou sugere para chegar à melhor resposta. Em **(a)**, diz-se: impostos federais são restituíveis; em **(b)**, pagamento de **levies** (outra palavra inglesa para tributo) é voluntário – opção que contraria a ideia central defendida pelo autor; em **(c)**, absurdamente, tem-se que penalidades criminais são ilegais; em **(d)**, lê-se que os estados americanos têm de exigir o cumprimento das leis fiscais.

Function Words &Content Words

Task 1

Function Words / Phrases	Palavras / Locuções de Função
1. some (individuals)	alguns / algumas
2. because	porque
3. however	entretanto
4. (based) upon	(baseado) em
5. (say) about	(falar) sobre
6. which(imposes)	o qual (impõe)
7. as (determined)	conforme
8. by (the tables)	pelas (tabelas)
9. furthermore	além disso
10. as well as	bem como

Content Words / Phrases	Palavras / Locuções de Conteúdo
1. proponents	proponentes
2. taxation	tributação
3. assessment	avaliação
4. set forth	estabelecido
5. revenue	receita
6. taxable income	receita tributável
7. estates	propriedade(s)
8. trusts	consórcios de empresas
9. taxpayers	contribuintes
10. tax returns	declaração de renda

11. noncomplying	infrator
12. penalties	penalidades
13. fines	multas
14. imprisonment	prisão

Task 2

A	B
1. taxpayer	a. (5)base tributária
2. tax revenue	b. (1)contribuinte
3. tax burden	c. (2)receita tributária
4. tax evasion	d. (3)carga tributária
5. tax base	e. (6)crédito tributário
6. tax credit	f. (10)paraíso fiscal
7. net revenue	g. (4)evasão de impostos
8. double taxation	h. (9)renda tributável
9. taxable income	i. (8)dupla tributação
10. tax haven	j. (7)receita líquida

Task 3: Criminal penalties (*penalidades criminais*) no texto:

- a) fines (*multas*)
- b) imprisonment (*cadeia, prisão*)

Task 4: A expressão **voluntary assessment** corresponde a *avaliação voluntária*. O verbo **to assess** significa avaliar propriedades, rendimentos, danos, dentre outras coisas, para efeito de tributação.

Text 2: Avoidance and evasion compared: The United States example

Elisão e evasão comparadas: o exemplo dos Estados Unidos

- (D) – O verbo que substitui corretamente [VERB] é **go through with** (*levar a cabo a transação comercial*, neste caso). Nas demais opções: na (a)**enhance** (*aumentar*); na (b)**refuse** (*recusar*); na (c)**put an end to** (*por um fim nisso*); na (e)**get away with** (*escapar impune*).
- (C) – A palavra que preenche corretamente a lacuna é **because**. Observe que se trata de uma questão típica para verificar o conhecimento dos candidatos sobre os principais **discourse markers** que vimos estudando. Na (a) **However** (*entretanto, contudo*); na (b) **Therefore** (*portanto*); na (d)**Despite** (*apesar de*) e na (e) **Although** (*embora*).
- (D) – A forma verbal correta de [TO GENERATE] no texto é **would have been generated** (*teria sido gerada*) se a venda se concretizasse. Em (a)**will be generated** (*será gerada*); em (b)**was generated** (*foi gerada*); em (c)**generates** (*gera*); e, por fim, na (d)**has been generating** (*tem estado gerando, tem gerado*)
- (A) – No texto, “**after a fax return has been filed**” pode ser traduzido como *depois de ter sido entregue a declaração de imposto de renda*. Questão que visava a testar, única e simplesmente, a capacidade do candidato de buscar a melhor tradução.

5. (B) – O texto pode ser sintetizado na seguinte oposição: **Tax evaded remains due. Tax avoided is not due**, ou seja, imposto sonegado permanece devido; imposto elidido não é imposto devido. Traduzindo as demais opções: na (a) **Tax evasion is acceptable conduct. Tax avoidance is contravention** (*a sonegação fiscal é uma conduta aceitável; a elisão fiscal é uma contravenção*); na (c) **Tax evasion implies fiscal debt. Tax avoidance implies legally reduced debt** (*a sonegação fiscal implica em dívida fiscal, a elisão fiscal implica em dívida fiscal*); na (d) **Tax evasion is tax paid. Tax avoidance is tax not paid** (*a sonegação fiscal é imposto pago; a elisão fiscal é imposto não pago*); na (e) **Tax evaded can be returned. Tax avoided cannot be returned** (*imposto sonegado pode ser declarado; imposto elidido não pode ser declarado*).

Exercise Section

I. Text titles from past exams.

1. Esaf/TRF/2000

Os dias da internet como área isenta de tributação estão contados

2. Esaf/AFRF/2002

O corte da taxa no Brasil pega o mercado desprevenido

3. Esaf/AFRF/2002

Montanha de dívidas dos anos 90 assoma e a cidade e o estado de NY sentem o arrocho

4. Esaf/AFRF /2002

Agências de cotação do crédito defendem seu estilo de análise e cercam [protegem] suas apostas

5. Esaf/TRF/2002

O senado finalmente age para proteger os usuários da internet contra tributação

6. Esaf/TTN/1997

Isenção Alfandegária

7. Esaf/AFRF/2002.2

Os tentáculos contra a evasão nos Estados Unidos estendem-se até Singapura

8. Esaf/AFRF/2003

Estratégias para o ano de 2003 e além

9. Esaf/AFRF /2003

UE – a lei tributa firmas on line no exterior

10. Esaf/AFC/CGU/2004

Liberando a camisa de força fiscal

II. Please refer to the text in this Unit.

III. Match the columns A / B

A	B
1. tax deductible	a. (8)faixa de tributação
2. duty tax on rural estates	b. (1)dedutíveis do imposto
3. corporate income tax	c. (3)IRPJ
4. tax burden	d. (2)ITR
5. excise tax	e. (9)lançamento fiscal
6. tax exemption	f. (5)imposto sobre vendas
7. withholding income tax	g. (6)isenção tributária
8. tax bracket	h. (7)imposto de renda na fonte
9. tax assessment	i. (10)ação fiscal
10. tax case	j. (4)carga tributária

IV. follow the money trail – rastrear o dinheiro, seguir a trilha do dinheiro.

V. 1. tax / 2. collection / 3. higher / 4. untaxed / 5. legitimate

VI. Esses esquemas de fraude fiscal modernamente se valem do sigilo legal em operações financeiras em algumas jurisdições no exterior e da disponibilidade dos cartões de débito e crédito emitidos por intuições financeiras no exterior.

VII. – Investigando potenciais violações criminosas do IRC (regulamento) bem como crimes financeiros correlates de maneira a incrementar a credibilidade no sistema tributário e no cumprimento da lei.

III. – Q.1 – Segundo Michel Camdessus, o volume movimentado pela lavagem de dinheiro no mundo se situa entre 2% a 5% do produto interno bruto mundial ou pelo menos cerca de \$600 bilhões.

Q.2 – a) Em alguns países com mercados emergentes, os rendimentos ilícitos podem tornar os orçamentos governamentais bem menores e, em consequência disso, ocorrer a perda do controle da política econômica.

b) A lavagem de dinheiro pode também afetar desfavoravelmente a moeda e as taxas de juros quando os criminosos reinvestem seus recursos ilícitos onde seus esquemas fraudulentos têm menos probabilidade de serem detectados.

c) A lavagem de dinheiro pode aumentar a ameaça de instabilidade monetária devido à malversação dos recursos em bens e mercadorias provenientes de distorções artificiais.

d) A lavagem de dinheiro pode resultar em mudanças inexplicáveis na procura monetária e no incremento da volatilidade dos fluxos financeiros internacionais, dos juros e das taxas de juros.

Q.3 – to corner markets (L-7)(*encurrular os mercados*)

IX. English Equivalents

a) imposto sobre vendas (**excise tax / sales tax**) / b) arrecadar impostos (**collect taxes**) / c) fonte de

receita (**source of revenue**) / **d**) apresentar declaração de IR (**file income tax returns**) / **e**) restituição de IR (**income tax refund**) / **f**) esquemas de fraude tributária (**tax scams / tax schemes**) / **g**) ativo & passivo (**assets & liabilities**) / **h**) elisão fiscal (**tax avoidance**) / **i**) sonegação fiscal (**tax evasion**) / **j**) válvulas de escape financeiras (**financial outlets**) / **k**) política econômica saudável (**sound economic policy**) / **l**) contribuintes honestos (**honest taxpayers**)

X. Multiple-choice questions

1. Many European countries are worried about the flight of capital across their borders.

Muitos países europeus estão preocupados com a fuga de capital através de suas fronteiras.

2. Corporate fraud frequently involves violations of the IRC through falsification of corporate and individual tax returns.

A fraude corporativa frequentemente envolve violações ao Código Tributário através da falsificação de declarações de rendimentos das PJ e PF.

3. Mr. Hart was fired on bribery charges. He had accepted money surreptitiously for exchange of special favors.

O Sr. Hart foi demitido sob acusação de corrupção. Ele havia aceitado dinheiro às escondidas em troca de favores especiais.

4. Officials declared the measure taken aimed at fostering confidence in the tax system.

Agentes declararam que a medida tomada visava a aumentar a confiança no sistema tributário.

5. “The U.S. uses tax revenues to maintain a government, to furnish common services among other things.”

Os Estados Unidos usam receitas tributárias para manter o governo, fornecer serviços comuns, entre outras coisas.

XI. Translation: Como entender a tributação das PJ no Brasil

Um imposto retido na fonte é cobrado sobre transações envolvendo empresas ou pessoas físicas residentes ou domiciliadas fora do Brasil. As alíquotas do imposto variam de caso para caso. Na maioria das transações internacionais, tais como remessas de juros e de ganhos de capital, a alíquota aplicável é de 15%. Pagamentos por serviços prestados por não residentes estão sujeitos a um imposto de fonte à alíquota de 25%. Os royalties estão sujeitos a um imposto de fonte à alíquota de 15% além da contribuição de 10% de intervenção do domínio público. A distribuição de dividendos e lucros gerados a partir de janeiro de 1996 não está sujeita ao imposto de renda na fonte. A maior parte dos pagamentos a residentes ou pessoas físicas domiciliadas em paraísos fiscais está sujeita ao imposto de renda na fonte à alíquota de 25%.

Final Quiz – Anything Goes

1. A expressão “**Check your withholding**” significa que você deve *verificar a retenção do seu imposto na fonte*.

2. If you say that you had to pay the official a **kickback**, it means you gave him a **bribe**(*propina, suborno*)

3. A moeda de curso legal em um país é chamada de **legal tender**.
4. Os **high-yield bonds** são os títulos de alta rentabilidade. Os títulos de alto risco são conhecidos como **junk bonds**.
5. Uma **tax loophole** é uma brecha na lei fiscal.
6. Se o problema de uma determinada empresa é de **outsourcing**, ela está com problemas relacionados à *terceirização*.
7. The word missing: Free **enterprise** is an economic system in which businesses compete with each other. (*A livre iniciativa é um sistema econômico em que as empresas concorrem umas com as outras.*)
8. Um funcionário de uma empresa demitido devido a **embezzlement** praticou o crime de *desfalque ou desvio de dinheiro da empresa*.
9. Se alguém tem algum dinheiro sobrando e não o investe esse dinheiro é chamado de **idle money**.
10. **Exchange rate & rate of exchange** ambas são locuções corretas que significam *taxa de câmbio*.

Money, Money, Money (Dinheiro, Dinheiro, Dinheiro)

I. Brainstorming – Money, Money Money

How About Being Unconventional

Tendo em vista que o próprio FED tem lançado mão de medidas altamente **unorthodox** com a crise econômica, por que não recorrer a **approaches** igualmente extraordinários nos seus **English studies**?

Supposing que você decida estudar o maior número de expressões, **collocations**, **sayings**, **proverbs** em que apareça a palavra **money**. O que impede você de redigir em “*portuglish*” algo assim. Tente traduzir os fragmentos em negrito:

Money, Money, Money...

Como diz o provérbio **money makes the world go round**. E, na verdade, **money talks**. Em meio a uma crise econômica sem precedentes, o que verificamos é uma grande **shortage of money**. Por isso os mais conservadores preferem lembrar-se de que **money does not grow on trees**.

Certamente **making money** não é nada fácil. As pessoas fazem grandes sacrifícios para **earn money, to have a decent standard of living**.

As autoridades governamentais conclamam o povo **to save money**, mas como? A maioria das pessoas mal consegue pagar suas contas. OK, ninguém deve sair por aí **spending money lavishly**; mas daí a poder poupar vai uma grande distância.

Proponho uma questão. O que um autor quer dizer com a expressão em negrito aqui: “**He gets his money’s worth**”.

a) *Ele valoriza aquilo por que paga.*

b) *Ele desconhece o valor real do dinheiro.*

You can bet your bottom dollar that the best answer is “A”. Agora se você disser que nunca aposta nenhum centavo porque **money is the root of all evil**, tudo bem, não vou discutir com você por causa disso.

Existe um outro provérbio que diz “**a fool and his money are soon parted**”. Pense nos seus familiares. Consegue lembrar de algum que se encaixa nesta lição?

Se alguém lhe pedir: “**Could you lend me some money?**”, uma boa desculpa se você não deseja emprestar seria: “**Sorry, I hardly have any pocket money here with me.**”

That's enough. But I could go on and on and on ...

Don't panic! Here's the **full version with the translations**:

Money, Money, Money...

Como diz o provérbio **money makes the world go round**(*o dinheiro faz o mundo girar*). E, na verdade, **money talks**(*o dinheiro dá as cartas*). Em meio a uma crise econômica sem precedentes, o que verificamos é uma grande **shortage of money**(*escassez de moeda*). Por isso os mais conservadores preferem lembrar-se de que **money does not grow on trees** (*dinheiro não cresce em árvores*)

Certamente **making money**(*ganhar dinheiro*) não é nada fácil. As pessoas fazem grandes sacrifícios para **earn money**(*ganhar dinheiro*), **to have a decent standard of living**(*a fim de ter um padrão de vida decente*).

As autoridades governamentais conclamam o povo a **to save money** (*poupar dinheiro*), mas como? A maioria das pessoas mal consegue pagar suas contas. OK, ninguém deve sair por aí **spending money lavishly**, (*esbanjando dinheiro, gastando adoidado*); mas daí a poder poupar vai uma grande distância.

Proponho uma questão. O que um autor quer dizer com a expressão em negrito aqui: “**He gets his money's worth**”.

a) Ele valoriza aquilo por que paga.

b) Ele desconhece o valor real do dinheiro.

You can bet your bottom dollar that the best answer is “A”. Agora se você disser que nunca aposta nenhum centavo porque **money is the root of all evil** (*o dinheiro está na raiz/é a causa de todos os males*) tudo bem, não vou discutir com você por causa disso.

Existe um outro provérbio que diz “**a fool and his money are soon parted**” (*um tolo logo se separa do seu dinheiro*). Pense nos seus familiares. Consegue lembrar de algum que se encaixa nesta lição?

Se alguém lhe pedir: “**Could you lend me some money?**”(Pode me emprestar algum dinheiro?), uma boa desculpa se você não deseja emprestar seria: “**Sorry, I hardly have any pocket money here with me.**” (*Lamento, mal tenho um dinheirinho de bolso aqui comigo*)

That's enough. But I could go on and on and on ...

Actually, I could go on and on and on(*Na verdade, eu poderia continuar e continuar e continuar*). Há dezenas de outras expressões com “**money**”, e outras tantas em que, embora a palavra **money** não apareça explicitamente, é ela que implicitamente reina em nível semântico. **For instance**:

Most low-income families **live from hand to mouth**; there's no money left to save at the end of the month.

*A maioria das famílias de baixa renda **vive com o suficiente para comprar as coisas básicas**; não sobra dinheiro para poupar no fim do mês.*

With the current global crisis lots of people had to **tighten their belts** as they had to live with less money than usual.

*Com a crise global de hoje, muitas pessoas tiveram de **apertar seus cintos**, já que foram obrigados a viver com menos do que o habitual.*

If you hear somebody say that Mr. X is **loaded**, that means he has a lot of money; he's extremely rich.

*Se você ouvir alguém dizer que o Sr. X é **estribado**, isso quer dizer que ele tem muito dinheiro, é extremamente rico.*

Who does not have a friend who dreams of **making a fast buck**, that is, get a lot of money fast and dishonestly?

*Quem não tem um amigo que sonha em **fazer fortuna a jato**, isto é, ganhar um monte de dinheiro rápida e desonestamente.*

Believe it or not, falaremos de outras expressões sobre **money**, palavra-chave no nosso estudo, tanto do jargão econômico quanto do tributário. **Just wait!**

By the way, não deixe de fazer o exercício no final desta unidade sobre o assunto.

Really worth quoting!

"If you think that money can do everything, you may well be suspected of doing everything for money." (Benjamin Franklin)

"Se você pensa que o dinheiro pode fazer tudo, pode-se bem suspeitar que você seja alguém que faz tudo por dinheiro." (Benjamin Franklin)

II. Analysis of texts

Text 1: Five Tips for Avoiding Foreclosure Scams

1. Work only with a nonprofit, HUD-approved counselor.

If you are looking for help to prevent foreclosure (www.federalreserve.gov/pubs/foreclosuretips/default.htm), be sure the counseling agency is on the Department of Housing and Urban Development's list of approved agencies. Visit HUD's website for an easily searchable list of HUD-approved housing counseling agencies (www.hud.gov/offices/hsg/sfh/hcc/hcs.cfm), or call 877-HUD-1515 (877-483-1515) for more information. If you are approached by foreclosure counselors — by mail, phone, or in person — make sure the counseling agency is HUD- approved before you do business with them.

2. Don't pay an arm and a leg

You should not have to pay hundreds of dollars. Most HUD-approved housing counselors provide no-cost counseling services and many more provide low-cost counseling. Do not agree to

work with a counselor who collects a fee before providing you with any services or who accepts payment only by cashier's check or wire transfer. In general, do not pay money to anyone unless you know exactly what services you will receive.

3. Be wary of “guarantees”

A reputable counselor will not guarantee to stop the foreclosure process, no matter what your circumstances. Working with a legitimate counselor can certainly increase your chances of keeping your home—but be wary of people who promise a sure thing. Again, get the details of your transaction, along with any promises, in writing first.

4. Know what you are signing—and be sure *you* sign it

Don't let a counselor pressure you to sign paperwork you haven't had a chance to read through carefully or that you don't understand. Don't sign any blank forms or let “the counselor” fill out forms for you. Be sure to talk with an attorney before signing anything that transfers the title of your home to another party.

5. If it sounds too good to be true, it probably is

If you feel you may be the target or victim of foreclosure fraud, trust your instincts and seek help. For tips on spotting scam artists, visit the Federal Trade Commission's webpage on foreclosure rescue scams (www.ftc.gov/bcp/edu/pubs/consumer/credit/). Report suspicious schemes to your state and local consumer protection agencies, which you can find on the Federal Citizen Information Center's Consumer Action Website (www.consumeraction.gov/caw_state_resources.shtml)

Visit: www.federalreserve.gov/consumerinfo

Analysis of Text 1

I. How can you translate the title of text 1?

Five Tips for Avoiding Foreclosure Scams

II. Translate the following sub-titles:

1. Work only with a nonprofit, HUD-approved counselor

(*) *Atenção: HUD = **Department of Housing and Urban Development** (Departamento de Habitação e do Desenvolvimento Urbano)*

2. Don't pay an arm and a leg

3. Be wary of “guarantees”

4. Know what you are signing—and be sure you sign it

5. If it sounds too good to be true, it probably is

III. Comprehension questions

a) Por que não é necessário pagar uma fortuna para obter aconselhamento imobiliário?

b) Relativamente a “*garantias imobiliárias*”, o que destaca o autor?

c) O que sugere o autor antes de se assinar qualquer documento referente à compra do imóvel?

d) Por que razão o autor se utiliza no final do texto da expressão “**If it sounds too good to be true?**”

Vocabulary Post Test

Match columns A & B. (Consult text 1 again, if necessary)

A	B
1. prevent foreclosure	a. () cobrar honorário
2. provide low-cost counseling	b. () obter detalhes por escrito
3. collect a fee	c. () impedir a execução hipotecária
4. get the details in writing	d. () consultar um advogado
5. read through paperwork	e. () fornecer consultoria barata
6. talk with an attorney	f. () dicas para pegar vigaristas
7. tips on spotting scam artists	g. () ler documentos com detalhes

Vocabulary – Parts of The Body

From text 1:

Don’t pay an arm and a leg

Não pague os olhos da cara

A tradução literal de **Don’t pay an arm and a leg**, *não pague um braço e uma perna* (?), não nos diria nada, já que o uso em português consagrou a expressão *pagar os olhos da cara*.

Aproveito para propor um exercício em que pipocam partes do corpo humano nas expressões.

Complete the sentences with one word below:

hand	eye	heart	elbow	nose	foot
------	-----	-------	-------	------	------

1. As I needed a loan for the down payment on my apartment I sat down with my bank manager to have a _____ to _____

talk.

2. Uncle Jeff invited us to have dinner out. This time he said he would _____ the bill.

3. A financial institution that finds that it has more Federal Reserve notes on _____ than it needs returns the extra currency to a Reserve Bank.

4. You don't need to pay through the _____ for a new washing machine, buy a new one on credit.

5. Mr. Barkley tries to treat all his employees fairly. But I think Jennifer is the apple of his _____.

6. After so many years of hard work and dedication to the company I did not expect to get the _____ just like that.

Just For Fun



Lord \$! Pay for us, sinners, now and at the hour of our debt. Amen.

Really worth quoting!

"Capital isn't scarce; vision is." (Michael Milken)

"O capital não é escasso, a visão é que é."(Michael Milken)

Text 2: Group Forecasts Sharp Decline in World Economy

Short-term unemployment approaching 10 percent

Global economic activity will plummet by an average 4.3% this year, sending unemployment soaring past 10% while international trade falls by more than 13%, the Organization for Economic Co-operation and Development (OECD) said March 31.

5 The Paris-based, 30-nation OECD said in its interim economic outlook that the global economy is in "the deepest and most widespread recession for more than 50 years. The global recession will worsen this year before a policy-induced recovery gradually builds momentum through 2010."

10 OECD Secretary-General Angel Gurría told G8 labor and employment ministers meeting in Rome that governments will have to take quick and decisive action to stop the current crisis from becoming "a fully blown social crisis with scarring effects on vulnerable workers and low-income households."

15 In the United States, economic activity will fall sharply in the near term, but the country could begin to pull out of the recession in early 2010, the OECD report said. That assessment corresponds with recent comments by U.S. Federal Reserve Chairman Benjamin Bernanke, who has said that if credit lending and loans by commercial banks begin
20 flowing into the domestic economy this year, the recession could end by the first of next year.

"Restoring global growth is an economic and political priority, but also an ethical, moral, social and human imperative," Gurría said at the March 30 Rome meeting.

25 The OECD interim economic outlook comes two days before the leaders of the Group of 20 advanced and emerging market countries meet in London to resolve some of the thorny issues emanating from the current global recession. The world leaders, whose countries represent 85 percent of the global economy, will discuss further stimulus
30 measures to jump-start economies, and regulatory reform of financial markets that would avoid this kind of crisis in the future.

In the United States, economic activity will fall sharply in the near term, but the country could begin to pull out of the recession in early 2010, the *OECD* report said. That assessment corresponds with recent
35 comments by U.S. Federal Reserve Chairman Benjamin Bernanke, who has said that if credit lending and loans by commercial banks begin flowing into the domestic economy this year, the recession could end by the first of next year.

(By Merle David Kellerhals Jr.- Staff Writer – 31 March 2009)

Visit: <http://www.america.gov>

Analysis Of Text 2

1. How can you translate the title of **text 2**?

Group Forecasts Sharp Decline in World Economy

2. How can you translate the sub-title of **text 2**?

Short-term unemployment approaching 10%

3. O que indicam os dois verbos **plummet (L-1) & soar (L-2)** com referência à atividade econômica global e ao nível de desemprego, respectivamente?

4. Traduza os seguintes fragmentos do **text 2**:

a) the deepest and most widespread recession

b) a fully blown social crisis with scarring effects

c) begin to pull out of the recession

d) That assessment corresponds with recent comments

e) resolve some of the thorny issues

f) discuss further stimulus measures to jump-start economies

g) will fall sharply in the near term

III. Vocabulary Build Up

RISE & FALL VERBS

From Text 2:

“Global economic activity will **plummet** by an average 4.3% this year” (L-1)

A atividade econômica global vai *cair sensivelmente* em média 4,3% este ano.

“sending unemployment **soaring** past 10% while international trade **falls**”(L-2)

Fazendo com que a taxa de desemprego aumentasse vertiginosamente além dos 10% enquanto o comércio internacional cai

Os verbos **to rise (rose, risen)**(*elev*ar, *aument*ar) & **to fall (fell, fallen)** (*cair*) são os dois verbos em inglês mais usados para expressar subidas e descidas de lucros, ações, taxas, coeficientes etc.

Há vários outros verbos e substantivos indficativos desse **rise & fall**. O estudo destes verbos é fundamental para quem vai fazer uma prova para vários concursos públicos de grande porte.

Classify the verbs according to whether they mean RISE or FALL:

advance	dip	drift	drop	climb	leap
tumble	ease	hike	jump	slump	surge
rebound	rally	recover	revive	plunge	shrink
plummet	decline	sink	slip	soar	skyrocket

Meaning “rise”:

Meaning “fall”:

Meaning “to rise after falling”:

N.B.: As well as the verb **rise**, English also has the verb **raise**. **Rise** is an irregular intransitive verb: **rise – rose – risen**; **Raise** is a regular, **transitive** verb; **raise – raised – raised**. People **raise** things.

Não deixe de fazer o **exercício** na seção final sobre este assunto importantíssimo para consolidação do seu vocabulário.

Reminder

Uma das maneiras mais práticas e proveitosas de se aumentar o vocabulário, volto a insistir, é através de minitextos como este -- por sinal, extraído do próprio site do Bacen. Você pode criar os seus próprios, conforme já salientei. Escolha um minitexto que contenha **vocabulary items** que lhe

interessem e faça duas cópias. Numa delas elimine palavras e locuções de sua escolha e abra uma caixa onde você deve colocar essas palavras em ordem trocada; mantenha a outra cópia intacta para servir como o seu gabarito. **I guarantee that it works!**

Complete the mini-text with one of the words from the Box:

Mini-Text 1: Bacen’s Financial Stability Report (I)

forecasts	downward	scenario	reserve	mortgage
-----------	----------	----------	---------	----------

Global growth rate projections have been revised _____ (1) in recent months. There is a general feeling within the international economic _____ (2) that the U.S. economy has shifted toward a period of reduced economic activity. Corroborating this conviction, one only needs
5 to recall the fact that new international market credits have become increasingly more difficult to obtain, primarily as a result of the crisis on the United States subprime home _____ (3) financing market.

The large emerging economies have been able to weather the crisis relatively unscathed due to their strong international _____ (4)
10 levels and robust macroeconomic fundamentals. Nonetheless, the fact that world growth _____ (5) have been revised downward may well impact the pace of international trade expansion.

(From The Financial Stability Report – Summary –Bacen/May 2008)
Visit: http://www.bcb.gov.br/ingles/estabilidade/2008_05/

Analysis of Mini-Text 1

1. Explain what the author means in the fragment: “The large emerging economies have been able to **weather the crisis relatively unscathed**” (L-8/9).
2. As a **discourse marker**, the word “**Nonetheless**” (L-10) is indicating:
3. O que está expressando o verbo modal **may** no fragmento “**may** well impact the pace of international trade expansion” (L-11/12)?

Ainda utilizando o **Mini-Text 1** como apoio, no trecho “**Global growth rate projections**” (L-1) (*projeções do índice de crescimento global*), temos a locução **growth rate** (*índice, taxa de crescimento*) que na sua área semântica vive pipocando nos textos mais técnicos. Repare que o adjetivo **global** e o substantivo **projections** estão aí meio que para adornar a expressão. O cerne deste item de vocabulário é **growth rate** e merece fazer parte do seu **glossary, mini dictionary**,

notebook...

Quando essa locução aparecer em outro texto você provavelmente se lembrará de seu aparecimento anterior; você criou um **link** mnemônico todo seu, vivenciou a expressão; **therefore**, ela tem toda chance de fazer parte do seu efetivo vocabulário de reconhecimento em inglês. Aliás é só isso que o examinador exigirá de você, uma vez que sua pronúncia, sua fluência oral não será testada. Dá trabalho, **but it works!**

Mini Text 2: Monitoring Financial Condition

First of all read this introduction which can be found in the FED’s site*[Credit and Liquidity Programs and the Balance Sheet]*, **and then translate the fragments below:**

The Federal Reserve’s lending programs potentially expose the Federal Reserve to credit risk – **the risk that a borrower will not repay a loan**. The Federal Reserve **mitigates credit risk by requiring collateral** for all loans and by monitoring the financial condition of depository institutions and other entities that borrow or may borrow from the Federal Reserve.

a) the risk that a borrower will not repay a loan

b) mitigates credit risk by requiring collateral

Mini Text 3: Complete with one of the words from the box:

services	soundness	mitigate	risk	failing
----------	-----------	----------	------	---------

Monitoring the financial condition of depository institutions is a four-step process designed to minimize the risk of loss to the Federal Reserve posed by weak or _____ (1) depository institutions. The first step is monitoring, on an ongoing basis, the safety and _____ (2) of all depository institutions that access or may access the discount window and the payment services provided by the Federal Reserve. The Federal Reserve in the absence of controls on their access to Federal Reserve lending facilities and other Federal Reserve _____ (4).

Second step is identifying institutions whose condition, characteristics, or affiliation would present higher-than-acceptable _____ (3) to the Federal Reserve in the absence of controls on their access to Federal Reserve lending facilities and other Federal Reserve services.

The third step is communicating relevant information about those institutions identified as posing higher risk to staff within the Federal Reserve System and to other supervisory agencies, if and when necessary. The fourth step is implementing appropriate measures to _____ (5) the risks posed by such entities.

Visit: http://www.federalreserve.gov/monetarypolicy/bst_riskmanagement.htm

IV. Unit Mock Test

Investors Flee Stock Market, Do Not Look Back (I)

Many stockholders fall into panic when faced with uncertainty, losses

When the stock market goes up, investors jump in. When the market goes down, they often flee.

But occasionally moments of outright panic occur. This feeling is now being experienced across the globe by millions of investors overwhelmed by developments — the mortgage-default crisis, the credit freeze, bank failures and the extraordinary interventions and bailouts by governments and central banks around the world.

Institutional investors and big players seek to salvage what they can and find some safe ground. The small investors, including those with retirement accounts in the stock market, are feeling helpless as they get buffeted by events beyond their control or understanding.

Joel Naroff, president of Naroff Economic Advisors in Holland, Pennsylvania, told America.gov that, to some extent, there is very good reason for people to be concerned.

But concern tinted by stress and fear turns into panic.

Visit: <http://www.america.gov/st/econ-english/2008>

1. According to Joel Naroff:

- a) there's no need for people to be concerned about the current crisis;
- b) it is reasonable to be somewhat worried about the current situation;
- c) there's no reason for unrest among investors;
- d) it is clear that not even experts know the full extent of this crisis;
- e) it's no concern of investors what central banks do around the world.

2. According to the author:

- a) when the stock market goes down investors look back on their investments;
- b) this feeling around the globe is totally unjustified;
- c) small investors are aware of developments in the stock markets;
- d) bank failures and interventions are beyond people's understanding;
- e) investors leave the market when it falls and don't look back.

3. The author admits that at times we observe moments of:

- a) great disbelief;
- b) slight fear;
- c) big amazement;
- d) total panic;
- e) slight uncertainty.

4. The author mentions bailouts by central banks worldwide which aim mainly at:

- a) calm overwhelmed investors;
- b) prevent mortgage-default;
- c) rescuing the banking system;
- d) salvage what the banks can;
- e) prevent social unrest.

Useful Tips

Aproveito o texto anterior, sobre **stock market** (*mercado de ações*), para outra dica útil. Nele

you se deparou com termos técnicos – uns mais difíceis, outros menos, **such as: investors** (*investidores*), **stockholders** (*acionistas, detentores de ações*), **losses** (*perdas, prejuízos*), **mortgage-default crisis** (*crise de inadimplência das hipotecas*), **credit freeze** (*congelamento do crédito*), **bank failures** (*fracassos, falências dos bancos*), **extraordinary interventions** (*intervenções extraordinárias*), **bailouts** (*medidas de socorro financeiro*), **get buffeted** (*ser atingido*). Pois bem, admitamos que você consiga se lembrar da maioria dos termos citados, ainda é preciso continuar lendo sempre, o mais frequentemente que você puder. Hoje mesmo me defrontei com a locução **high flyer** (*ação altamente volátil*) que ainda não conhecia. **Remember, guys, reading, reading & reading is the solution!**

V. Learn From Past Exams

Read the text below entitled “**Happy New Year**” so as to answer questions **1 to 3**.

(Se o nível de vocabulário estiver alto para você, comece por estudar o vocabulário de apoio que se segue)

The mantra in Washington, DC is simple: spend billions now, pay later. Congress has been crafting ambitious plans for energy, health care and transport. But the mood in state capitals has been different. Forty-six states had a deadline of June 30th to pass their budgets. Just as
5 important, those budgets had to be balanced. With the sole exemption of Vermont, America’s state governments, unlike the federal one, are not allowed to run deficits. June was an agonizing month.

On the morning of July 1st, the first day of the new fiscal year for most states, taxpayers had reason to be glum. Connecticut, North
10 Carolina and Ohio had passed temporary extensions. California, Arizona, Pennsylvania and Illinois did not have a balanced budget as required. Most states that did pass budgets imposed painful cuts, higher taxes and fees on everything from pesticides in Minnesota to hunting licences in Maine.

15 Matters would be worse if it were not for Washington’s stimulus package, which provides more than \$135 billion to support state budgets. Most money, \$87 billion, is for Medicaid, the government’s health-care programme for the poor. A further \$48 billion created a State Fiscal Stabilisation Fund, mostly for schools and universities.

Visit: www.economist.com / July 2nd, 2009 / Adapted (Esaf/MPOG/EPPGG/ 2009)

1. According to paragraph 1:

- a) ambitious plans have been devised by state governments;
- b) June was a very worrying and upsetting month;

- c) deficits have been closed by forty-six states;
- d) lower revenue collections had been forecast up to June 30th;
- e) on June 30th, 46 states had already trimmed their budgets.

2. According to paragraph 2, “taxpayers had reason to be glum”. In other words, they:

- a) would rather be depressed;
- b) ought to feel worried, but also relieved;
- c) were understandably disappointed and sad;
- d) might well be cautiously optimistic;
- e) could reasonably seem hopeful.

3. According to paragraph 3:

- a) Washington’s stimulus package was slashed;
- b) lay-offs and furloughs have been prevented;
- c) a stimulus package is going to be provided;
- d) state budgets are being supported;
- e) states are going to close their deficits.

Vocabulário de Apoio

a) Congress has been crafting ambitious plans

O Congresso vem elaborando planos ambiciosos

b) for energy, health care and transport

para energia, saúde e transporte

c) But the mood in state capitals has been different

Porém o humor em capitais de estados tem sido diferente

d) had a deadline of June 30th to pass their budgets

tinham um prazo final a cumprir em 30/06 para aprovar seus orçamentos

e) Just as important, those budgets had to be balanced

Igualmente importante, esses orçamentos tinham de ser equilibrados

f) With the sole exemption of Vermont, America’s state governments

Com a única exceção de Vermont, os governos estaduais nos Estados Unidos

g) unlike the federal one, are not allowed to run deficits

diferentemente do governo federal, não têm permissão para incorrer em déficit

h) the first day of the new fiscal year for most states

o primeiro dia do novo ano fiscal para a maioria dos estados

i) did not have a balanced budget as required

não tinham um orçamento equilibrado conforme exigido

j) imposed painful cuts, higher taxes and fees on everything

impôs pesados cortes, impostos mais elevados e taxas sobre tudo

k) Matters would be worse if it were not for

Essas questões seriam piores se não fosse por

l) stimulus package, ... to support state budgets

pacote de estímulo ... para apoiar os orçamentos estaduais

m) mostly for schools and universities

na maior parte para colégios e universidades

VI. Exercises

I. Complete the sentences with the most appropriate item below:

back	pocket	afford	nose	exchange
run	parted	house	pinch	laundering
making	bags	easy	an arm	a leg

1. I don't have much cash on me. Just a little _____ money.

2. There comes Lena with one of her money – _____ schemes.

3. We didn't beat the guys but we gave them a _____ for their money.

4. If our product fails to meet your needs, we guarantee your money _____.

5. Just a minute, I've got to _____ some money. We'll need another currency once we cross the border.

6. By investing all he had in stocks, David tried to make _____ money.

7. To buy that painting you'll have to spend a lot of money; you'll have to pay through the _____.

8/9. The car cost me _____ and _____. It was worth the money I paid, though.

10. Holly's father is loaded. He's got _____ of money, don't worry!

11. The mob chief was arrested and locked up for _____ money.

12. Money does not grow on trees, my friend. With the global economy, only the well-off barons can say they don't feel the _____ nowadays.

13. I don't want your money. The next round of drinks is on the _____.

14. Are you sure you can _____ a new motorcycle? In other words, do you have money to pay for it?

15. "A fool and his money are soon _____." (an old proverb)

II. Which word below goes together with "money"?

Market	supply	order	laundering	box
--------	--------	-------	------------	-----

1. **Money** _____ = the total stock of money in the economy of a country at a certain time.

2. **Money** _____ = financial instrument that can be easily converted into cash by the payee named on the instrument.

3. **Money** _____ = make illegally accepted cash look as if it were acquired legally.

4. **Money** _____ = place where children keep their coins as a way of saving their money.

5. **Money** _____ = banks and other institutions that lend or borrow money, and buy and sell foreign money.

III. Can you explain the following expressions?

1. Audrey said she won't **throw her money around** this time.

2. I'm sure you've **paid good money** for this watch.

3. Ken tries **to keep track of all the money** he spends every month.

4. Sean would give anything **to make money hand over fist**.

5. Wait a minute! Do you think I **have money to burn**.

IV. In parentheses write (R) if you think the word in bold expresses *rising*; write (F) if you think it means *falling*. Then translate the sentences as usual.

1. ABC's shares **tumbled** 12% last Friday as the price of crude oil hit the US\$46 a barrel. ()

2. JKN's third quarter profit **rebounded**, after weaker-than-expected initial results. ()

3. Exchange markets were jittery yesterday as the Dow Jones index, on Wall Street, **dipped** 43,65 points closing at 9,734 points. ()

4. XYZ shares **plummeted** after the announcement of the latest 3rd quarter results. ()

5. On Wall Street, some of the blue chips **rocketed** yesterday. ()

6. HBX shares **sank** again to US\$2.35 after news of CEO involvement in monkey business. ()

7. Toronto's S&P/TSX composite index **slumped** to 9,578 points last Friday. ()

8. After being on negative ground at the beginning of the month BGX shares **revived** significantly. ()

9. CSZ stocks **dropped** after quarterly results were released. ()

10. The dollar **advanced** slightly in active trading yesterday. ()

11. The Bovespa index **rallied** at the end of the day finishing at points. ()

12. Losses on the Japanese market were limited as shares of the information technology sector **leaped** at the end of the day. ()

V. Translate these titles from past exams.

1. NEW POLICIES TO FIT THE NEW ECONOMY

2. DEFICIT SPELLS TROUBLE

3. URBAN INSURANCE ISSUES

4. FED STEERS USA RATES LOWER BY QUARTER POINT

5. THINKING WITHOUT LIMITS: QUALIFICATIONS OF THE 21ST CENTURY CEO

6. THE GENERAL ACCOUNTING OFFICE IN THE USA

7. THE POLITICS OF ADMINISTRATIVE REFORM

8. ELECTION FEARS HARM BRAZILIAN ECONOMY

VII. Final Quiz – Anything Goes

Tente responder este QUIZ – ANYTHING GOES (*Teste Vale Tudo*) depois que houver estudado a unidade inteira.

1. Em se tratando do **stock market**, qual é a diferença entre **bear market & bull market**?

2. Qual é a diferença entre **blue-collar workers & white-collar workers**?

3. Você sabe dizer, no jargão econômico, qual o significado da palavra **benchmark**?

4. No meio empresarial, por exemplo, o que se quer dizer com a expressão **dream ticket**?

5. As palavras: **mortgage & foreclosure** têm estado no noticiário há muito tempo em função do **housing market collapse** nos Estados Unidos & **elsewhere**. Você sabe o que significam?
-
6. **Which word is missing?** Ela completa o provérbio equivalente ao nosso “*Quem não arrisca não petisca*”– **Nothing _____, nothing gained.**
7. Na base do **anything goes**, é bom saber algumas **abbreviations & acronyms**. Por exemplo, o que significam:
- NYSE** –
-
- CEO** –
-
- GDP** –
-
8. Há duas formas de dizer corretor imobiliário em inglês. **Do you know them?**
-
9. How do you say *imposto retido na fonte* in English?
-
10. Qual a nossa sigla correspondente a **Brazilian Court of Audit**?
-

VIII. Answers & Comments

ANALYSIS OF TEXT 1

I. Translation of the title of text 1?

Five Tips for Avoiding Foreclosure Scams

Cinco dicas para evitar a fraude nas execuções hipotecárias

II. Translation of the sub-titles:

1. Work only with a nonprofit, HUD-approved counselor

Trabalhe somente com um consultor aprovado pelo HUD que não vise o lucro
(* *Atenção: HUD = Department of Housing and Urban Development (Departamento de Habitação e do Desenvolvimento Urbano)*

2. Don’t pay an arm and a leg

Não pague os olhos da cara

3. Be wary of “guarantees”

Acautele-se com as garantias

4. Know what you are signing—and be sure *you* sign it

Saiba o que você está assinando – e certifique-se de que você o está fazendo

5. If it sounds too good to be true, it probably is
Se parecer bom demais para ser verdade, é bem provável que seja

III. Comprehension questions

- a) Por que não é necessário pagar uma fortuna para obter aconselhamento imobiliário?
O autor menciona que há consultores referenciados pelo HUD que prestam até consultoria gratuita aos clientes.
- b) Relativamente a garantias imobiliárias, o que destaca o autor?
O autor alerta para o fato de que infelizmente nenhum consultor sério pode lhe garantir 100% a manutenção de sua casa.
- c) O que sugere o autor antes de se assinar qualquer documento referente a compra do imóvel?
Que um advogado seja consultado.
- d) Por que razão o autor se utiliza no final do texto da expressão “If it sounds too good to be true”?
Para evidenciar que aquilo que parece bom demais para ser verdade provavelmente o é; ou seja, neste caso, você pode estar sendo vítima do esquema fraudulento.

VOCABULARY – PARTS OF THE BODY

1. As I needed a loan for the down payment on my apartment I sat down with my bank manager to have a **heart** to **heart** talk.
Como precisava de um empréstimo para pagar a entrada do meu apartamento, eu me reuni com o gerente do banco e tivemos uma conversa franca.
2. Uncle Jeff invited us to have dinner out. This time he said he would **foot** the bill.
O Tio Jeff nos convidou para sair para jantar. Desta vez ele disse que pagaria a conta.
3. A financial institution that finds that it has more Federal Reserve notes on **hand** than it needs returns the extra currency to a Reserve Bank.
Uma instituição financeira que percebe que tem mais certificados do FED à mão do que necessite devolve a montante excedente a um Banco do FED.
4. You don’t need to pay through the **nose** for a new washing machine, buy one on credit.
Você não precisa pagar uma nota por uma nova máquina de lavar, compre uma a crédito.
5. Mr. Barkley tries to treat all his employees fairly. But I think Jennifer is the apple of his **eye**.
O Sr. Barkley procura tratar todos os seu empregados com justiça. Porém acho que a Jennifer é a queridinha dele.
6. After so many years of hard work and dedication to the company I did not expect to get the **elbow** just like that.
Após tantos anos de trabalho árduo e dedicação à companhia eu não esperava ser demitido assim de uma hora para outra.

VOCABULARY POST TEST

A	B
---	---

1. prevent foreclosure	a. (3) cobrar honorário
2. provide low-cost counseling	b. (4) obter detalhes por escrito
3. collect a fee	c. (1) impedir a execução hipotecária
4. get the details in writing	d. (6) consultar um advogado
5. read through paperwork	e. (2) fornecer consultoria barata
6. talk with an attorney	f. (7) dicas para pegar vigaristas
7. tips on spotting scam artists	g. (5) ler documentos com detalhes

ANALYSIS OF TEXT 2

1. How can you translate the **title of text 2**?

Group Forecasts Sharp Decline in World Economy

Grupo prevê declínio acentuado da economia mundial

2. How can you translate the **sub-title of text 2**?

Short-term unemployment approaching 10%

Desemprego a curto prazo aproximando-se dos 10%

3. O verbo **plummet** foi usado para indicar que a atividade econômica global desmoronará, e **soar** para indicar que o nível de desemprego subirá significativamente. É aconselhável que você estude sempre os verbos indicando **Rise & Fall**.

4. Traduza os seguintes fragmentos do **text 2**:

a) the deepest and most widespread recession

a recessão mais profunda e mais disseminada

b) a fully blown social crisis with scarring effects

uma crise social plenamente instaurada com efeitos assustadores

c) begin to pull out of the recession

começar a sair da recessão

d) That assessment corresponds with recent comments

Essa avaliação se coaduna com os recentes comentários

e) resolve some of the thorny issues

resolver alguns dos assuntos espinhosos

f) discuss further stimulus measures to jump-start economies

debater sobre medidas adicionais para impulsionar economias

g) will fall sharply in the near term

cairá acentuadamente no curto prazo

VOCABULARY BUILD UP

RISE or FALL VERBS

Meaning “rise”: advance, hike, jump, climb, soar, leap, surge, skyrocket

Meaning “fall”: tumble, plummet, dip, ease, decline, drift, sink, drop, slip, slump, plunge, shrink

Meaning “to rise after falling”: rebound, rally, recover, revive

Mini-Text 1: Bacen's Financial Stability Report

1. downward / 2. scenario / 3. mortgage / 4. reserve / 5. forecasts

ANALYSIS OF MINI-TEXT 1

1. In the fragment: "The large emerging economies have been able to weather the crisis relatively unscathed" o autor quer dizer que *as grandes economias emergentes foram capazes de espantar a crise com escoriações leves*.
2. As a **discourse marker**, the word "**Nonetheless**" is indicating contrast or opposition.
3. O verbo modal **may** no fragmento: "**may** well impact the pace of international trade expansion" está expressando probabilidade.

Mini-Text 2: Monitoring financial condition

Translation of The Fragments

- a) **the risk that a borrower will not repay a loan**(*o risco de que um tomador de um empréstimo não faça seus pagamentos relativos ao seu empréstimo*)
- b) **mitigates credit risk by requiring collateral**(*atenua o risco do crédito ao exigir uma garantia*)

Mini-Text 3

1. failing / 2. soundness / 3. risk / 4. services / 5. mitigate

MOCK TEST

Investors Flee Stock Market, Do Not Look Back

Investidores fogem do mercado acionário, sem hesitar

1. **B** – Segundo Joel Naroff, é razoável estar um pouco preocupado com a atual crise. Nas demais opções, tem-se: em **(a)**, não há necessidade de as pessoas estarem preocupadas com a crise atual; em **(c)**, não há motivo para intranquilidade entre os investidores; em **(d)**, está claro que nem mesmo os peritos sabem a plena extensão desta crise; em **(e)**, não é preocupação dos investidores o que os bancos centrais fazem pelo mundo afora.
2. **E** – Segundo o autor, os investidores abandonam o mercado quando há uma queda e, literalmente, não olham para trás, ou seja, não voltam. Nas demais opções temos: em **(a)**, quando o mercado cai, os investidores reveem seus investimentos; em **(b)**, este sentimento mundo afora é totalmente injustificado; em **(c)**, pequenos investidores estão cientes dos desenvolvimentos nos mercados de ações; em **(d)**, os fracassos dos bancos e as intervenções estão acima do entendimento das pessoas.
3. **D** – O autor admite que às vezes observamos momentos de **outright panic**, ou seja, de *total pânico*. Nas demais lê-se: em **(a)**, **great disbelief** (*profunda descrença*); em **(b)**, **slight fear** (*ligeiro temor*); em **(c)**, **big amazement** (*grande estupefação*); em **(e)**, **slight uncertainty** (*ligeira incerteza*).

4. C – O “x” desta questão é estar familiarizado com o termo **bailouts**, neste caso, dos bancos centrais, significando ajuda, socorro ao sistema bancário. Nas demais opções tem-se: em (a), **calm overwhelmed investors** (*acalmar investidores aturdidos, sem ação*). Em (b), **prevent mortgage-default** (*impedir a inadimplência das hipotecas*); em (d), **salvage what the banks can.** (*salvar tudo que os bancos possam*); em (e), **prevent social unrest** (*impedir os distúrbios sociais*).

LEARN FROM PAST EXAMS

HAPPY NEW YEAR

1. B – O autor do texto diz que “**June was an agonizing month**”. Portanto **June was a very worrying and upsetting month** (*Junho foi um mês que causou muita preocupação e inquietação*). Nas demais opções lê-se: em (a), planos ambiciosos foram concebidos por governos estaduais; em (c), déficits foram fechados para 46 estados; em (d), menores arrecadações de receitas foram previstas para 30 de junho; em (e), em 30 de junho, 46 estados já haviam cortado seus orçamentos.
2. C – No fragmento “**taxpayers had reason to be glum**” (os contribuintes tinham razão para se sentirem infelizes, insatisfeitos) quer dizer que eles estavam compreensivelmente tristes e decepcionados. Uma vez mais chamo sua atenção para o uso dos **modal verbs (ought to, might, could)** nas demais opções: em (a), prefeririam ficar deprimidos; em (b), deviam sentir-se preocupados mas também aliviados; em (d), poderiam estar cautelosamente otimistas, em (e), poderiam parecer razoavelmente esperançosos.
3. D – De acordo com o texto, esses assuntos relativos a orçamentos seriam ainda piores se não fosse pelo pacote de estímulo do governo; assim, é correto dizer-se que os orçamentos estaduais estão tendo apoio. Nas demais opções: em (a), o pacote de estímulo econômico de Washington foi cortado; em (b), as demissões e as licenças foram evitadas; em (c), um pacote de estímulo será oferecido; em (e), os estados irão eliminar seus déficits.

EXERCISE SECTION

I. MONEYWISE

1. **pocket** – Não tenho muito dinheiro comigo. Só dinheiro de bolso.
2. **making** – Lá vem a Lena com outro dos seus esquemas para ganhar dinheiro.
3. **run** – Não vencemos os caras. Mas com certeza demos um sufoco neles.
4. **back** – Se nosso produto não atender sua necessidades nós lhe garantimos seu dinheiro de volta.
5. **exchange** – Só um minuto. Preciso trocar algum dinheiro. Vamos precisar de outra moeda quando cruzarmos a fronteira.
6. **easy** – Ao investir todo seu dinheiro em ações David estava tentando ganhar dinheiro fácil.
7. **nose** – Para adquirir aquele quadro você terá de pagar muito dinheiro, terá de pagar os olhos da cara.
- 8/9. **arm/leg** – O carro custou-me os olhos da cara. Mas valia o preço que paguei.

10. **bags** – O pai da Holly é rico. Ele tem rios de dinheiro, não se preocupe.
11. **laundering** – O chefe da máfia foi preso por lavagem de dinheiro.
12. **pinch** – Dinheiro não cresce em árvores, meu caro. Com a economia globalizada, somente os ricos barões podem dizer que não estão sentindo o arrocho hoje em dia.
13. **house** – Não quero o seu dinheiro. A próxima rodada de drinques é por conta da casa.
14. **afford** – Tem certeza de que pode pagar por uma moto nova?
15. **parted** – Um tolo e seu dinheiro logo se separam. (Velho provérbio)

II. MONEY

1. **Money supply** – the total stock of money in the economy of a particular country at a certain time.
2. **Money order** – financial instrument that can be easily converted into cash by the payee named on the instrument.
3. **Money laundering** – make illegally accepted cash look as if it were acquired legally.
4. **Money box** – place where children keep their coins as a way of saving their money.
5. **Money Market** – banks and other institutions that lend or borrow money, and buy and sell foreign money.

III. EXPLAINING THE EXPRESSIONS IN BOLD

1. Audrey said she won't **throw her money around** this time.
Expressão coloquial, quer dizer: *gastar dinheiro de forma descuidada com coisas supérfluas.*
2. I'm sure you've **paid good money** for this watch.
Tal qual em português: *pagar um bom dinheiro por algo.*
3. Ken tries **to keep track of all the money** he spends every month.
Esta expressão quer dizer manter um registro de tudo aquilo que se gasta.
4. Sean would give anything **to make money hand over fist**.
Significa *ganhar muito dinheiro rápido e continuamente, num ritmo intenso.*
5. Wait a minute! Do you think I **have money to burn**?
Literalmente: ter dinheiro para queimar, alguém que está rasgando dinheiro.

IV. Rise & Fall Verbs

1. (F) As ações da ABC caíram 12% na última sexta-feira porque os preços do petróleo cru atingiram os US\$46 por barril.
2. (R) O lucro do terceiro trimestre da JKN subiu após resultados piores do que o esperado haviam sido anunciados inicialmente.
3. (F) Os mercados de câmbio estiveram nervosas ontem pois o índice Dow Jones em Wall Street caiu 43,65 pontos, fechando em 9,734 pontos.
4. (F) As ações da XYZ despencaram após o anúncio dos resultados do terceiro trimestre.

5. (R) Em Wall Steet algumas das principais ações subiram vertiginosamente ontem.
6. (F) As ações da HBX caíram novamente a US\$2,35 após notícias do envolvimento do presidente da companhia em negócios escusos.
7. (F) O índice S&P/TSX de Toronto caiu para 9,578 pontos na última sexta.
8. (R) Após se situarem num patamar negativo no início do mês as ações da BGX recuperaram-se consideravelmente.
9. (F) As ações da CSZ caíram após divulgação dos resultados do trimestre.
10. (R) O dólar avançou ligeiramente nas negociações comerciais de ontem.
11. (R) O índice Bovespa recuperou-se ao final do dia fechando em alta nos pontos.
12. (R) As perdas no mercado japonês ficaram limitadas, já que as ações do setor de informática deram um salto ao final do dia.

V. TRANSLATION OF THE TITLES FROM PAST EXAMS.

1. NOVAS POLÍTICAS COMPATÍVEIS COM A NOVA ECONOMIA
2. O DÉFICIT SIGNIFICA PROBLEMA
3. QUESTÕES DO SEGURO URBANO
4. O FED REDUZ TAXAS NOS ESTADOS UNIDOS EM 0,25%
5. PENSAR SEM RESTRIÇÕES: AS QUALIFICAÇÕES DO DIRETOR PRESIDENTE NO SÉCULO XXI
6. O ESCRITÓRIO DE CONTABILIDADE GERAL NOS ESTADOS UNIDOS
7. A POLÍTICA DA REFORMA ADMINISTRATIVA
8. TEMORES ELEITORAIS AFETAM A ECONOMIA BRASILEIRA

FINAL QUIZ – ANYTHING GOES

1. Em se tratando do **stock market**, **bear market** (*mercado com ações em queda*) e **bull market**(*mercado com ações em alta*).
2. **Blue-collar workers** são os trabalhadores nas fábricas, que originalmente trajavam um macacão azul, e **white-collar workers** são os trabalhadores do colarinho branco nos escritórios.
3. No jargão econômico, **benchmark** se aplica a um valor de referência, um valor usado como parâmetro de atuação.
4. No meio empresarial, a expressão **dream ticket** é usada com referência a duas pessoas que se prevê vão se dar bem trabalhando juntas.
5. **Mortgage** (*hipoteca*) e **Foreclosure**(*execução hipotecária*).
6. Quem não arrisca não petisca(**Nothing ventured, nothing gained**).
7. NYSE – **New York Stock Exchange**(*Bolsa de Valores de NY*) / CEO – (**Chief Executirve Officer**) [*Diretor-presidente de uma empresa*] / GDP – **Gross Domestic Product**(*Produto Interno Bruto – PIB*).

8. Corretor imobiliário é **realtor or **real estate agent**.**

9. Withholding tax(*imposto retido na fonte*).

10. Brazilian Court of Audit é o *TCU*.

Work & Jobs

(Trabalho e Empregos)

I. Brainstorming – Work & Jobs

Tal qual fizemos com a palavra **money**, eis um novotexto em *portuglish* com foco em outra palavra chave: **job**. Essa palavra, devido à crise econômica mundial, nunca esteve tão em evidência, positiva ou negativamente, como agora. **Let's see how many fragments in bold you can translate!**

Let Him Do His Job

Comecemos pelo título, que obviamente você associará com o ex-presidente Lula; é mais ou menos o *Deixa o Homem trabalhar!*

Pois é, num momento de **jobless people & unemployment rates** crescentes, ganha importância **the key word job**.

Uma das promessas de campanha do presidente Obama foi a de **create jobs**, tal é o número de **American workers** que **lost their jobs** com a crise, incluindo alguns que já vêm **looking for a job** há muito tempo.

Chamo sua atenção para o **phrasal verb lay off**, verbo que vem aparecendo no noticiário com frequência – vale a pena observar também as formas substantivadas **lay-off(s)/layoff(s)** com ou sem hífen. Curioso é que, em inglês, se você **do some research**, encontrará alguns termos bem mais agressivos que o anterior quando se está com **our job at stake, at risk, or in jeopardy**, ou seja, na iminência de perder seu emprego. São eles: **to fire, give somebody the pink slip**, não importando aqui a cor, o fato é que corresponde à notificação do término do seu contrato; além de: **give somebody the sack, give somebody the axe, give somebody the chop, give somebody the elbow, give somebody the boot**, todas com o significado de mandar embora, ganhar um pé no traseiro para usar uma expressão suavizada à moda das traduções de filmes estrangeiros, o que conduz a uma **severance pay**.

Looking on the bright side you will find other more positive expressions and collocations. **Let's start with: to apply for a job, to be offered a job**, and finally, **taking a well paid job**.

Aproveitando que no início desta **crazy composition** falei do ex-presidente, a former **union leader**, cabe lembrar de outras expressões, como **go on strike**. E, para terminar, menciono o terror de todos os sindicalistas organizadores de uma greve: os **scabs or blacklegs**.

That's all for now!

Confira a **full version with my translations**:

Let Him Do His Job

Comecemos pelo título, que obviamente você associará com o ex-presidente Lula; é mais ou menos o *Deixa o Homem trabalhar!*

Pois é, num momento de **jobless people** (*pessoas desempregadas*) & **unemployment rates** (*taxas de desemprego*) crescentes, ganha importância a **the key word job** (*a palavra-chave emprego*).

Uma das promessas de campanha do presidente Obama foi a de **create jobs** (*criar empregos*), tal é o número de **American workers** (*trabalhadores norte- americanos*) que **lost their jobs** (*perderam seus empregos*) com a crise, incluindo alguns que já vêm **looking for a job** (*procurando emprego*) há muito tempo.

Chamo sua atenção para o **phrasal verb lay off** (*demitir*), verbo que vem aparecendo no noticiário com frequência – vale a pena observar também as formas substantivadas **lay-off(s)/layoff(s)** com ou sem hífen. Curioso é que, em inglês, se você **do some research** (*fizer uma pesquisa*) encontrará alguns termos bem mais agressivos que o anterior quando se está com **our job at stake, at risk, or in jeopardy** (*nosso emprego em risco, em perigo*), ou seja, na iminência de perder seu emprego. São eles: **to fire** (*informal – demitir*), **give somebody the pink slip** (*receber o bilhete azul*), não importando aqui a cor, o fato é que corresponde à notificação do término do seu contrato, além de: **give somebody the sack, give somebody the axe, give somebody the chop, give somebody the elbow, give somebody the boot**, todas com o significado de mandar embora, ganhar um pé no traseiro, para usar uma expressão suavizada à moda das traduções de filmes estrangeiros, o que conduz a uma **severance pay** (*indenização trabalhista*).

Looking on the bright side you will find other more positive expressions and collocations. **Let's start with: to apply for a job** (*candidatar-se a um emprego*), **to be offered a job** (*receber uma oferta de emprego*), and finally, **taking a well paid job** (*aceitar um emprego bem remunerado*).

Aproveitando que no início desta **crazy composition** falei do ex-presidente, **a former union leader** (*um ex-líder sindical*), cabe lembrar de outras expressões como **go on strike** (*fazer greve*). E, para terminar, menciono o terror de todos os sindicalistas organizadores de uma greve: os **scabs or blacklegs** (*fura-greves*).

That's all for now!

II. Analysis Of Texts

Text 1: ILO Will Discuss Unemployment in Latin America and the Caribbean

Around 19 million workers are unemployed at present in Latin America. This total corresponds to 10% of the world's unemployed population. From May 2-5, the International Labor Organization (ILO) will be holding its 16th Regional Meeting, in Brasília, to discuss political
5 measures and immediate acts of intervention to deal with this problem.

According to José Carlos Ferreira, deputy director of the International Labor Organization (ILO) in Brazil, the organization foresees that it will take up to 15 years to reduce the unemployment figures for Latin America and the Caribbean. When the discussions in Brasília are done, countries will be expected to implement the measures over which a consensus has been formed.

Representatives from 35 nations are expected to attend the meeting. The goal is to consolidate the agreements reached by the countries at previous meetings. “We plan to introduce the creation of quality jobs on the agenda of economic and social policies. Few countries today have a real policy of job creation,” Ferreira observes.

In his view, a quality job is one that is adequate for the needs of the worker and his/her family. “Moreover, the worker should receive social security coverage,” he points out.

Ferreira says that there is a high index of informal employment in the majority of countries. Over 40% of urban workers are subject to these conditions, frequently without the benefits of social security coverage.

“The ILO is striving to bring to the debate a proposal for policies and actions aimed at inserting the agenda of decent employment within the broader perspective of each government’s economic and social policies.”

The deputy director of the ILO in Brazil emphasizes that the global economy has been growing at an annual rate of 4-5%. However, this growth has not generated a sufficient number of jobs. “It is no use to have economic policies that resolve macroeconomic problems without giving the population access to better jobs,” Ferreira insists.

(From Agência Brasil, Keite Camacho, Translation: David Silberstein, 25/04/2006)

Analysis of Text 1

1. In the fragment: “Around 19 million workers are unemployed **at present** in Latin America” (L-1/2), the phrase **at present** could have been replaced by the adverb **actually**. **True or False?** –

2. Como você traduz o **phrasal verb to take up** no fragmento seguinte: “the organization foresees that it will **take up** to 15 years” (L-7/8)?

3. Qual o significado da expressão em negrito: “to reduce the **unemployment figures**” (L-8/9)?

4. In the fragment: "Representatives from 35 nations are expected to **attend** the meeting" (L-12), the verb **to attend** could have been replaced by the verb **to assist**. **True or False?** –

5. As a **discourse marker**, o que indica a palavra **moreover** (L-18)?

6. O que significa o **phrasal verb to point out** (L-19)?

7. In "The ILO is striving to bring to the debate a proposal" (L-23), the verb **to strive** is irregular. Dê suas formas de **past tense & past participle**:

8. In the fragment: "**It is no use** to have economic policies" (L-29/30), the expression **It is no use** could have been replaced by **it does not help**. **True or False?** –

9. Translate the following fragments:

a) immediate acts of intervention to deal with this problem

b) the worker should receive social security coverage

c) within the broader perspective of each government's policies

III. Vocabulary Build Up

Mini-Text 1: The Great Depression

Beginning with steel in 1919, companies harshly suppressed a series of strikes in the mass production industries. Between 1920 and 1929, as a result, union membership in the USA dropped from about five million to three-and-a-half million.

5 The onset of the Great Depression led to a precipitous drop in demand for all types of industrial production. The result was widespread unemployment. By 1933 there were over 12 million Americans out of work. The election of Franklin Roosevelt, however, was to change the status of the American industrial worker forever.

(Excerpt from An Outline of American History, p. 276, USIA, 1994 edition)

Analysis of Mini Text 1

1. Qual o tempo verbal predominante nesse minitexto? Escreva **cinco** dessas construções nas linhas a seguir:

2. O que a locução **as a result (L-3), as a discourse marker**, está indicando no minitexto? Escreva uma outra palavra ou locução de igual teor que possa substituí-la.

3. O que a palavra **however (L-8), as a discourse marker**, está indicando no minitexto?

4. Translate the following fragments:

a) Beginning with steel –

b) harshly suppressed a series of strikes –

c) union membership in the USA dropped –

d) The onset of the Great Depression –

e) led to a precipitous drop in demand –

f) The result was widespread unemployment –

g) was to change the status –

Mini-text 2: Labor Movement in the U.S. Complete the mini-text with each of the words below

disagreed	contributes	performed	derive	exert
-----------	-------------	-----------	--------	-------

The labor movement _____ (1) to the American economy
by representing the interests and needs of workers to management
and government. Although only about 30% of all American workers
in jobs that lend themselves to union organization are members of

5 a union, most of the nation's important industries-steel, mining, automobiles, and the like-have been organized by unions. Economists have_____ (2) on whether or not unions have significantly affected workers' wages-most pointing to increased productivity as the major factor in rising salaries. However, one thing most analysts can
10 agree on is that unions _____ (3) influence disproportionate to their size, representing workers' interests in job safety, procedures for handling grievances, and monitoring other working conditions. The average worker can_____ (4) considerable satisfaction from the fact that, through a union, he or she has a voice about all aspects of the
15 job. In addition, some experts would argue that unions have _____ (5) a valuable social function, serving as a fraternal organization, and perhaps more importantly, as a source of pride to workers long denied a sense of dignity and power.

(Excerpt from An Outline of American Economy, USIA, p. 112)

Analysis of Mini Text 2

1. As a **discourse marker** the word **although (L-3)** is indicating

2. In: "jobs that **lend** themselves" (L-4) the verb to lend (*emprestar*) **in bold** is irregular. Write its past forms here:

3. The phrase **in addition (L-14)** could have been replaced by the word **moreover** without changing the meaning intended by the author. **True or False? –**

4. Translate the following fragments:

a) the major factor in rising salaries –

b) procedures for handling grievances –

c) monitoring other working conditions –

d) as a source of pride to workers –

IV. Unit Mock Test

Read the text below in order to answer questions 1 to 3.

Text 1: Labor reform is urgent

The International Monetary Fund in its next edition of the *World Economic Outlook* urges labor reform in both developed and developing countries. It cites new research suggesting that “comprehensive and pro-competitive” labor reforms can generate a 5% gain in GDP and a drop of 3 percentage points in unemployment. Even more significant for Brazil, the study suggests that if labor reform is coupled with simultaneous efforts to increase market competition, gains could be doubled.

However, the IMF warns, reforms must be comprehensive. Partial reform may be much less effective.

None of this is a recipe for Brazil to follow blindly. Every country, every culture is different. But it does suggest that Brazil’s half-century-old labor legislation, inspired by Italian fascist leader Benito Mussolini and shaped for a world without high-tech industry and globalization, is now ripe for reform. Yes, the country has other pressing priorities.

But delaying labor reform is to stand in the way of progress, growth and greater social equality.

(From *Update*, May 2003, p. 5, a publication of AMCHAM – SP)

1. It is possible to infer that:

- a) labor reform, to be effective, must be impartial;
- b) Brazil’s half-century-old labor legislation delayed a comprehensive reform;
- c) in this high-tech industrial world of global economy, fascist ideas would not be an inspiration;
- d) labor reform together with efforts to raise market competition could generate a 10% gain in GDP for Brazil;
- e) labor reform is far from being considered a pressing priority for Brazil.

2. In “None of this is a *recipe* for Brazil to follow blindly” (L-10) the word in italics means:

- a) a forecast;
- b) a guide;
- c) a creed;
- d) a receipt;
- e) a source.

3. The IMF warns that labor reforms, both in developed and developing countries, must be:

- a) simultaneous;
- b) pressing;
- c) competent;
- d) monumental;
- e) encompassing.

Text 2: The Formula for Eliminating Child Labor

Economic growth with equitable income distribution, quality education and a safety net for children. That, says the secretary for Social Assistance at the Ministry of Development and Hunger Combat, Osvaldo Russo, is the formula for eliminating child labor. And, he added, the government is working on all three fronts. It is creating the Basic Education Fund (Fundeb) and has set up 2,000 social assistance centers around the country over the last three years, Russo _____ (5) out.

Russo made his comments at a ceremony for the release of a global report by the International Labor Organization on child labor. The report shows that for the first time ever, child labor has been reduced worldwide and that Brazil has _____ (6) significant progress in the area.

(From Agência Brasil, by Carolina Pimentel, Translation: Allen Bennett) 05/05/2006

4. Sobre a questão do trabalho infantil em escala mundial a ILO (International Labor Organization) afirma que ele:

- a) jamais foi reduzido;
- b) tende a reduzir-se;
- c) certamente será eliminado em breve;
- d) se reduziu pela primeira vez na história;
- e) nunca será eliminado.

5. Qual o verbo que corretamente completa o phrasal verb em “Russo _____ out” (L-7)?

- a) pointed.
- b) went.
- c) came.
- d) put.
- e) took.

6. Na última linha do text 2 a forma verbal que completa a collocation é:

- a) done;
- b) kept;
- c) held;
- d) let;
- e) made.

7. Assinale a opção em que *nenhum* dos itens compõe o tripé da fórmula para eliminação do trabalho infantil, segundo Oswaldo Russo:

- a) crescimento econômico / justiça social;
- b) educação de qualidade / paz urbana;
- c) rede de proteção infantil / inclusão digital;
- d) professores mais bem remunerados / distribuição justa de renda;
- e) crescimento urbano / saúde com qualidade.

8. Certamente a conjunção *and* é o discourse marker mais comum para indicar *adição*, as in “And, he added, the government is working on all three fronts” (L-4/5). Escolha qual das opções poderia substituir *and* sem prejuízo do sentido na frase:

- a) Thus

- b) Still
- c) Also
- d) Yet
- e) Even

Just For Fun / Picture Test



If everybody started wearing [a) stickers / b) sneakers]
shoeshine boys would go out of business.

V. Learn From Past Exams

Read the text below in order to answer Questions 1 to 4

Text 1: Minister Calls for Wider Flexible Working Rights

British government ministers are considering giving all employees the right to ask for flexible working hours “from the beginning” of a new job as part of plans to encourage a fundamental shift in working habits.

The Work and Pensions Secretary, Yvette Cooper, says her office is working with employers and organisations such as the federation of small businesses to draw up new ways of supporting men as well as women and non-parents as well as parents working more flexible hours.

The current rules are limited to parents of children under 16 and carers, and Cooper wants to extend them. “You want people to offer flexible working from the beginning and we need to look again at how the legislation can support different ways of doing that,” she said.

“There will be some areas where it’s not possible to fit round particular school hours or particular things where the nature of the business makes it hard – but what you need is the cultural change

for everybody to think differently.” Cooper’s proposals come as the government announced that fathers will be given the right to six months’ paternity leave.

There will be a legal right to take the mother’s place at home for the last three months of a nine-month maternity break; they would receive £123 a week in statutory pay. Fathers would then be entitled to take a further three months’ unpaid leave. The move was criticised by some business leaders.

[Esaf/AFT/2010] – (From: *The Guardian*. Friday 29 January 2010 -slightly adapted)

1. According to the text, current British laws on working timetables are designed mainly for:

- a) women who work as secretaries for the government;
- b) parents of young children and teenagers, as well as care workers;
- c) men who have been in their current jobs for some time;
- d) women extending their maternity leave with unpaid work;
- e) those who want a change in the cultural mentality of businesses.

2. With regard to paternity leave, the government has given men the right to:

- a) take six months’ paid leave as soon as their baby is born;
- b) care for a baby if the mother returns to work within three months;
- c) receive their full salary to look after the baby for 3 out of the first 6 months;
- d) take a three-month break receiving payment when the baby is 6 months old;
- e) stay at home with the baby’s mother on unpaid leave for six months.

3. The Work and Pensions Secretary:

- a) has been personally attacked by company bosses who dislike her plans;
- b) believes flexible working hours are a drawback for many workers;
- c) is seeking employers’ cooperation for new proposals on working hours;
- d) shows scant regard for the needs of parents wanting flexible timetables;
- e) wants pensions to be paid to fathers who care for their neonate infants.

4. Ms Cooper hopes her new proposals will give more flexible working hours:

- a) from the outset, to workers of both genders;
- b) to fathers of babies, concurrently with mothers;
- c) after six months, to those established in their jobs;
- d) to senior staff who want to start a family;
- e) to parents and youth workers up to the age of sixteen.

Vocabulário de Apoio

Minister Calls for Wider Flexible Working Rights

1. shift in working habits

mudança nos hábitos de trabalho

2. draw up new ways of supporting men

elaborar novas formas de apoio aos homens

3. parents of children under 16 and carers

pais de crianças com menos de 16 anos e acompanhantes

4. fit round particular school hours

encaixar-se no horário escolar

5. fathers will be given the right to

pais terão direito a

6. six months' paternity leave

licença paternidade por 6 meses

7. nine-month maternity break

afastamento de nove meses pela maternidade

8. Fathers would then be entitled to

os pais teriam então direito a

9. take a further three months' unpaid leave

tirar uma licença extra de 3 meses não remunerada

Text 2: The Global Union

What would a global union look like? Think more corporate partnership than class struggle. Today, capital is global and employers are global. Companies, not countries, make the rules. To survive, unions need to find their niche. Global companies are going to need

5 an organization that, in a sense, will manage their labor and protect workers' rights. A global union would set standard practices and codes of conduct – perhaps even minimum wages and work hours.

My critics in the labor movement cringe when I use words like “partnership” and “value added”. The reality is that unions need to
10 add value or corporations will ignore us. If we want an equitable stake in the company, we need to define what our goals are. We can't just demand a raise in pay without offering an incentive to the company. We're already far behind multinational corporations in the global game. We made the mistake of transferring the industrial model of
15 unionism of the last century to the 21st. We lost market share: in 1960, one in four workers was in a union; now it's one in 12.

[Source: Newsweek Special Edition Dec 2005 – Feb 2006 (Adapted)] – Esaf/AFT/2006

1. In paragraph 1, the author:

- a) praises the dynamism of today's unions;
- b) depicts some of the features of a global union;
- c) disregards the pivotal role played by globalization;
- d) criticizes the global workers' lack of attitude;
- e) proposes specific policies to protect workers' rights.

2. Paragraph 2 of the text allows us to discover that the writer is:

- a)** a critic of the labor union movement from outside it;
- b)** a loner worker seeking a raise in his salary through the union;
- c)** a critical member of a global multinational corporation;
- d)** a unionist who seeks the best for workers and the company;
- e)** a stakeholder in the equity of a large corporation.

3. According to the text, the number of workers affiliated to a union has:

- a)** soared;
- b)** stabilized;
- c)** fallen;
- d)** not decreased;
- e)** gone up.

Vocabulário de Apoio

THE GLOBAL UNION

1. What would a global union look like?

Com que se pareceria um sindicato global?

2. Think more corporate partnership than class struggle

Pense mais em parceria corporativa do que em luta de classes

3. Companies make the rules

Empresas ditam as regras

4. To survive, unions need to find their niche

Para sobreviver, os sindicatos precisam encontram seu nicho

5. will manage their labor and protect workers' rights

Vai gerenciar sua mão de obra e proteger os direitos dos trabalhadores

6. would set standard practices and codes of conduct

Estabeleceria padrões de atuação e códigos de conduta

7. perhaps even minimum wages and work hours

Talvez até mesmo salários mínimos e jornada de trabalho

8. cringe when I use words like “partnership” and “value added”

Encolhem-se quando uso palavras como “parceria” e “valor agregado”

9. If we want an equitable stake in the company

Se quisermos um quinhão equitativo na empresa

10. we need to define what our goals are

precisamos definir quais são nossos objetivos

11. We can't just demand a raise in pay

não podemos exigir um aumento no pagamento apenas

12. We're already far behind multinational corporations in the global game

13. We made the mistake of transferring

Cometemos o erro de transferir

14. We lost market share

Perdemos fatia de mercado

15. one in four workers was in a union; now it's one in 12

um em cada quatro trabalhadores era sindicalizado, hoje um em cada 12

Text 3: New Ways to Work

Six-month long vacations? Factories and offices designed by the employees themselves? These are just a few of the innovations now being tried by business firms in Europe and the United States to combat the increasing dissatisfaction of employees at every level with the quality of their working lives, despite higher salaries, more attractive fringe benefits, and improvements in on-the-job-safety and comfort. In addition to the widely reported boredom of the assembly line, a growing number of white-collar workers see themselves as conscripted into a slave army of paper pushers. Such long-sought benefits as the five-day, forty-hour week, the fixed vacation, and the standard length of service pay raise are no longer enough to compensate many industrial and office workers for the drabness, lack of recognition, impersonality, and apparent pointlessness of their jobs.

(adapted from the book "Words you Need") [Esaf/AFMT/1998]

1. A few innovations are being tried in Europe and the USA in order to:

- a)** increase dissatisfaction of employees;
- b)** demotivate unqualified employees;
- c)** combat over-qualified employees;
- d)** avoid high productivity;
- e)** fight dissatisfaction of employees.

2. The text states that higher salaries:

- a)** solve the problem of dissatisfaction;
- b)** result in job dissatisfaction;
- c)** provoke the problem of job dissatisfaction;
- d)** do not always solve the problem of dissatisfaction;
- e)** contribute to the problem of job dissatisfaction.

3. The white-collar workers find their jobs:

- a)** rewarding;
- b)** exciting;
- c)** motivating;
- d)** restricted;
- e)** underpaid.

4. According to the author, lack of recognition:

- a)** motivates the employee's professional growth;
- b)** is the only reason for professional dissatisfaction;

- c) enables the employee to produce even more;
- d) surely improves the employee's performance;
- e) is one of the reasons for professional dissatisfaction

5. According to the text, improvements in on-the-job safety and comfort have:

- a) been implemented by labor officials;
- b) somehow reduced job satisfaction;
- c) not been sufficient to increase job satisfaction;
- d) resulted in higher levels of productivity;
- e) played an essential role in the employee's motivation.

Vocabulary Post Test From 'New Ways To Work'

Veja se consegue associar as colunas **A** com **B** e **C** com **D**:

A	B
1. long vacations	a. () insatisfação dos empregados
2. factories and offices	b. () férias longas
3. business firms	c. () fábricas e escritórios
4. dissatisfaction of employees	d. () vidas no trabalho
5. working lives	e. () salários mais altos
6. higher salaries	f. () empresas, negócios

C	D
7. fringe benefits	g. () linha de montagem
8. job-safety	h. () aumento de remuneração
9. assembly line	i. () trabalhadores em escritórios
10. white-collar workers	j. () benefícios adicionais
11. pay raise	k. () falta de reconhecimento
12. lack of recognition	l. () segurança no trabalho

VI. Exercise Section

I. Match the following terms with the definitions below, and then use them to label the drawings:

a. classical unemployment	b. seasonal unemployment
c. cyclical unemployment	d. structural unemployment
e. frictional unemployment	f. voluntary unemployment

1. _____ exists in trades or occupations where work fluctuates according to the time of year.
2. _____ exists when people choose not to work, often because they cannot find jobs that pay enough money (e.g. more than social security benefits).
3. _____ is temporary unemployment that arises when people voluntarily leave a job to look for another one.
4. _____ is the loss of jobs caused when wages are too high.
5. _____ occurs during recessions, when the overall demand for labour declines.
6. _____ occurs when the skills of available workers do not match the jobs vacant.

II. All of the items in the box but one refer to people's different EARNINGS. Complete the sentences and spot the Odd Man Out.

tips	wages	fees	profit
budget	stipend	income	dividends

1. “Mr. Lewis, as of this month, will be charging higher _____”, the attorney’s secretary informed us.

2. It’s highly unlikely that waiters and waitresses will ever make a fortune out of the _____ they get.

3. Father Albert had to live on a moderate _____ the church paid him.

4. What did you expect? A firm’s first object is to make a _____

5. Shareholders expect to receive _____ periodically from business firms.

6. Blue collar workers ordinarily receive hourly _____ from factory owners.

7. To a certain extent, the _____ tax we all pay represents the government’s main source of revenue.

III. Translate this passage “The Melting Pot”

The skyscrapers of New York, the steel mills of Pittsburgh, the automobile assembly lines of Detroit-these symbols of industrial America belong to the Northeast.

Into this area of industry came millions of Europeans who made of it what became known as the “melting pot,” the fusion of people from many nations into Americans. More than any other part of the country, this section reflects European culture and traditions.

Seeing this great area today, it is hard to realize that it was wilderness only three centuries ago. The effect of that wilderness upon the colonists was a powerful force in developing the United States. As soon as permanent settlements were made in the new land, subtle changes occurred in the people. Faced with the problems of a new and uncharted land, these settlers had to give up many of the traditional behavior patterns of Europe. In order to survive, they developed a cooperative and democratic life-style that laid the foundations of the American political system and pragmatic philosophy. Even today, the visitor who expects only factories, apartment houses, and crowded streets is surprised In the Northeast, he sees more wooded hills than factory chimneys, more fields than concrete roads, more farmhouses than office buildings.

(From “An Outline of American Geography” USIA, p.21, 1989)

IV. Mini-text 1: Workers and Productivity (I)

Complete the text with each of the words in the box:

standard	jobs	share	foreign
expansion	labor	account	number

America’s high _____ (1) of living “is due to the fact that American workers are among the most productive in the world, and a greater _____ (2) of the American population works than in many other countries,” according to the Council on Competitiveness.

5 Through most of U.S. history, the labor force grew steadily, sustaining economic _____ (3). Immigrants have been a major source of labor, tending to increase in _____ (4) especially during times of low unemployment, when demand for workers goes up.

About 146 million people in the United States were working in paid
10 _____ (5) at the end of 2006, with another 7 million unemployed; the 153 million total makes up the world’s third largest _____ (6) force, after China’s and India’s.

Nearly two-thirds of U.S. working-age people participate in the labor force. Males and females each _____ (7) for about half. About
15 15 percent of them are _____ (8) born. Some 5 to 6 percent of them work more than one job.

(From *USA Economy in Brief* –pages 24 /25)

Visit: <http://www.america.gov/publications/books.htm#econ>

Analysis of Mini-Text 1

1. Translate the following fragments:

a) the labor force grew steadily (L-5) –

b) a major source of labor (L-6/7) –

c) during times of low unemployment (L-7/8) –

2. O que você entende pela expressão em negrito: “Nearly two-thirds of U.S. **working-age people**” (L-13)?

V. Mini text 2: Workers and Productivity (II)

Choose the better alternative in brackets:

The private sector employs [1. a)most / b) many] U.S. workers,

85.5%, and governments employ [2. a) the lack / b) the rest].

A lot of people are self-employed, more than 10 million in 2005, although some of them [3. a) share / b) split] their time between
5 working for other people and for themselves. Most working people work for someone else in nearly 6 million U.S. companies. Most of these companies have [4. a) further / b) fewer] than 20 employees.

U.S. workers are flexible. Fairly steady growth in the [5. a) amount / b) number] of jobs conceals a lot of churning — people changing
10 jobs. Most years, on average, 10 percent of jobs disappear while a [6. a) somewhat / b) something] larger proportion is created.

(From *USA Economy in Brief* –pages 24 /25)

Visit: <http://www.america.gov/publications/books.htm#econ>

Analysis of Mini Text 2

1. Translate the following fragments:

a) a lot of people are self-employed (L-3) –

b) Fairly steady growth (L-8) –

c) conceals a lot of churning (L-9) –

2. As a discourse marker, o que a conjunção **although** (L-4) indica?

3. Com que significado está usada a expressão “on average” (L-10)?

VI. Mini-text 3: ILO director praises Brazilian progress

doing	decent	sensibility	made	reduction	move
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The director general of the International Labor Organization, Juan Somavia, declared that Brazil was _____ (1) the right thing in its efforts to eliminate child labor: helping mothers and fathers find work. “One of the best ways to reduce child labor is by giving parents
5 the chance to have a _____ (2) job. When mothers and fathers work, the children do not have to and can go to school,” he declared.

Somavia added that president Luiz Inacio Lula da Silva’s statement

that the elimination of child labor did not depend on whether or not a government was leftist or rightist, but if it had humanistic _____

10 (3), was going to be Lula's legacy.

Brazil joined the International Program for the Elimination of Child Labor in 1992 and has _____ (4) significant progress since then. A report by the ILO, based on data from the period 2000-2004, and just released this week, shows that for the first time there has been a

15 worldwide _____ (5) in child labor.

"Fifteen years ago there were a lot of countries that refused to admit that child labor existed. Today child labor is recognized by all as a global problem. We are making progress and must continue to _____ (6) ahead," said the ILO director general.

(From Agência Brasil, by Ana Lúcia Caldas, Translation: Allen Bennett- 05/05/2006)

Analysis of Mini Text 3

1. How can you translate the title of mini-text 1 "ILO director praises Brazilian progress"?

2. O modal verb can (L-6) está indicando permissão. True (T) or False (F)?

3. A palavra just (L-14) deve ser traduzido por justo, correto. True (T) or False (F)?

4. Translate the following fragments:

a) whether or not a government was leftist or rightist

b) child labor is recognized by all as a global problem

VII. Complete the sentences with one of the words from the box

dream	calling	challenging	title	fighting
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1. Phil said his last job was extremely demanding. The current one, he says, is not _____ enough.

2. Union workers decided to go on strike. They are _____ for better-paid jobs.

3. I'm _____ about a job advertised in today's paper.

4. She didn't say she had a _____ job, but she liked it.

5. I don't know his job _____ exactly, but I'm sure he deals in insurance.

Really worth quoting!

"Watch the costs and the profits will take care of themselves." (*Andrew Carnegie*)

"Cuide dos custos e os lucros cuidarão de si próprios." (*Andrew Carnegie*)

VII. Final Quiz – Anything Goes

Tente responder este **QUIZ – ANYTHING GOES** (*Teste Vale Tudo*) depois que houver estudado a unidade inteira.

Final Quiz – Anything Goes

1. How can you translate the phrase "**jobless rate**"?

2. Se aparecesse no seu texto de prova a locução **hazard pay**, como você a entenderia?

3. O que significa a locução **overtime pay**?

4. How do you say **grevistas** in English?

5. How do you say **sindicalistas** in English?

6. Se aparecesse no seu texto de prova a locução **merit pay**, como você a entenderia?

7. Assinalei que o **phrasal verb "lay off"** era dos mais importantes nesta área semântica. Você lembra do seu significado?

8. Como você traduz a locução: **equitable income distribution**?

9. Somewhere in this unit you find the phrase corresponding to **trabalhador autônomo**? Write it below.

10. How do you say **gorjeta** in English?

VIII. Answers & Comments

ANALYSIS OF TEXT 1

- 1. **False**- In the fragment: “Around 19 million workers are unemployed **at present** in Latin America”, the phrase **at present**(*agora, presentemente*) could **NOT** have been replaced by the adverb **actually**(*na verdade, de fato*)
- 2. Como você traduz o **phrasal verb to take up** no fragmento seguinte: “the organization foresees that it will **take up** to 15 years”? (*a organização prevê que isto levará uns 15 anos*)
- 3. O significado da expressão em negrito: “to reduce the **unemployment figures**” é: *números do desemprego*.
- 4. **False**-In the fragment: “Representatives from 35 nations are expected to **attend** the meeting”, the verb **to attend**(*estar presente a, assistir*) could **NOT** have been replaced by the verb **to assist**(*ajudar, auxiliar*).
- 5. As a discourse marker, a palavra **moreover**(*além disso*) indica adição.
- 6. O **phrasal verb to point out** significa destacar, salientar.
- 7. In “The ILO is striving to bring to the debate a proposal” (**A ILO está lutando para trazer uma proposta ao debate**) the verb **to strive** is irregular, suas formas de **past tense & past participle** são **strove, striven**.
- 8. **True**- In the fragment: “**It is no use** to have economic policies”, the expression **It is no use** (*não adianta, não vale a pena*) could have been replaced by **it does not help**(*não ajuda*)
- 9. Translation of the fragments:
 - a) immediate acts of intervention to deal with this problem
ações intervencionistas imediatas para lidar com este problema
 - b) the worker should receive social security coverage
o trabalhador deveria receber benefício da previdência social
 - c) within the broader perspective of each government’s policies
dentro de uma perspectiva mais ampla das políticas de cada governo

VOCABULARY BUILD UP

ANALYSIS OF MINI TEXT 1 – The Great Depression

- 1. O tempo verbal predominante é o **past simple**: suppressed; dropped; led; was; were.
- 2. **as a result** está indicando *consequência* e poderíamos usar também: **therefore, consequently,**

3. **however** (*entretanto*) está indicando *oposição, contraste*.

4. Translation of the fragments:

a) Beginning with steel

começando com o aço

b) harshly suppressed a series of strikes

violentamente reprimiram uma série de greves

c) union membership in the USA dropped

a adesão aos sindicatos trabalhistas caiu nos Estados Unidos

d) The onset of the Great Depression

quando a Grande Depressão se instalou

e) led to a precipitous drop in demand

levou a uma queda vertiginosa da procura

f) The result was widespread unemployment

O resultado foi desemprego disseminado

g) was to change the status

iria mudar o status

MINI-TEXT 2: Labor Movement in the U.S.

1. contributes / 2. disagreed / 3. exert / 4. derive / 5. performed

ANALYSIS OF MINI TEXT 2

1. As a discourse marker the word **although** is indicating opposition or contrast.

2. In: “jobs that **lend** themselves” the verb to lend (*emprestar*) **in bold** is irregular. Its past forms are: **lent, lent**.

3. **True**- The phrase **in addition** could have been replaced by the word **moreover**(*além disso*) without changing the meaning intended by the author.

4. Translation of the fragments:

a) the major factor in rising salaries

o fator preponderante no aumento dos salários

b) procedures for handling grievances

procedimentos para lidar com reclamações

c) monitoring other working conditions

monitorando outras condições de trabalho

d) as a source of pride to workers

como uma fonte de orgulho dos trabalhadores

JUST FOR FUN / PICTURE TEST

If everybody started wearing **(b) sneakers** shoeshine boys would go out of business.

Se todo mundo começasse a calçar tênis os engraxates iriam à falência.

(*) **stickers** são *adesivos*.

MOCK TEST

Text 1: Labor Reform Is Urgent

1. **D** – É possível concluir que a reforma trabalhista e a concorrência de mercado crescente poderiam provocar o dobro do aumento mencionado, isto é, 10% do PIB. Nas demais opções: em **(a)**, a reforma trabalhista, para ser efetiva, tem de ser imparcial; em **(b)**, a legislação de meio século do Brasil atrasou uma reforma abrangente; em **(c)**, neste mundo industrializado e altamente tecnológico, ideias fascistas não seriam uma inspiração; em **(e)**, a reforma trabalhista está longe de ser considerada uma alta prioridade para o Brasil.
2. **B** – A palavra **recipe**, literalmente, significa *receita*, um conjunto de instruções para se cozinhar algo. Portanto, a melhor escolha aqui é **guide**(*manual, guia*). Nas demais opções: em **(a)** **forecast** (*uma previsão*); em **(c)** **a creed** (*um credo, uma crença*); em **(d)** a receipt (*um recibo*); em **(e)** **a source** (*uma fonte*).
3. **E** – Segundo o FMI, as reformas trabalhistas, tanto em países desenvolvidos quanto em países em desenvolvimento, devem ser abrangentes. Nas outras opções: em **(a)** **simultaneous** (*simultânea*); em **(b)** **pressing** (*premente*); em **(c)** **competent** (*competente*); em **(d)** **monumental** (*gigantesca*).

Text 2: The Formula for Eliminating Child Labor

4. **D** – A ILO, sobre a questão do trabalho infantil em escala mundial, afirma que: “**for the first time ever, child labor has been reduced worldwide**” que se traduz por: *pela primeira vez na história ele se reduziu*. Para responder certo esta questão, era fundamental conhecer a **key word EVER**.
5. **A** – O verbo que corretamente completa o **phrasal verb** é **pointed** formando: “**Russo pointed out**”, que significa: *Russo destacou, salientou*.
6. **E** – **Made** é a forma verbal que completa corretamente a frase: “**Brazil has made significant progress in the area**” formando a **collocation “make progress”** (*fazer progresso*).
7. **E** – Crescimento urbano e saúde com qualidade não são mencionados pelo autor do texto. Trata-se de uma questão em que a **translation** do início do texto é de suma importância. Os três aspectos fundamentais são: crescimento econômico com distribuição mais equitativa de renda, educação de qualidade e uma rede de segurança para as crianças. Portanto, não há menção de justiça social (invalidando a opção **a**); nem de paz urbana (invalidando a **b**); não se fala também em inclusão digital (o que invalida a **c**); também não fala o autor em professores mais bem remunerados (o que invalida a opção **d**).

8. **C** – A conjunção **and** é o **discourse marker** mais comum para indicar adição ou acréscimo. A única outra opção que pode ser usada para expressar acréscimo é **also**. Na letra **(a)** **thus** (*portanto*); na letra **(b)** **still** (*entretanto*), na letra **(d)** **yet** (também significa *entretanto*), e na letra **(e)** **even** (*mesmo*).

LEARN FROM PAST EXAMS

Text 1: Minister Calls For Flexible Working Rights

1. **B** – De acordo com o texto, as leis atuais britânicas sobre horários de trabalho são destinadas principalmente aos pais de crianças pequenas e adolescentes, bem como de acompanhantes. Nas demais está dito que: em **(a)**, mulheres que trabalham como secretárias para o governo; em **(c)**, homens que estejam em seus empregos há algum tempo; em **(d)**, mulheres que estendam suas licenças maternidade com trabalho não remunerado; em **(e)**, os que queiram mudança na mentalidade cultural das empresas.
2. **D** – Com relação à licença-paternidade, o governo deu direito aos homens de um afastamento remunerado quando bebê estiver com 6 meses. Nas demais está dito que: em **(a)**, tirar seis meses de licença remunerada tão logo o bebê tenha nascido; em **(b)**, cuidar de um bebê se a mulher retornar ao trabalho em três meses; em **(c)**, receber seu salário integral para cuidar do bebê por 3 dos 6 primeiros meses de vida; em **(e)**, ficar em casa com a mãe do bebê com licença não remunerada por 6 meses.
3. **C** – A Secretaria do Trabalho e Aposentadoria busca a cooperação dos empregadores para novas propostas sobre jornada de trabalho. Nas demais está dito que: em **(a)**, tem sido atacada pessoalmente por diretores de empresas que não gostam de seus planos; em **(b)**, acredita que horário de trabalho flexível representa uma desvantagem para muitos trabalhadores; em **(d)**, demonstra pouca consideração pelas necessidades dos pais que querem horários flexíveis; em **(e)**, que as aposentadorias sejam pagas aos pais que cuidam de seus bebês recém-nascidos.
4. **A** – Cooper espera que suas propostas deem mais flexibilidade de horário no trabalho desde já para trabalhadores de ambos os sexos. Nas demais, tal flexibilidade seria: em **(b)**, para os pais de bebês, concomitantemente com as mães; em **(c)**, após 6 meses, para os que estivessem estabelecidos em seus empregos; em **(d)**, para os mais idosos querendo iniciar uma família; em **(e)**, para os pais e trabalhadores jovens até a idade de 16.

Text 2: The Global Union

1. **B** – No parágrafo 1 o autor descreve algumas das características de um sindicato mundial. Nas demais opções: em **(a)**, elogia o dinamismo dos sindicatos de hoje; na **(c)**, desconsidera o papel central desempenhado pela globalização; na **(d)**, critica a falta de atitude dos trabalhadores no mundo; na **(e)**, propõe políticas específicas para proteger os direitos dos trabalhadores.
2. **D** – O parágrafo 2 nos permite descobrir que o autor é um sindicalista que procura o melhor para os trabalhadores e para a empresa. Nas demais o autor seria: em **(a)**, um crítico de fora do

movimento sindicalista; na (b), um trabalhador autônomo buscando um aumento de seu salário através do sindicato; na (c), um membro crítico de uma empresa multinacional global; na (e), um acionista de uma grande sociedade anônima.

3. C – Segundo o texto, o número de trabalhadores sindicalizados *caiu* (**has fallen**). E não: (a) **soared** (*aumentou*), ou (b) **stabilized** (*estabilizou-se*); ou (d) **has not decreased** (*não diminuiu*); ou (e) **has gone up** (*elevou-se*).

Text 3: New Ways To Work

1. E – Algumas inovações estão sendo tentadas na Europa e nos Estados Unidos a fim de lutar contra a insatisfação dos empregados. As outras opções são absurdas. Na (a), lê-se: aumentar a insatisfação dos empregados; na (b), desmotivar os trabalhadores não qualificados; na (c), combater trabalhadores superqualificados; e na (d), evitar a alta produtividade.
2. D – O texto diz que salários mais altos nem sempre resolvem o problema da insatisfação no trabalho. A opção (a) diz exatamente o oposto; a (b) diz que salários mais altos resultam em insatisfação no trabalho; na (c), que provocam o problema da insatisfação no emprego; na (e), que os salários mais altos contribuem para o problema da insatisfação no emprego.
3. D – Os trabalhadores de escritório (**white-collar workers**) acham seus empregos *restritivos, limitados*. Em **they see themselves as conscripted into a slave army of paper pushers** (*eles se veem recrutados para um exército escravo dos que lidam com a papelada*). Bastava fazer o **scanning** do trecho em que se toca nesse assunto. Nas outras opções tem-se: em (a), gratificantes; na (b), empolgante; na (c), motivador e na (e), mal-remunerado.
4. E – Para o autor, a falta de reconhecimento é uma das razões para a insatisfação profissional. Não cabe dizer em (a), que a falta reconhecimento motiva os empregados ao crescimento profissional; em (b), que seja a única razão para a insatisfação profissional; em (c), permita o empregado a produzir ainda mais; em (d), que certamente melhore a atuação do empregado.
5. C – No texto, melhorias nas condições de segurança e conforto no trabalho não foram suficientes para aumentar a satisfação no emprego. Na (a), foi implementada por delegados do trabalho; na (b), reduziram de alguma forma a satisfação no trabalho; na (d), resultaram em mais altos níveis de produtividade e na (e), desempenharam um papel essencial na motivação dos empregados.

VOCABULARY POST TEST FROM ‘NEW WAYS TO WORK’

A	B
1. long vacations	a. (4) insatisfação dos empregados
2. factories and offices	b. (1) férias longas
3. business firms	c. (2) fábricas e escritórios
4. dissatisfaction of employees	d. (5) vidas no trabalho
5. working lives	e. (6) salários mais altos
6. higher salaries	f. (3) empresas, negócios

C	D
7. fringe benefits	g. (9) linha de montagem
8. job-safety	h. (11) aumento de remuneração
9. assembly line	i. (10) trabalhadores em escritórios
10. white-collar workers	j. (7) benefícios adicionais
11. pay raise	k. (12) falta de reconhecimento
12. lack of recognition	l. (8) segurança no trabalho

EXERCISE SECTION

I. Definitions

1.seasonal unemployment / 2.voluntary unemployment / 3.frictional unemployment / 4.classical unemployment / 5.cyclical unemployment / 6.structural unemployment

II. Earnings

OMO – Odd Man Out [budget = *orçamento*]

1. **fees** – O Dr. Lewis, a partir deste mês, estará cobrando honorários mais altos – informou-nos a secretária do advogado.
2. **tips** – É altamente improvável que garçons e garçonetes venham a fazer fortuna com as gorjetas que recebem.
3. **stipend** – O padre Alberto tinha de viver com a modesta remuneração (estipêndio) que a igreja lhe pagava.
4. **profit** – O que você esperava? O objetivo primordial de uma firma é produzir lucros.
5. **dividends** – Acionistas esperam receber dividendos periodicamente das empresas.
6. **wages** – Empregados de fábricas recebem remuneração por hora de trabalho dos donos da empresa.
7. **income** – Até certo ponto, o imposto de renda que todos nós pagamos representa a principal fonte de receita do governo.

III. Translation of “O Caldeirão das Culturas”

Os arranha-céus de NY, as usinas de aço de Pittsburgh, as linhas de montagem de Detroit, todos esses símbolos da América industrial pertencem ao nordeste.

Para esta área industrial vieram milhões de europeus que fizeram dela o que se tornou conhecido como “caldeirão das culturas”, a fusão de muitas nações em norte-americanos. Mais do que qualquer outra região do país, esta área reflete as tradições e a cultura europeias.

Vendo esta vasta área hoje, é difícil compreender que era mata virgem há apenas três séculos. O efeito da mata sobre os colonos foi a força propulsora no desenvolvimento dos Estados Unidos. Tão logo foram feitas colônias permanentes na nova terra, mudanças sutis ocorreram nas pessoas. Enfrentando os problemas da novo território não demarcado nos mapas – esses colonos tiveram de abrir mão de muitos dos padrões de comportamento tradicionais da Europa. Para sobreviver,

desenvolveram estilo de vida democrático e de cooperação que lançou as bases do sistema político e da filosofia pragmática norte-americanos.

Mesmo hoje, o visitante que espera ver somente fábricas, prédios de apartamentos e ruas apinhadas são surpreendidos. No nordeste, ele se depara com mais montanhas arborizadas do que chaminés de fábricas, mais campos do que estradas de concreto, mais fazendas do que prédios de escritórios.

IV. Mini text 1

1. standard / 2. share / 3. expansion / 4. number / 5. jobs / 6. labor / 7. account / 8. foreign

ANALYSIS OF MINI TEXT 1

1. Tradução dos fragmentos: **a) the labor force grew steadily** – a mão de obra cresceu fortemente / **b) a major source of labor** – uma importante fonte de mão de obra / **c) during times of low unemployment** – em épocas de baixo desemprego.
2. A expressão em negrito em: “Nearly two-thirds of U.S. **working-age people**” – corresponde a *pessoas com idade para trabalhar*.

V. Mini text 2

1.(a) most / 2.(b) the rest / 3.(a) share / 4.(b) fewer / 5.(b) number / 6.(a) somewhat.

ANALYSIS OF MINI TEXT 2

1. Tradução dos fragmentos: **a)** a lot of people are self-employed – *muitos são trabalhadores autônomos* / **b)** Fairly steady growth – *um crescimento bastante firme* / **c)** conceals a lot of churning – *esconde um bocado de movimentação*.
2. As a discourse marker a conjunção **although** está indicando *contraste ou oposição*.
3. A expressão **“on average”** significa *em média*.

VI. Mini-text 3

1. doing / 2. decent / 3. sensibility / 4. made / 5. reduction / 6. move

ANALYSIS OF MINI TEXT 3

1. Translation of the title of mini text 3:
ILO director praises Brazilian progress
Diretor da OIT elogia o progresso brasileiro
2. (F) – O **modal verb “can”** não está indicando permissão; e, sim, capacidade.
3. (F) – A palavra **“just”** não deve ser traduzida por justo, correto, aqui está indicando que acaba de ser feito.
4. **Fragments:**
a) whether or not a government was leftist or rightist
se o governo era de esquerda ou de direita

- b) child labor is recognized by all as a global problem
trabalho infantil é reconhecido por todos como um problema mundial

VII. SENTENCE COMPLETION

1. Phil said his last job was extremely demanding. The current one, he says, is not **challenging** enough.
Phil disse que seu antigo trabalho exigia dele ao extremo. O atual, diz ele, não é suficientemente desafiador.
2. Union workers decided to go on strike. They are **fighting** for better-paid jobs.
Trabalhadores sindicalizados resolveram entrar em greve. Estão lutando por empregos mais bem remunerados.
3. I'm **calling** about a job advertised in today's paper.
Estou telefonando a respeito de um emprego anunciado no jornal de hoje.
4. She didn't say she had a **dream** job, but she liked it.
Ela não dizia ter um emprego dos sonhos; porém, gostava dele.
5. I don't know his job **title** exactly, but I'm sure he deals in insurance.
Não sei exatamente qual a designação de seu emprego, mas estou certo de que ele lida com seguros.

FINAL QUIZ – ANYTHING GOES

1. Translation of the phrase “**jobless rate**” (*taxa, percentual de trabalhadores desempregados na economia*).
2. A locução **hazard pay** corresponde a *adicional de periculosidade*.
3. A locução **overtime pay** corresponde a *pagamento por horas extras*.
4. The word **grevistas** in English corresponds to **strikers**.
5. The word **sindicalistas** in English corresponds to **union workers**.
6. A locução **merit pay** corresponde a **gratificação por desempenho**.
7. O **phrasal verb to lay off** significa *demitir*.
8. A locução: **equitable income distribution** corresponde a *distribuição de renda igualitária*.
9. **trabalhador autônomo** corresponde a **self-employed worker**.
10. The word **gorjeta** in English corresponds to **tip**.

Information Technology

(Tecnologia da Informação)

I. Brainstorming – It – Information Technology

IT – Information technology, para nós: *TI – Tecnologia da Informação*, é um assunto sobre o qual a maioria dos alunos com quem conversei apresentou grande **background knowledge**(*conhecimento prévio*). A esmagadora maioria dos estudantes estava familiarizada – uns mais, outros menos –, com termos como: **desktop**(*computador de mesa*), **computer screen**(*tela do computador*), **floppy disk**(*disquete*), **hard disk**(*disco rígido*), **software**(*programas de computador*), **toolbar**(*barra de ferramentas*), **websites**, (*sítios na grande rede*), **printer**(*impressora*), **e-mail addresses**(*endereço eletrônico*), **service provider**(*provedor de serviços na rede*), **surfing the net**(*navegar na rede*), **multimedia**(*multitartefas*), **do backups**(*fazer cópias de segurança*) e outros.

Você sabia que o **www** nos endereços eletrônicos significa **world wide web** (*a grande rede mundial*)? Provavelmente, sim. Veja o caso da palavra **scanner**, chega a ser difícil traduzi-la, pois tamanha é a popularização dos **scanners** que se tornou comum dizer: *escaneia* esse documento para mim, por exemplo. Atente para a palavra **hardware**, termo que designa o computador em si com suas ferramentas e periféricos. Como traduzir a palavra **browser**, um programa como o **Internet Explorer** que lhe permite acessar e pesquisar na **web**. Isso sem falar do famoso verbo **delete**, que já virou *deletar*, não tem jeito.

É bem provável que você possua **wide band to have access to the Internet**(*banda larga para acesso à Internet*), principalmente se **use the Internet for many hours. Nowadays people buy products online** (*Hoje as pessoas compram produtos pela grande rede, virtualmente*) com frequência cada vez maior; há muitos **online courses**(*cursos pela Internet*) de idiomas e preparatórios para variados exames.

Algumas pessoas já têm acesso à *Internet* from their **mobile (cell) phones**(*celulares*). Será que veremos o dia em que todas as escolas no nosso Brasil **will have access to the Internet as well?**

II. Analysis of Texts

Pre-testing Vocabulary: Associe as colunas A e B:

A	B
1. reshaping the lives of people	a. () cumprir plenamente a promessa
2. meet these challenges	b. () comprometidos em ajudar

3. has brought into being	c. () mudando a vida da gente
4. achieve its full promise	d. () fez nascer
5. committed to assisting	e. () enfrentar tais desafios

Text 1: The Evolving Internet

Each day brings new examples of how information and communication technology (ICT) is reshaping the lives of people around the world. To one degree or another, the digital revolution has arrived in just about every corner of the globe...

5 On the Internet and the World Wide Web, people are governing, learning, communicating, debating, “politicking”, shopping, and experimenting – conducting all kinds of interactions in ways only made possible by ICT. The Internet has brought into being a virtual world that, like the universe itself, is expanding every moment, full
10 of promise, hope, and a little mystery. However, challenges remain if it is to achieve its full promise. The United States, in partnership with other governments, international organizations, and citizens of many countries, is committed to assisting people around the globe to meet these challenges so that this virtual world becomes a helpful and productive part of their everyday lives.

Visit: <http://state.gov/journals/itgic/1103/ijge/1103.htm>

Analysis of Text 1

1. O que diz o autor quanto à revolução digital?

2. O que estão promovendo as tecnologias da informação e da comunicação no mundo de hoje?

3. O que a Internet trouxe à luz?

4. A que o autor compara o mundo virtual?

5. As a discourse marker, o que indica a palavra however (L-10)?

Text 2: Bringing the Internet to Schools Effectively

Installation of computers and Internet access in schools must be preceded by careful consideration

of how to best use and support the technology.

Internet access is spreading rapidly in primary and secondary schools around the world. Virtually 100% of schools are connected to the Internet in countries such as the United States, Australia, Finland, Canada, and Great Britain. The Internet is also fast becoming widely available in schools from Scandinavia to Israel to Korea.

Almost daily, countries are making decisions with major educational and financial consequences about whether to connect schools to the Internet, what kind of connections to use, and to whom to permit access. Unfortunately, education officials do not always give sufficient thought to the adoption of Internet and other computer-based technologies in schools. Sometimes computer technology is acquired as a symbol of modernity rather than for carefully planned educational purposes.

Furthermore, since the Internet is generally seen as a desirable resource, pressures mount on schools to broaden access in classrooms before plans have been formulated for its effective use there.

(By Janet Ward Schofield, Professor of Psychology and Senior Scientist, Learning Research & Development Center, University of Pittsburgh)

Visit: <http://state.gov/journals/itgic/1103/ijge/gj09.htm>

Answer in Portuguese:

1. Segundo a autora, o que deve preceder à compra pelas escolas de computadores com acesso à Internet?

2. O que vem ocorrendo em escolas da Escandinávia, Israel e Coreia?

3. Qual a crítica que a autora faz à compra, algumas vezes, de computadores e tecnologia da informação por parte de autoridades educacionais?

4. Que ideia expressa a palavra **furthermore (L-13)**, as a discourse marker?

5. Segundo a autora, o que é preciso fazer antes de se expandir o acesso à Internet nas escolas?

III. Vocabulary Build Up

There are eight primary requirements for the continued success and rapid expansion of today's Internet:

De cada um dos oito requisitos enumerados foi extraída uma palavra. Reconstrua o texto de modo a formar um todo coerente e lógico.

regulated	addressing	database	approach
flow	graphical	copyright	authentication

1. A network with a common _____system that can physically connect multitude of computer resources.
2. An intuitive _____browser interface capable of point-and-click simplic ity so that hardware and software tools would remove the burden of finding and extracting desired information.
3. A marketplace of such organizational agents as search engines, directory trees, and _____resources to organize the located information and pro vide links to direct traffic to the intended destination sites.
4. A market _____ to financing the Internet that acknowledges the vital role of central organizing processes to establish standards and promote inter-connectivity, yet recognizes the importance of stimulating free-market support for a public World Wide Web that can carry out commerce successfully.
5. Governmental policies encouraging free or minimally _____trade.
6. Governmental policies supporting international _____ law.
7. Governmental policies allowing free _____ of public information.
8. Adoption of global _____ standards.

(Excerpt from The Internet and Global Trade, by Harold Woihandler, Director of Research ActivMedia, Inc.)

Visit: <http://state.gov/journals/itgic/1097/ijge/gj-11.htm>

IV. Unit Mock Test

Read the text below in order to answer questions 1 to 3.

Text 1: The IRS Warns of Scam e-Mails or Phone Calls

The *IRS* warns taxpayers to be on the alert for e-mails and phone calls they may receive which claim to come from the IRS or other federal agency and which mention their tax refund or economic stimulus payment. These are almost certainly a scam whose purpose is to obtain

5 personal and financial information — such as name, Social Security number, bank account and credit card or even PIN numbers — from taxpayers which can be used by the scammers to commit identity theft. The e-mails and calls usually state that the *IRS* needs the information to process a refund or stimulus payment or deposit it into the taxpayer’s

10 bank account. The e-mails often contain links or attachments to what appears to be the *IRS* Web site or an *IRS*“refund application form.” However genuine in appearance, these phonies are designed to elicit the information the scammers are looking for.

The *IRS* does not send taxpayers e-mails about their tax accounts. Furthermore, the only way to get a tax refund or stimulus payment, or

15 to arrange for a direct deposit, is to file a tax return. [May 16, 2008]

Visit: <http://www.irs.gov/newsroom/article/>

1. The scammers mentioned by the author aim primarily at getting:

- a) tax refunds;
- b) stimulus checks;
- c) direct deposits;
- d) private information;
- e) id cards.

2. As a discourse marker, the word *furthermore* (L-15) is indicating:

- a) concession;
- b) addition;
- c) emphasis;
- d) enumeration;
- e) result.

3. We learn from the text that “the refund application forms” (L-11):

- a) must be thoroughly looked into by taxpayers;
- b) may look like the actual ones, but are fake;
- c) might deceive even the most alert taxpayer;
- d) are actually slightly different from the official forms;
- e) contain genuine IRS data about taxpayers.

V. Learn From Past Exams

Read the text below in order to answer questions 1 thru 5.

Text 1: The Internet’s Days as a Tax-Free Zone Are Numbered

The sales tax, also known as the excise tax, is one of the oldest, and therefore one of the most reviled, of all levies. Revolutions and rebellions have been fought over it. But the battle today over whether to tax Internet sales, while not violent, is as heated as any.

5 Even Republicans, who almost never disagree about taxes, are at each other’s throats on the issue. Virginia governor Jim Gilmore opposes new taxes on e-commerce as a way to spur the Net, while Utah governor Michael Leavitt thinks online sales must be taxed to keep state and local governments solvent. A congressional commission that was supposed to settle the issue ended in deadlock earlier this year.

10 Citizens have every right to grouse about the ill effects of sales taxes on net growth, but the right of governments to impose them isn’t in dispute. What’s more, lawmakers don’t have much of a policy reason *not* to apply a sales tax to commerce over the Internet. Thus the surprise of the Internet debate: Despite all the hyperbole pouring out of the

15 mouths of politicians lately, cyberspace almost certainly won't remain a (nearly) tax-free zone forever. For now, the federal government has imposed a moratorium on new Internet taxes through Oct. 2001.

[Esaf / TRF / 2000]

1. In connection with taxation of e-commerce, the text does *not* mention:

- a) Republicans;
- b) Unions;
- c) Legislators;
- d) Citizens;
- e) a congressional commission.

2. In the present context, levies are:

- a) Issues;
- b) Regulations;
- c) Technologies;
- d) Policies;
- e) Taxes.

3. According to the headline of the text, a tax-free zone:

- a) will surely remain untouched;
- b) may remain forever;
- c) is going to be implemented;
- d) will not survive for much longer;
- e) might soon be devised.

4. Concerning the issue of taxing e-commerce, a congressional commission:

- a) was finally able to reach an agreement;
- b) will soon be settled;
- c) was not able to reach an agreement;
- d) may at last come to an agreement;
- e) is now coming to an agreement.

5. When the author states that the sales tax is one of the most reviled of all levies, he means that it:

- a) is well-accepted by tax-payers;
- b) has not been legally enforced;
- c) is one of the highest of all tariffs;
- d) is one of the most unpopular taxes;
- e) is one of the heaviest interest rates.

Analysis of Text 1

1. See if you can translate the title of Text 1:

“The Internet’s Days as a Tax-Free Zone Are Numbered”

2. As a discourse marker what does the word therefore (L-2) indicate?

3. In the fragment: “Revolutions and rebellions have been fought over **it**” (L-2/3), the pronoun “**it**” refers to **sales tax**. **True or False?**

4. In the fragment : “is as heated as **any**” (L-4), the word **any** refers to **sales**. **True or False?**

5. What does the verb **to settle** mean in the fragment: “**Settle the issue**” (L-10)?

6. In “**Despite** all the hyperbole pouring out of the mouths of politicians lately,” (L-15/16).The word **despite**, a discourse marker indicating contrast, could have been replaced by **in spite of**. **True or False?**

7. How can you translate the word **deadlock** in the fragment: “Ended in **deadlock**” (L-10)?

8. Translate the following fragments:

a) One of the most reviled of all levies

b) Republicans are at each other’s throats

c) on the issue

d) Opposes new taxes on e-commerce

e) As a way to spur the Net

f) To keep state and local governments solvent

g) Grouse about the ill effects of sales taxes

Really worth quoting!
“A computer once beat me at chess, but it was no match for me at kick boxing.”
(Emo Philips)
“Um computador certa vez me derrotou no xadrez, mas não foi páreo para mim no

Text 2: From Science Fiction to Reality: Personal Robots Emerge at Work, Home and School

It’s 6 a.m., and the Clarks awake to fresh coffee served to them by Millie, one of the family’s personal robots. As they get ready for work, Millie makes the bed, and their robotic dog Mickey gently reminds Mr. Clark to take his medicine.

5 This scenario is not a page from a lost “Jetsons” script. It’s likely to be a normal day in the life of a family in as few as 20 years from now, according to robotics experts at the Georgia Institute of Technology. Already, the global market for personal robots is growing 400% a year, says Professor Henrik Christensen, director of the newly formed
10 Robotics and Intelligent Machines Center in the Georgia Tech College of Computing. “Personal robots are becoming more popular as people want to do more and more with their lives,” Christensen says. “Technology is making it possible... We live stressful lives now, and we can use technology to take away the boring tasks of everyday life.”

Robots are not novel technology in industry, the military and even
15 space exploration. However, a new generation of intelligent machines called personal robots — ones that work with and directly for humans, especially in the home, workplace and school — have begun to emerge only recently. A confluence of smart materials, low-cost, high-speed computing power, better batteries and knowledge of how humans
20 interact with machines is creating an explosion in the market for personal robots, researchers say. “To have a personal robot that does things you need, you have to have onboard processing, perception, motion and power,” says roboticist Tucker Balch, an associate professor in the College of Computing. “Until two or three years ago, you couldn’t
25 put all of that on one small, light platform, Motors and computers take a lot of energy, and the batteries we had couldn’t do the job. Now, demand for better cell phone and laptop batteries is driving improvements,” Balch adds. “Therefore, we have all the technologies which can support a consumer robot that is not too expensive.” Balch
30 predicts that truly useful, multi-function personal robots will cost between \$1,000 and \$1,500. Single-purpose robots, such as the Roomba vacuum cleaner already on the market, cost between \$150 and \$300.

While some personal robots are already available, important research

is under way to address the remaining technical and societal challenges. Georgia Tech researchers in computer science, engineering, psychology
35 and the liberal arts are collaborating under the umbrella of the new Robotics and Intelligent Machines Center that Christensen directs. That cooperation is vital to creating the best-designed personal robots. “If you just have computer scientists designing them, you’re not going to build a robot that’s as good as one that could be built by computer
40 scientists and mechanical engineers working together,” Christensen says. “We are leveraging Georgia Tech’s world-class expertise in all of these domains and want to make something that no one else in the United States is doing today.”

[Cesgranrio/Petrobras/Advogado/2008] – Research Horizons Magazine – June 8, 2007 (slightly adapted)

Visit: http://gtresearchnews.gatech.edu/newsrelease/personal_robotics.htm

1. Based on Professor Henrik Christensen’s words in Paragraph 2, it is possible to affirm that:

- a) people consider robots unexciting and disturbing;
- b) people do not expect robots to perform daily boring activities;
- c) intelligent robots are making modern life stressful;
- d) technology will never improve people’s quality of life;
- e) new technological inventions can make people’s lives easier.

2. According to Paragraph 3, one of the aspects that has contributed to the expansion of the personal robot market is the:

- a) very high price of speedy computing power;
- b) smaller and less efficient computer batteries;
- c) better knowledge of human-machine interaction;
- d) sudden popularity of American robotics experts;
- e) high consumption of energy by the new machines.

3. Roboticist Tucker Balch, mentioned in Paragraph 3, believes that:

- a) the reasonable cost for the multi-function robots is in the \$150-\$300 price range;
- b) most personal robots that can handle a variety of tasks will be sold for a minimum of a thousand dollars;
- c) in three years, scientists will start developing the batteries needed to power single-purpose personal robots;
- d) the latest developments in laptops and cell phones have taken the scientists’ attention away from personal robots;
- e) no robots will ever perform multi-functions because it is impossible to combine processing, perception, motion and power in one platform.

4. Which option expresses an accurate relationship between the items?

- a) “take away” (L-14) and remove are synonymous.
- b) “novel” (L-15) is the opposite of new.
- c) “emerge” (L-18) means the same as disappear.
- d) “improvements” (L-29) and advances reflect contradictory ideas.
- e) “useful” (L-31) could not be substituted by helpful.

5. In terms of reference, the only item that DOES NOT refer to “robot(s)” is:

- a) “one” (L-2);

- b) "their" (L-12);
- c) "ones" (L-17);
- d) "that" (L-30);
- e) "them" (L-40);

6. The boldfaced item introduces a *conclusion* in:

- a) "**As** they get ready for work, Millie makes the bed," (L-2/3);
- b) "**However**, a new generation of intelligent machines called personal robots" (L-16/17);
- c) "**Therefore**, we have all the technologies which can support a consumer robot..." (L-29/30);
- d) "**While** some personal robots are already available, important research is under way..." (L-34/35);
- e) "**If** you just have computer scientists designing them, you're not going to build a robot that's ..." (L-40/41).

7. From the sentence "That cooperation is vital to creating the best-designed personal robots." (L-39) it is possible to infer that the:

- a) expertise of Georgia Tech's computer science researchers alone will help develop the best personal robots in the United States;
- b) joint effort of computer scientists and mechanical engineers is not likely to improve robot design;
- c) alliance between computer scientists, designers and psychologists can be harmful to the future of robotics;
- d) collaboration of researchers from different areas of knowledge will be extremely beneficial to the future of robotics;
- e) collaboration between Georgia Tech researchers and the Robotics and Intelligent Machines Center is inefficient.

8. Where in the text does the author refer to possible tasks to be performed by personal robots in the near future?

- a) Paragraphs 1 and 2 (L-1/4; 5/14);
- b) Paragraph 2, only (L-5/14);
- c) Paragraph 3, only (L-15/33);
- d) Paragraph 4, only (L-34/ 45);
- e) Paragraphs 3 and 4 (L-15/33; 34/45).

9. "These domains" (L-44) include all the areas below, *EXCEPT* one. Mark it.

- a) Psychology
- b) Liberal arts
- c) Engineering
- d) Physiology
- e) Computer Science

10. The verb form in *italics* transmits an idea of probability in:

- a) "you *have to* have onboard processing, perception, motion and power," (L-23/24);
- b) "we have all the technologies which *can* support a consumer robot..." (L-29/30);
- c) "multi-function personal robots *will* cost between \$1,000 and \$1,500." (L-31/32);
- d) "That cooperation *is* vital to creating the best-designed personal robots." (L-39);
- e) "you're not going to build a robot that's as good as one that *could* be built by computer scientists and mechanical engineers working together," (L-40/42)

Really worth quoting!

"Creativity is the cessation of stupidity." (Edwin H. Land)

"A criatividade é a cessação da estupidez." (Edwin H. Land)

VI. Exercise Section

I. Translate the passage "Silicon Valley"

Only 72 kilometers south of San Francisco lies the heart of the U.S. aerospace, telecommunications, and computer research industry. Nicknamed for the fabric of computer chips, "Silicon Valley" is home to hundreds of companies. They are attracted by California's tax and land use policies and the availability of science and engineering graduates emerging from the nearby colleges and universities.

New "silicon valleys" are springing near Boston and in the South to meet the still growing demand. Fierce competition has driven down the price of inventions like personal computers and has led to new ways of doing old things, such as electronic price reading in supermarkets. Most dramatic is the spread of computers into the lives of young people, who use them for both education and environment. (From Dateline Calendar, 1984, USIA publication)



My goodness, my boy is hooked on his computer.
He is becoming a **geek**.

II. Write the translation of the following excerpts from the text "The Microchip Revolution" (Esaf/AFTN/1996)

1. Microchips **give** us cheap computing power in a tiny space.

2. As the cost of microchips **continues** to fall, it **becomes** economically worthwhile to use them in more and more ways.

3. We **have** to accept the microchip, or **face** the alternative of opting out of the world market.

4. Accepting the microchip **brings** benefits and problems.

5. The benefits **include** greater efficiency in finding and using information.

6. We **can guard** against some of the problems.

7. We **can**, for example, **be** alive to the danger of the misuse of information held on computer files.

8. **There is** the problem of alienation: people who cannot find a place in the technological world of the future.

9. To guard against this problem, we **need** education and training schemes, and machines which **are easy to use**.

10. Finally, **there's** the problem of people whose skills are made redundant by machines.

11. Again, **there's** a need for education and retraining.

12. The wealth needed to pay for schemes like these is more likely to appear if we **use** the microchip.

III. WORD FORMS- the suffix – SHIP – Estude os exemplos a seguir e traduza as palavras ou expressões em negrito.

From “**The Evolving Internet**” (*A Internet em Desenvolvimento*)

“The U.S., in **partnership** with other governments, international organizations ...” (L-11/12)

Os Estados Unidos em parceria com outros governos, organizações internacionais

1. He said that **friendship** is the most valuable thing in life to him.

Ele disse que a _____ para ele é o bem mais valioso na vida.

2. How do you expect to enter the club without **a membership card**?

Como você espera entrar no clube sem sua _____?

3. Mario is of Italian descent. He has **double citizenship**.

Mario é de descendência italiana. Ele possui _____.

4. Jenny felt lonely. She had been deprived of the **companionship** of all her friends.
Jenny sentiu-se solitária. Havia sido privada da _____ de todos os seus amigos.

5. The young lady **claimed proprietorship** to her aunt's old farm.
A jovem senhora _____ da velha fazenda de sua tia.

6. Right after graduation my cousin **accepted an internship** in a state hospital.
Logo após sua formatura minha prima _____ num hospital do estado.

7. Greg was chosen because he **showed strong leadership** for the managerial position he had applied for.
Greg foi escolhido porque _____ para o cargo gerencial a que havia se candidatado.

IV. Fill in the blanks with the FALSE COGNATES below:

pretending	formidable	resume	candid
assist	compromise	particular	exquisite

1. There's no doubt that my youngest brother is very _____ (**demanding**) about his clothes.

2. Being a woman of _____ (**refined**) tastes, Gloria chose the most expensive jewels from the store window.

3. The champion did not expect to face such a _____ (**hard to defeat**) opponent.

4. We have been taught to _____ (**help**) the elderly and the needy.

5. Stop _____ (**making believe**) that you're sleeping.

6. Give me your _____ (**frank, sincere**) opinion on this matter.

7. The meeting is adjourned. We'll _____ (**start work again**) work in two hours, Ladies and Gentlemen.

8. Both parties at war would have to _____ (**meet halfway**) otherwise no peace accord could be reached.

V. Complete with the words below to form a phrasal verb with FALL.

off	for	on	through	down
------------	------------	-----------	----------------	-------------

1. At first it seemed such a neat idea but in the end the whole thing **fell** _____. (**came to nothing**)

2. The number of students attending the *IT* course this year has fallen _____ significantly. (**decreased**)

3. It was an amazingly tricky scheme. And many people **fell** _____ it. (**were deceived by**)

4. The price of oil has gone up and nobody knows when it will **fall** _____. (**decrease**)

5. Suddenly an expectant silence **fell** _____ all the participants. (**come suddenly**)

VII. Unit Quiz – Anything Goes

Tente responder este **QUIZ – ANYTHING GOES** (*Teste Vale Tudo*) depois que houver estudado a unidade inteira.

1. How can you translate the expression **broaden access to Internet**?

2. Which word is **missing**?

"It's far more affordable and environmentally friendly to _____ an existing machine than buying a new one." (*Jennifer Rich, in Pollution Solution – Foreign Policy, Oct. 2004*)

3. Which word is **missing**?

"The Internet has brought into being a _____ world that is expanding every moment." (From *The Evolving Internet*)

4. What do you understand by **identity theft**?

5. Do you still remember what a **floppy disc** is?

6. O que você entende pela expressão "**digital divide**"?

7. What do you understand by **search tools**?

8. What does the **phrasal verb carry out** mean in the fragment "business that can **carry out** e – commerce successfully"?

9. Defina sucintamente a expressão: **hardware and software tools**.

10. What do you understand by **wireless sensors**?

VIII. Answers & Comments

Text 1: The Evolving Internet

A	B
1. reshaping the lives of people	a.(4) cumprir plenamente a promessa
2. meet these challenges	b.(5) comprometidos em ajudar
3. has brought into being	c.(1) mudando a vida da gente
4. achieve its full promise	d.(3) fez nascer
5. committed to assisting	e.(2) enfrentar tais desafios

ANALYSIS OF MINI TEXT 1

- O que diz o autor quanto à revolução digital?
O autor nos diz que a revolução digital está em todos os cantos do globo.
- O que estão promovendo as tecnologias da informação e da comunicação no mundo de hoje?
Estão transformando a vida de todos os indivíduos.
- O que a Internet trouxe à luz?
Segundo o autor, a Internet trouxe à luz um novo mundo virtual.
- A que o autor compara o mundo virtual?
O autor compara esse mundo virtual ao próprio universo.
- As a **discourse marker**, a palavra **however**(*contudo*) indica *contraste*.

Text 2: Bringing the Internet to Schools Effectively

Answer in Portuguese:

- Segundo a autora, que deve preceder à compra pelas escolas de computadores com acesso à Internet?
Essa compra dever ser precedida de uma análise cuidadosa de como usar otimizadamente a tecnologia e dar-lhe o apoio apropriado.
- O que vem ocorrendo em escolas da Escandinávia, Israel e Coreia?
Também aí, o acesso à Internet vem crescendo rapidamente.
- Qual a crítica que a autora faz à compra, algumas vezes, de computadores e tecnologia da informação por parte de autoridades educacionais?
Segundo a autora, às vezes a tecnologia da computação é adquirida como um símbolo de modernidade e não por fins educacionais bem planejados.
- A palavra **furthermore**(*além disso*), as a **discourse marker**, indica *acréscimo* ou *adição*.
- Segundo a autora, o que é preciso fazer antes de se expandir o acesso à Internet nas escolas?
É preciso que planos sejam formulados para o uso efetivo dessa tecnologia.

VOCABULARY BUILD UP

REQUIREMENTS FOR THE SUCCESS OF THE INTERNET

1. addressing / 2. graphical / 3. database / 4. approach / 5. regulated / 6. copyright / 7. flow / 8. authentication

UNIT MOCK TEST

1. **D** – Os vigaristas mencionados pelo autor visam primordialmente a obter informações pessoais. Nas demais opções: em (a) **tax refunds** (*restituições de impostos*); em (b) **stimulus checks** (*cheques de estímulo*); em (c) **direct deposits** (*depósitos diretos*); em (e) **id cards** (*carteiras de identidade*).
2. **B** – Como **discourse marker** (*marcadora do discurso*) **the word furthermore** (*além disso*) está indicando a ideia de adição ou acréscimo. E não: em (a), **concession** (*concessão*); em (c), **emphasis** (*ênfase*); em (d), **enumeration** (*enumeração*); em (e), **result** (*resultado*).
3. **B** – O autor do texto nos informa que os formulários para solicitação da restituição do imposto parecem com os verdadeiros, mas são falsos. Nas demais opções: em (a), devem ser examinados detalhadamente pelos contribuintes; em (c), podem enganar até o contribuinte mais vigilante; em (d), são na verdade ligeiramente diferentes dos formulários oficiais; em (e), contêm dados verdadeiros sobre os contribuintes.

LEARN FROM PAST EXAMS –Text 1

1. **B** – Republicanos, legisladores, cidadãos e uma comissão do congresso são citados no texto, mas sindicatos (**unions**) não são.
2. **E** – Neste contexto **levies** e **taxes** são sinônimos. **Issues** (a) podem ser assuntos; **regulations** (b), regulamentações; **technologies** (c), tecnologias; e **policies** podem ser políticas ou apólices de seguro, conforme o contexto.
3. **D** – Questão referente ao título do texto. Ora, se os dias da Internet como zona isenta de tributação estão contados, então cabe afirmar-se que não sobreviverá por muito tempo mais. Nas demais afirmativas – permanecerá certamente intocado, (a); poderá permanecer para sempre, (b) – não é possível fazer tal previsão. As alternativas (c), será implementada, e (e), poderá ser concebida em breve, são ilógicas.
4. **C** – Relativamente ao assunto da taxação do comércio virtual (**e-commerce**) a comissão do congresso não conseguiu chegar a um acordo. Portanto não cabe dizer que será alcançado em breve, (b); ou que foi finalmente alcançado um acordo, (a); ou que poderá afinal chegar a um acordo, (d); ou mesmo que está prestes a chegar a um acordo, (e).
5. **D** – Quando o autor afirma que o imposto sobre as vendas é um dos impostos mais atacados dentre todos, cabe dizer que se trata de um dos impostos mais impopulares. Consequentemente, não é bem aceito pelos contribuintes, (a). Não tem apoio afirmar-se que é uma das tarifas mais

altas, (c). A letra (e) é absurda porque não se está discutindo taxas de juros.

ANALYSIS OF TEXT 1

1. Translation of the title of **Text 1**: “**The Internet’s Days as a Tax-Free Zone Are Numbered**” (*Os dias da Internet como uma zona livre de tributação estão contados*)
2. As a **discourse marker** the word **therefore** (*portanto* , *por conseguinte*) indicates result or consequence.
3. **True** – In the fragment: “Revolutions and rebellions have been fought over **it**”, the pronoun **it** refers to **sales tax**.
4. **False** – In the fragment: “is as heated as **any**” (*tão acirrada quanto qualquer outra batalha*) the word **any** refers to **battle**.
5. The verb **to settle** in the fragment: “**Settle the issue**”(*resolver a questão*).
6. **True** – In “**Despite** all the hyperbole pouring out of the mouths of politicians lately,” (*Apesar de todo o exagero jorrando dos lábios de políticos ultimamente*).The word **despite**, a discourse marker indicating **contrast**, could have been replaced by **in spite of**.
7. Translating the fragment: “Ended in **deadlock**” (*terminaram num **impasse***).
8. Translation of the fragments:
 - a) One of the most reviled of all levies
Um dos impostos mais combatidos, atacados
 - b) Republicans are at each other’s throats
Até mesmo os republicanos estão no pé uns dos outros
 - c) on the issue
Por causa deste assunto
 - d) Opposes new taxes on e-commerce
É contrário a novos impostos sobre comércio virtual
 - e) As a way to spur the Net
Como uma forma de impulsionar a Rede (Internet)
 - f) To keep state and local governments solvent
A fim de que governos estaduais e municipais possam saldar seus compromissos
 - g) Grouse about the ill effects of sales taxes
Queixar-se dos efeitos negativos dos impostos sobre as vendas

Text 2

1. **E** – Pelas palavras do professor Henrik Christensen no parágrafo 2, é possível afirmar que novas invenções tecnológicas podem tornar mais fácil a vida das pessoas. Não se pode afirmar que: em

(a), as pessoas consideram os robôs não atraentes e perturbadores; em (b), as pessoas não esperam que os robôs realizem as tarefas monótonas do dia a dia; em (c), robôs inteligentes estão tornando a vida moderna estressante; em (d), a tecnologia jamais melhorará a qualidade de vida das pessoas.

2. C – De acordo com o parágrafo 3, um dos aspectos que contribuíram para a expansão do mercado de robôs domésticos foi o melhor conhecimento do processo de interação entre máquinas e humanos. Fala-se nas demais opções: em (a), no elevado preço de computação em alta velocidade; em (b), baterias para computadores menores e menos eficientes; em (d), a repentina popularidade dos peritos norte-americanos em robótica; em (e), alto consumo de energia pelas novas máquinas.
3. B – Ideia claramente expressa no parágrafo 3. Segundo o perito em robótica, Tucker Balch, a maioria dos robôs que podem executar uma diversidade de tarefas, serão vendidos por um preço entre \$1,000 e \$1,500. Nas outras opções diz-se que: em (a), o custo razoável para os robôs multifuncionais está na faixa de \$150-\$300; em (c), em três anos cientistas começarão a desenvolver as baterias necessárias para ativar os robôs domésticos que executam função única; em (d), os mais recentes avanços em *laptops* e telefones celulares desviaram a atenção dos cientistas dos robôs domésticos; em (e), nenhum robô jamais executará funções múltiplas porque é impossível combinar processamento, percepção, movimento e energia numa só plataforma.
4. A – Questão envolvendo conhecimento do vocabulário do texto. O **phrasal verb** “**take away**” pode ser substituído pelo verbo regular **to remove**. Nas demais opções: em (b), “**novel**” pode ser sinônimo de **new**, e não antônimo; em (c), “**emerge**” é emergir ao passo em que **disappear** é *desaparecer*; em (d), “**improvements**” são *melhorias* e **advances** são *avanços*, refletindo ideias correlacionadas e não contraditórias; em (e), “**useful**” significa úteis e pode ser substituído neste contexto por **helpful**.
5. B – O pronome “**their**” se refere evidentemente à palavra *people* quando o autor fala do que as pessoas pretendem fazer com *suas* vidas. Os demais termos se referem claramente aos robôs.
6. C – O **discourse marker therefore** pode ser traduzido por: *consequentemente, portanto*. Serve, assim, para o autor introduzir uma *conclusão*. Traduzindo o fragmento: *Por conseguinte, temos todas as tecnologias que podem dar apoio ao robô doméstico*. Nas demais opções: em (a), *enquanto eles se preparam para o trabalho, Millie faz a cama*; em (b), *Entretanto, uma nova geração de máquinas inteligentes chamados robôs pessoais*; em (d), *Enquanto alguns robôs pessoais já estão disponíveis, pesquisas importantes estão sendo realizadas*; em (e), *se você tiver somente cientistas da computação criando-os, não se irá construir um robô que...*
7. D – Traduzindo a frase primeiro: “**That cooperation is vital to creating the best-designed personal robots.**” (*Essa cooperação é vital para a criação dos melhores modelos de robôs domésticos*). Portanto, a melhor opção é “**collaboration of researchers from different areas of**

knowledge will be extremely beneficial to the future of robotics” (*colaboração entre os pesquisadores de diferentes áreas do conhecimento será benéfica para o futuro da robótica*). Nas demais opções tem-se: em (a), a perícia dos pesquisadores em ciência da computação da *Georgia Tech’s*, por si só, auxiliará a desenvolver os melhores robôs domésticos nos Estados Unidos; em (b), o esforço conjunto de cientistas da computação e engenheiros provavelmente não melhorará os modelos de robôs; em (c), a aliança entre cientistas da computação, projetistas e fisiologistas pode ser prejudicial para o futuro da robótica; em (e), a colaboração entre os pesquisadores da *Georgia Tech* e o *Robotics and Intelligent Machines Center* é ineficiente.

8. A – No parágrafo 1, o autor menciona especificamente que Millie, um dos robôs domésticos, arruma as camas, e Mickey – o cachorro-robô – avisa ao Sr. Clark para tomar seu remédio. No parágrafo 2, o professor Henrik Christensen nos diz que o mercado mundial de robôs pessoais cresce 400% ao ano porque as pessoas querem fazer cada vez mais nas suas vidas, e tecnologias avançadas permitem que as máquinas os substituam nas tarefas enfadonhas do dia a dia.

9. D – Questão que apenas exige atenção do candidato. No parágrafo final, todos esses domínios da ciência são mencionados, com exceção da **Physiology** (*fisiologia*). **These domains** (*estes campos da ciência*) citados pelo autor incluem: (a) **Psychology** (*psicologia*); (b) **Liberal Arts** (*ciências humanas*); (c) **Engineering** (*engenharia*); (e) **Computer Science** (*ciência da computação*).

10. E – O **modal verb could** expressa ideia de probabilidade em: **“you’re not going to build a robot that’s as good as one that *could* be built by computer scientists and mechanical engineers working together”** (*não se construirá um robô que seja tão bom quanto um que possa ser construído por cientistas da computação e engenheiros mecânicos trabalhando em conjunto*). Traduzindo as demais opções: em (a), você tem de ter processamento instalado, percepção, movimento e energia, em que **have to** expressa ideia de algo indispensável; em (b), nós temos todas as tecnologias que podem dar apoio ao robô pessoal, em que o verbo **can** indica capacidade; em (c), robôs domésticos multifuncionais custarão entre \$1,000 e \$1,500; em (d), essa cooperação é vital para criar os melhores modelos de robôs pessoais.

EXERCISE SECTION

I. Translation of the mini-text: “Vale do Silício”

A apenas 72km de São Francisco situa-se o coração da indústria de pesquisa da computação, de telecomunicações e aeroespacial. Apelidada pelo material usado nos componentes dos computadores, o *Vale do Silício* é a sede de centenas de empresas, as quais são atraídas pelas políticas de tributação e de uso da terra na Califórnia, bem como pela disponibilidade de formandos em ciência e engenharia egressos das faculdades e universidades próximas.

Novos *Vales do Silício* estão surgindo perto de Boston e no sul para fazer face à demanda crescente. A concorrência feroz diminuiu os preços das invenções tais como computadores e levou a novos modos de fazer velhas coisas, como a leitura ótica de preços nos supermercados. Verdadeiramente dramática é a disseminação dos computadores nas vidas dos jovens usuários

tanto para fins educacionais e ambientais.

II. THE MICROCHIP REVOLUTION

1. Os microcomponentes nos fornecem poder computacional barato num minúsculo espaço.
2. À medida que o custo dos microcomponentes continua a cair, torna-se economicamente vantajoso usá-los mais e mais.
3. Temos de aceitar os microcomponentes ou encarar a alternativa de sair do livre mercado mundial.
4. Aceitar os microcomponentes traz benefícios e problemas.
5. Entre os benefícios incluem-se maior eficiência em encontrar e usar informações.
6. Podemos nos precaver contra alguns dos problemas.
7. Podemos, por exemplo, estar atentos à má utilização das informações constantes dos arquivos nos computadores.
8. Existe o problema da alienação: pessoas que não conseguem encontrar um lugar no mundo tecnológico do futuro.
9. Para precaver-se desse problema é necessário educação e programas de treinamento, bem como máquinas fáceis de usar.
10. Por fim, há o problema das pessoas cujas habilidades se tornam dispensáveis por causa das máquinas.
11. Uma vez mais existe a necessidade da educação e da reciclagem.
12. Os recursos necessários para pagar este tipo de programas tem maior probabilidade de surgir se usarmos os microcomponentes.

III. WORD FORMS – the suffix – SHIP

1. He said that **friendship** is the most valuable thing in life to him.
Ele disse que a amizade para ele é o bem mais valioso na vida.
2. How do you expect to enter the club without a **membership card**?
Como você espera entrar no clube sem sua carteira de sócio?
3. Mario is of Italian descent. He has **double citizenship**.
Mario é de descendência italiana. Ele possui dupla cidadania.
4. Jenny felt lonely. She had been deprived of the **companionship** of all her friends.
Jenny sentia-se solitária. Havia sido privada da companhia de todos os seus amigos.
5. The young lady **claimed proprietorship** to her aunt's old farm.
A jovem senhora reivindicava a propriedade da velha fazenda de sua tia.

6. Right after graduation my cousin **accepted an internship** in a state hospital.

*Logo após sua formatura minha prima **aceitou um período de residência** num hospital do estado.*

7. Greg was chosen because he **showed strong leadership** for the managerial position he had applied for.

*Greg foi escolhido porque **demonstrou sólidas qualidades de liderança** para o cargo gerencial a que havia se candidatado.*

IV. FALSE COGNATES

1. **particular** – não há dúvidas de que meu irmão mais novo é muito exigente com suas roupas.

2. **exquisite** – Por ser uma mulher de gostos refinados, Gloria escolheu as joias mais caras da vitrine da loja.

3. **formidable** – O campeão não esperava enfrentar um oponente tão temível.

4. **assist** – Foi-nos ensinado que devemos ajudar os idosos e os necessitados.

5. **pretending** – Pare de fingir que está dormindo.

6. **candid** – Dê-me sua opinião sincera sobre este assunto.

7. **resume** – A reunião está adiada. Recomeçaremos os trabalhos em duas horas, senhoras e senhores.

8. **compromise** – Ambas as partes em guerra teriam de fazer concessões do contrário, nenhum acordo de paz seria alcançado.

V. PHRASAL VERBS WITH FALL

1. At first it seemed such a neat idea but in the end the whole thing **fell through**.

A princípio parecia uma bela ideia, mas no final não deu em nada.

2. The number of students attending the IT course this year has **fallen off** significantly.

O número de alunos assistindo ao curso de TI este ano caiu significativamente.

3. It was an amazingly tricky scheme. And many people **fell for** it.

Era um esquema surpreendentemente enganoso, e muitas pessoas caíram nele.

4. The price of oil has gone up and nobody knows when it will **fall down**.

O preço do petróleo aumentou e ninguém sabe quando cairá.

5. Suddenly an expectant silence **fell on** all the participants.

De repente, um silêncio cheio de expectativa caiu sobre todos os participantes.

FINAL QUIZ – ANYTHING GOES

1. How can you translate the expression **broaden access to Internet**?

“ampliar o acesso a internet.”

2. The **missing word**: “It’s far more affordable and environmentally friendly to **upgrade** an existing machine than buying a new one.” (*É muito menos oneroso e muito mais ambientalmente correto*)

fazer uma atualização de uma máquina existente do que comprar uma nova.)

3. The **missing word**: “The Internet has brought into being a **virtual** world that is expanding every moment.” (*A Internet fez nascer um mundo virtual que está se expandindo a cada momento.*)
4. **identity theft corresponds to** *roubo de identidade.*
5. **floppy disc** é o velho disquete.
6. A expressão “**digital divide**” diz respeito ao **gap**, à defasagem existente entre países, sociedades com maior e menor acesso à tecnologia da informação.
7. **search tools** correspond to *ferramentas de busca.*
8. The **phrasal verb carry out** means *executar, realizar*. Translating the fragment: “business that can **carry out** e-commerce successfully” (*empresa que consegue realizar o comércio online com sucesso*).
9. Sucintamente a expressão **hardware and software tools** *significa ferramentas do sistema e ferramentas de programa.*
10. **wireless sensors correspond to** *sensores sem fio.*

Insurance (Seguros)

I. Brainstorming – Insurance

Reminder: Você só precisa fazer este exercício mentalmente, a versão completa aparecerá logo a seguir.

Assim como enfatizamos a **key word tax** na unidade referente a impostos e tributação, quando falamos em **insurance** (*seguro*) é necessário que você se familiarize com diversos termos técnicos e locuções; **such as: coverage; insurance plan, claims; premium refund etc.**

a) You can find these nouns and adjectives + insurance: health insurance; car insurance; home insurance; household insurance; fire insurance; travel insurance; marine insurance; personal insurance; commercial insurance; compulsory insurance; unemployment insurance; third party insurance; indemnity insurance; public liability insurance; comprehensive insurance; adequate insurance; long term insurance; additional insurance.

b) These are some of the things you can do: have insurance; maintain insurance; renew insurance; apply for insurance; arrange insurance; buy insurance; purchase insurance; get insurance; obtain insurance; take out insurance; sell insurance; claim (on) insurance; offer insurance; provide (somebody with) insurance; underwrite insurance; cancel insurance.

c) a person or business can be: fully insured; adequately/inadequately insured; privately insured.

d) Insurance may go together with many nouns: insurance policy; insurance cover; insurance scheme; insurance contribution; insurance premium; insurance payment; insurance costs; insurance claim; insurance certificate; insurance broker; insurance sector; insurance underwriter; insurance fund; insurance company/firm/group.

By the way, o **text 1** desta unidade é a respeito dos **Health Insurance Plans**, certamente um assunto que precisa ser do conhecimento de todos que prestam concursos para a *Susep, IRB* etc.

Full Version

Assim como enfatizamos a **key word tax**, na unidade referente a impostos e tributação, quando falamos em **insurance** (*seguro*) é necessário que você se familiarize com diversos termos técnicos e locuções, **such as: coverage** (*cobertura de uma apólice ou de um plano de seguro*); **insurance plan**(*plano de seguros*), **claims** (*reclamações de sinistros*), **premium refund** (*restituição de prêmio de seguros*) etc.

a) You can find these nouns and adjectives + insurance: **health insurance** (*seguro-saúde*); **car insurance** (*seguro de veículos*); **home insurance** (*seguro residencial*); **household insurance** (= *seguro residencial*); **fire insurance** (*seguro contra incêndio*); **travel insurance** (*seguro viagem*); **marine insurance** (*seguro marítimo*); **personal insurance** (*seguro pessoal*); **commercial insurance** (*seguro comercial*); **compulsory insurance** (*seguro obrigatório*); **unemployment insurance** (*seguro desemprego*); **third party insurance** (*seguro contra terceiros*); **professional indemnity insurance** (*seguro indenização profissional*); **public liability insurance** (*seguro de responsabilidade civil*); **comprehensive insurance** (*seguro abrangente*); **adequate insurance** (*seguro apropriado*); **long term insurance** (*seguro de longo prazo*); **additional insurance** (*seguro extra, adicional*).

b) These are some of the things you can do: **have insurance** (*ter, fazer seguro*); **maintain insurance** (*manter um seguro*); **renew insurance** (*renovar um seguro*); **apply for insurance** (*solicitar um seguro*); **arrange insurance** (*obter um seguro*); **buy insurance** (*comprar (apólice de) seguro*); **purchase insurance** (*comprar seguro*); **get insurance** (*obter seguro*); **obtain insurance** (*obter seguro*); **take out insurance** (*fazer seguro*); **sell insurance** (*vender seguro*); **claim (on) insurance** (*reivindicar um seguro*); **offer insurance** (*oferecer seguro*); **provide somebody with insurance** (*fornecer seguro a alguém*); **underwrite insurance** (*subscrever um seguro*); **cancel insurance** (*cancelar (uma apólice de) seguro*).

(*) **to purchase** é um verbo mais formal que também significa *comprar*.

c) **a person or business can be (adv. + insured): fully insured** (*completamente, totalmente segurado*); **adequately/inadequately insured**; (*suficiente ou insuficientemente segurado, coberto por uma apólice de seguros*); **privately insured** (*segurado privativamente*).

d) **Insurance may go together with many nouns (insurance + noun)**

Insurance policy (*apólice de seguro*); **insurance cover** (*cobertura de seguro*); **insurance scheme** (*plano de seguro*); **insurance contribution** (*contribuição de seguro*); **insurance premium** (*prêmio de seguro*); **insurance payment** (*pagamento de seguro*); **insurance costs** (*custos de seguro*); **insurance claim** (*reivindicação de seguro*); **insurance certificate** (*certificado de seguro*); **insurance broker** (*corretor de seguro*); **insurance sector** (*setor de seguro*); **insurance underwriter** (*subscritor de seguro*); **insurance fund** (*fundo de seguro*); **insurance company/firm/group** (*companhia (s) de seguros*)

By the way, o text 1 desta unidade é a respeito dos **Health Insurance Plans** (*planos de saúde*), certamente um assunto que precisa ser do conhecimento de todos que prestam concursos para a Susep, IRB etc.



You are fully insured, aren't you?

Really worth quoting!

"Problems are only opportunities in work clothes." (Henry A. Kaiser)

"Problemas são apenas oportunidades em roupas de trabalho."(Henry A. Kaiser)

II. Analysis of Texts

Text 1: Health Insurance Plans – Changes and Choices

Today, there are many more kinds of health insurance to choose from than were available just a few years ago. Traditional differences between and among plans may no longer apply. Also, there is an increased emphasis on the role of consumers in managing their own health care and health care finances. There is a focus on providing information on the cost of care and health care quality—at the level of the physician, physician group, and hospital—to help consumers and employers choose among the many options available to them.

Things have changed a lot since the 1970s, when most people in the United States who had health insurance had indemnity insurance. Indemnity insurance is often called fee-for-service or traditional health insurance. This type of coverage generally assumes that the medical provider (usually a doctor or hospital) will be paid a fee for each service provided to the patient — that is, you or a family member covered

15 under the policy.

With fee-for-service insurance, you go to the doctor of your choice, and you submit a claim to the insurance company for reimbursement. Often, your doctor or hospital will submit the claim for you. You will only be reimbursed for “covered” medical expenses; that is, the covered
20 services listed in your plan’s benefits summary.

When a service is covered under your policy, you can expect to be reimbursed for some – but generally not all – of the cost. How much you will receive depends on your policy’s coinsurance and deductibles. You will be responsible for the portion of the bill not reimbursed by
25 the insurance company.

Today, many Americans who have health insurance are enrolled in a managed care plan, such as a health maintenance organization (HMO) or a preferred provider organization (PPO).

When we talk about health insurance, we usually mean the kind
30 of insurance that pays medical bills, hospital bills, and typically, prescription drug costs. This type of coverage includes Medicare and Medicaid, two government programs that provide health insurance coverage for certain populations, such as seniors, people with disabilities, and individuals and families with low income. But there are
35 other types of coverage as well, including disability insurance, long-term care insurance, and other coverage that can offer additional financial protection for you and your family.

Visit: <http://www.ahrq.gov/consumer/insuranceqa>

(*) *ahrq* stands for **Agency for Healthcare Research & Quality**

Neste *site* você encontrará farto material sobre seguros e termos afins.

Analysis Of Text 1

1. How can you translate the title of **text 1**?

“Health Insurance Plans – Changes and Choices”

2. Escreva aqui outra **discourse marker** que poderia ter sido usada com o mesmo sentido de **also (L-3)**.

3. Escreva uma palavra ou locução que possa substituir **often (L-18)** neste contexto.

4. As a **discourse marker**, o que indica a locução **such as (L-27)**?

5. O que está expressando o **modal verb can (L-36)** neste contexto?

6. Translate the following fragments:

a) Today, there are many more kinds of health insurance to choose from

b) than were available just a few years ago

c) Traditional differences between and among plans may no longer apply.

d) there is an increased emphasis on the role of consumers

e) in managing their own health care and health care finances

f) There is a focus on providing information on the cost of care and health care quality

g) at the level of the physician, physician group, and hospital

h) to help consumers and employers choose among the many options available to them

i) Indemnity insurance is often called fee-for-service

j) that is, you or a family member covered under the policy

k) you submit a claim to the insurance company for reimbursement

l) How much you will receive depends on your policy's coinsurance and deductibles

m) Americans who have health insurance are enrolled in a managed care plan

n) government programs that provide health insurance coverage for certain populations

o) such as seniors, people with disabilities, and individuals and families with low income

p) But there are other types of coverage as well

q) that can offer additional financial protection for you and your family

III. Vocabulary Build Up

Complete the mini-text below with one word from the box:

Mini-text 1: CNSP

body	entities	securities	guidelines	approval	role
------	----------	------------	------------	----------	------

The National Council of Private Insurance – CNSP is the system’s deliberative _____ (1) and it is responsible for the settlement of the Brazilian Government policies’ _____ (2) and directives for insurance and capitalization companies and open private pension

5 _____ (3) in Brazil.

The Chairman of the Council is the Minister of Finance or his representative, usually the SUSEP’s Superintendent, who is also the Vice-Chairman. Representatives of Central Bank, Ministry of Justice, Ministry of Social Security and of Brazilian _____ (4) Exchange

10 Commission (CVM) also have a seat at the Council.

In this way, SUSEP plays a key _____ (5) within CNSP, since all the rules issued by the Council are elaborated by SUSEP and have its prior _____ (6).

Visit: <http://www.susep.gov.br/menuingles>

Analysis of Mini-Text 1

1. Sucintamente, escreva aqui qual a atribuição do *CNSP* (Conselho Nacional de Seguros Provados).

2. O pronome **who (L-7)** neste contexto poderia ser substituído por **which**. **True or False?**

3. Translate the following fragments:

a) it is responsible for the settlement

b) also have a seat at the Council

c) since all the rules issued by the Council

IV. Unit Mock Test

Read the text below in order to answer questions 1 to 3.

The Last Word: Focusing on Distribution

A poor economic environment, extreme stock market volatility and significant credit losses have battered the insurance industry in recent years. Some weaker players have dropped out of the market. Fortunately, the world economy appears to be recovering. Stock markets turned in a relatively strong performance in 2003. Interest rates are still very low, and the prospect of a quick rise seems remote. Solvency pressures have abated somewhat, and most insurers no longer have their backs to the wall.

Over the past few years, insurers have done a good deal of “clean up,” cutting expenses and improving their risk management processes. But the time has come to refocus on growth strategies. Insurers cannot “save their way to prosperity.” From here on, earnings growth will have to be driven predominantly by revenue growth. There are two primary engines of revenue growth: acquisitions and improved or expanded distribution. Although many pundits are writing about why an upturn in merger and acquisition activity is likely this year, I believe it’s time for insurers to turn their attention, once again, to distribution.

(By Patricia L. Guinn from Emphasis magazine, page 28, 2004)

1. The author believes that time has come for insurers to:

- a) cut down on expenses;
- b) improve their risk management;
- c) intensify merger and acquisitions this year;
- d) concentrate on expanding distribution in 2004;
- e) do a good deal of “clean up”.

2. Thanks to a relatively strong performance of stock markets in 2003, insurers:

- a) do not feel solvency pressure any longer;
- b) have battered the insurance industry recently;
- c) view remote prospects of a quick rise;

- d)** feel that interest rates are still very low;
- e)** are not in so difficult a position as they were before.

3. In relation to the stand adopted by many experts, the author:

- a)** disagrees with them;
- b)** is disappointed in them;
- c)** will confront them;
- d)** quotes them;
- e)** shares their opinion.

V. Learn From Past Exams

Text 1: Financial and Market Conditions

Many forces affect the price, availability and security of the insurance product. Some are external, such as changes in interest rates and the stock market, regulatory activity, the number and severity of natural disasters, growth in litigation and rising medical costs. Others are
5 internal, such as the level of competition.

The insurance industry is cyclical. Rates and profits fluctuate depending on the phase of the cycle, particularly in commercial coverages. The profitability cycle may be somewhat different for different types of insurance. While the industry as a whole experienced one of its
10 best years in recent history in 2004 and in the first half of 2005, losses associated with Hurricane Katrina, Rita and Wilamamay wipe out the profits of many insurers and force some to raise additional capital. None of the major companies are likely to become insolvent, however.

Visit: www.iii.org Jan/2006 (Adapted) - [Esaf/Susep/2006]

1. In paragraph 1, the author:

- a)** disregards the coexistence of internal and external forces;
- b)** refers to forces which must be foreseen by insurance analysts;
- c)** mentions a set of forces which affect the insurance product;
- d)** presents external factors which once affected the insurance industry;
- e)** lists external forces which will probably hinder the industry's growth.

2. In paragraph 2, the insurance industry is described as cyclical. Thus, it is characterized by elements which:

- a)** seldom occur again;
- b)** are hardly identifiable;
- c)** do not follow a noticeable pattern;
- d)** are regularly repeated;
- e)** vary both in length and degree.

3. The text informs us that:

- a)** the profits made by many insurers might be destroyed due to natural disasters;
- b)** additional capital would have to be raised so as to assist victims of disasters;

- c) insolvency will have to be faced by the major international insurance companies;
- d) 2004 may be seen as the least profitable year in the insurance industry's history;
- e) 2005 and 2006 should make up for the financial losses faced by the industry in 2004.

VI. Exercise Section

I. Complete the sentence with the past forms of the irregular verbs in brackets:

1. Medical costs _____ (**GROW**) significantly last year.

2. None of the major insurers _____ (**BECOME**) insolvent, though.

3. The industry as a whole _____ (**HAVE**) one of its best years in recent history.

4. The profitability cycle _____ (**MAY**) be somewhat different for different types of insurance.

5. Some forces _____ (**BE**) external, such as changes in interest rates.

II. Translate The Text "The Insurance Market"

Preliminary numbers relating to 2002 indicate that the insurance market has a premium base of approximately R\$30 billion and returned to policy holders by means of claims payment around R\$21 billion. The insurance sector in Brazil with over 100 active insurance companies, close to 20 capitalization companies and over 70 open pension plans plus a significant number of insurance brokers of over 70.000, generates more than 200,000 direct jobs and represents approximately 3.2% of *GNP*.

With the above picture in mind the insurance market, which walks hand in hand with the maturity of the country, assists and depends upon the economic stability to further develop. In our view the main issues that should be prioritized are: the stimulation of cooperation between authorities and the private sector to intensively combat fraud, which is an important finance source for criminal activity. Fraud disrupts society and makes insurance more expensive; the adoption of a tax model that is equal between all institutions that compose the National Finance system; the difference in treatment given by the current tax legislation to the different institutions of the National Finance System increase the cost to consumers. An example of this relates to the base used to calculate the *PIS* and *COFINS* of insurance companies.

(From *Britain-Brazil magazine*, by Thomas K. Batt, page 16, January / February 2003 issue)

III. Insurance Vocabulary (I)

Sem consultar nenhum dicionário procure correlacionar as colunas **A & B**:

--	--

A	B
1. losses outstanding	a. () benefícios pendentes
2. risk analysis	b. () reservas de sinistros
3. unsettled benefits	c. () sinistros pendentes
4. claims reserves	d. () limites de responsabilidade
5. limits of liability	e. () cobertura automática
6. automatic cover	f. () análise de riscos

IV. Insurance Vocabulary (II)

Sem consultar nenhum dicionário procure correlacionar as colunas A & B:

A	B
1. branch office	a. () liquidação de sinistros
2. claims settlement	b. () sucursal
3. assumed liability	c. () contrato de resseguro
4. mortgage loans	d. () responsabilidade contratual
5. net earnings	e. () empréstimo sobre hipoteca
6. reinsurance treaty	f. () lucro líquido

V. Prepositions + insurance – Translate the following sentences

1. Do you have **insurance against** theft?

2. All the employees have **insurance for** personal injury.

3. He planned to gain millions in **insurance on** his old uncle.

4. My **insurance is with** Banco do Brasil.

VI. Add an appropriate suffix to the word in parentheses:

1. The lady came up to me and began to talk _____. (**nervous**)

2. As Paul did not speak Chinese, he needed an _____. (**interpret**)

3. We expect many _____ to come over the weekend. (**visit**)

4. Mr. Howard is not our professor; he’s just an _____. (**assist**)

5. A notorious drug trafficker was arrested yesterday, but I don't know the exact time of his _____. (**to arrest**)

6. As a matter of fact, Joanne sang _____ at the concert. (**beautiful**)

7. Talk to that gas station _____ over there. (**attend**)

8. Daring _____ arrived in the new world after a long trip. (**explore**)

9. It's good to see so many _____ faces after such a long absence. (**friend**)

10. How many _____ is the company taking this year? (**train**)

VII. Unit Quiz – Anything Goes

Tente responder este **QUIZ – ANYTHING GOES**(*Teste Vale Tudo*) depois que houver estudado a unidade inteira.

1. How can you translate the phrase “**insurance policy**”?

2. Como se diz capital de giro em inglês: [a] flowing / b) working] capital?

3. If the landlord tells the tenant he/she has to pay the utility bills, which bills is the landlord referring to?

4. Translate the following fragment that you find somewhere in this unit: “**wipe out the profits of many insurers**”.

5. O que você entende por policy holders?

6. Como se diz *Comissão de Valores Mobiliários (CVM)* in English?

7. Se aparecesse a expressão “**third party insurance**”, como você a entenderia?

8. What do you understand by “**profitability cycle**”?

9. If you pay your credit card invoice in part, then interest will be charged when you pay the [a] outstanding balance / b) amount resting].

10. How can you translate the phrase: **disability insurance**?

VIII. Answers & Comments

ANALYSIS OF TEXT 1

1. How can you translate the title of **text 2**?

“**Health Insurance Plans – Changes and Choices**”

Planos de Seguro Saúde – Alterações e Escolhas

2. Outra **discourse marker** que poderia ter sido usada com o mesmo sentido de **also** (*também*) seria, por exemplo, **besides** (*além disso*).

3. Uma palavra ou locução que pode substituir **often**(frequentemente) neste contexto é **frequently** ou **oftentimes**.

4. As a **discourse marker**, a locução **such as** (*tal como, tais como*) introduz uma *exemplificação*.

5. O **modal verb can** neste contexto, expressa algo que é possível fazer.

6. Translate the following fragments:

a) Today, there are many more kinds of health insurance to choose from

Hoje, existem muitos outros tipos de seguro saúde à sua escolha

b) than were available just a few years ago.

do que estavam disponíveis há alguns anos

c) Traditional differences between and among plans may no longer apply

Diferenças tradicionais entre os planos podem não mais se aplicar

d) there is an increased emphasis on the role of consumers

há uma crescente ênfase no papel dos consumidores

e) in managing their own health care and health care finances

ao gerenciar seus próprios planos de assistência médica e no seu financiamento

f) There is a focus on providing information on the cost of care and health care quality

Há um foco no fornecimento de informações quanto ao custo da assistência e de sua qualidade

- g)** at the level of the physician, physician group, and hospital
no nível (da escolha) do médico, equipe médica e do hospital
- h)** to help consumers and employers choose among the many options available to them
para ajudar os consumidores e empregados a escolher entre as muitas opções disponíveis para eles
- i)** Indemnity insurance is often called fee-for-service
O seguro indenização é frequentemente denominado de serviço por uma taxa, por um honorário
- j)** that is, you or a family member covered under the policy
Isto é, você ou um integrante de sua família amparado pela apólice
- k)** you submit a claim to the insurance company for reimbursement
you apresenta uma solicitação, uma reivindicação, à companhia de seguros para reembolso
- l)** How much you will receive depends on your policy's coinsurance and deductibles
Quanto você receberá depende da extensão da cobertura de sua apólice de seguro e das parcelas dedutíveis
- m)** Americans who have health insurance are enrolled in a managed care plan
Norte-americanos que têm seguro-saúde são inscritos num plano de assistência gerenciado
- n)** government programs that provide health insurance coverage for certain populations
programas governamentais que oferecem cobertura do seguro-saúde para certos grupos da população
- o)** such as seniors, people with disabilities, and individuals and families with low income
tais como idosos, pessoas portadoras de deficiências e indivíduos e famílias de baixa renda
- p)** But there are other types of coverage as well
Porém, há outros tipos de cobertura também
- q)** that can offer additional financial protection for you and your family
que podem oferecer proteção adicional para você e para sua família

VOCABULARY BUILD UP

Mini-text 1: CNSP

1. body / 2. guidelines / 3. entities / 4. securities / 5. role / 6. approval

BRIEF ANALYSIS OF MINI TEXT 1

1. O CNSP(Conselho Nacional de Seguros Provados) é o órgão responsável pelo estabelecimento de diretrizes e normas para a política das companhias de seguro e capitalização, bem como das entidades de previdência privada no Brasil.
2. **False-** O pronome “**who**”, que se refere ao superintendente, portanto uma pessoa, não pode ser substituído por **which** que poderia ser usado caso a referência fosse ao CNSP, por exemplo.
3. Translation of the fragments:
 - a)** it is responsible for the settlement
é responsável pelo estabelecimento

b) also have a seat at the Council

também tem lugar (assento) no Conselho

c) since all the rules issued by the Council

já que todas as regulamentações emitidas pelo Conselho

MOCK TEST

The Last Word: Focusing On Distribution

1. **D** – A autora acreditava que havia chegado a hora de as seguradoras se concentrarem na expansão da distribuição naquele ano de 2004. Nas demais opções lê-se que era chegada a hora de: em **(a)**, reduzir as despesas; em **(b)**, melhorar seu gerenciamento de riscos; em **(c)**, intensificar com as fusões e aquisições; em **(e)**, realizar uma grande quantidade de “clean up”.
2. **E** – Graças a uma atuação relativamente firme dos mercados de ações em 2003, as seguradoras não se acham em uma posição tão difícil quanto estiveram anteriormente. Nas outras opções diz-se que as seguradoras: **(a)**, não sentem mais a pressão quanto a capacidade de pagar suas dívidas; em **(b)**, castigaram a indústria de seguros recentemente; em **(c)**, veem perspectivas remotas de um aumento rápido; em **(d)**, sentem que as taxas de juros ainda estão muito baixas.
3. **A** – No tocante à posição adotada por muitos peritos, a autora discorda deles. Nas outras opções diz-se que a autora: em **(b)**, está decepcionada com eles; em **(c)**, irá confrontá-los; em **(d)**, faz menção a eles; em **(e)**, partilha da opinião deles.

LEARN FROM PAST EXAMS

1. **C** – No parágrafo 1, o autor cita um grupo de forças que afetam o produto seguro, destaca forças externas, tais como mudanças nas taxas de juros, o mercado de ações, a atividade reguladora, o número e a intensidade das catástrofes naturais, crescimento de litígios e custos médicos crescentes; bem como forças internas como o nível de concorrência. Nas outras opções lê-se que o autor: em **(a)**, desconsidera a coexistência de forças externas e internas; em **(b)**, refere-se a forças que devem ser previstas pelos analistas de seguros; em **(d)**, apresenta fatores externos que em certa ocasião afetaram a indústria de seguros; em **(e)**, faz uma lista das forças externas que provavelmente irão impedir o crescimento da indústria.
2. **D** – No parágrafo 2, a indústria de seguros é descrita como cíclica, **thus** (*) (*portanto*), obviamente, se caracteriza por elementos que se repetem regularmente. Nas demais opções: em **(a)**, raramente ocorrem de novo; em **(b)**, quase não são identificáveis; em **(c)**, não seguem um padrão perceptível; em **(e)**, variam tanto em extensão quanto em gradação.
(*) **thus** – palavra marcadora do discurso que merece sua atenção, indica *resultado, consequência*.
3. **A** – O autor do texto nos informa que os lucros auferidos por muitas seguradoras poderiam ser destruídos devido a desastres naturais. Gostaria de chamar sua atenção para o significado do **phrasal verb to wipe out** (*destruir, exterminar, acabar com*), fundamental para a escolha da

resposta correta. Observe que a banca Esaf não cobra gramática de forma tradicional, com preenchimento de lacunas etc., ela cobra assim: de forma indireta. Nas outras opções: em (b), capital adicional teria de ser levantado para auxiliar as vítimas de desastres; em (c), a insolvência terá de ser encarada pela maioria das grandes companhias internacionais de seguros; em (d), 2004 pode ser encarado como o ano menos lucrativo na história da indústria de seguros; em (e), 2005 e 2006 devem compensar as perdas financeiras enfrentadas pela indústria em 2004.

(*) **make up for (phrasal verb)** – *compensar alguma coisa*

EXERCISE SECTION

I. Past forms of the irregular verbs:

1. Medical costs **GREW** significantly last year.

Os custos médicos cresceram significativamente no ano passado.

2. None of the major insurers **BECAME** insolvent, though.

Nenhuma das grandes seguradoras entrou em falência, contudo.

3. The insurance industry as a whole **HAD** one of its best years in recent history.

A indústria de seguros como um todo teve um de seus melhores anos da história recente.

4. The profitability cycle **MIGHT** be somewhat different for different types of insurance.

O ciclo de lucratividade poderia ser algo diferente para os diferentes tipos de seguros.

5. Some forces **WERE** external, such as changes in interest rates.

Algumas forças eram externas, como as mudanças nas taxas de juros.

II. Translation: “O Mercado de Seguros”

Números preliminares relativos ao ano de 2002 indicam que o mercado de seguros possui uma receita de prêmios de cerca de R\$30 bilhões, e transferiu aos detentores de apólices através de pagamentos de sinistros em torno de R\$21 bilhões. O setor de seguros no Brasil com mais de 100 companhias de seguros em atividade, perto de 20 empresas de capitalização e mais de 70 planos de previdência abertos além de um número significativo de corretores de seguro gera mais de 200 mil empregos e representa cerca de 3,2% do PNB.

Tendo em mente o quadro acima, o mercado de seguros, que caminha de mãos dadas com a maturidade do país, ajuda e depende da estabilidade econômica a desenvolver-se mais. A nosso ver, os principais assuntos a serem priorizados são: o estímulo à cooperação entre as autoridades e o setor privado a fim de combater intensamente a fraude, que é uma importante fonte de financiamento da atividade criminosa. A fraude rompe com a sociedade e torna o seguro mais caro; a adoção de um modelo de tributação que seja igual entre todas as instituições que compõem o sistema financeiro nacional. A diferença de tratamento dada pela atual legislação tributária às diferentes instituições do sistema financeiro nacional aumenta o custo para os consumidores. Um exemplo disto diz respeito à base tributável usada para calcular o PIS e COFINS das companhias de seguros.

III. Insurance Vocabulary I

A	B
1. losses outstanding	a.(3) benefícios pendentes
2. risk analysis	b.(4) reservas de sinistros
3. unsettled benefits	c.(1) sinistros pendentes
4. claims reserves	d.(5) limites de responsabilidade
5. limits of liability	e.(6) cobertura automática
6. automatic cover	f. (2) análise de riscos

IV. Insurance Vocabulary II

A	B
1. branch office	a.(2) liquidação de sinistros
2. claims settlement	b.(1) sucursal
3. assumed liability	c.(6) contrato de resseguro
4. mortgage loans	d.(3) responsabilidade contratual
5. net earnings	e.(4) empréstimo sobre hipoteca
6. reinsurance treaty	f. (5) lucro líquido

V. Prepositions + insurance – Translate the following sentences

1. Do you have **insurance against** theft?
Você tem seguro contra roubo (furto)?
2. All the employees have **insurance for** personal injury.
Todos os empregados têm seguro contra acidentes (lesões) pessoais.
3. He planned to gain millions in insurance on his old uncle.
Ele planejava ganhar milhões em seguro aproveitando-se do velho tio.
4. My **insurance is with** Banco do Brasil.
Tenho seguro do Banco do Brasil.

VI. Appropriate Suffixes

1. The lady came up to me and began to talk **nervously**.
*A senhora se aproximou de mim e começou a falar **nervosamente**.*
2. As Paul did not speak Chinese, he needed an **interpreter**.
*Como Paulo não falava chinês, precisava de um **intérprete**.*
3. We expect many **visitors** to come over the weekend.
*Esperamos que muitos **visitantes** venham no fim de semana.*
4. Mr. Howard is not our professor; he’s just an **assistant**.
*O Sr. Howard não é nosso professor; é só um **assistente**.*
5. A notorious drug trafficker was arrested yesterday, but I don’t know the exact time of his **arrest**.
*Um conhecido traficante de drogas foi preso ontem, mas não sei a hora exata de sua **prisão**.*

6. As a matter of fact, Joanne sang **beautifully** at the concert.

*Na verdade a Joana cantou **lindamente** no concerto.*

7. Talk to that gas station **attendant** over there.

*Fale com o **frentista** ali.*

8. Daring **explorers** arrived in the new world after a long trip.

***Exploradores** corajosos chegaram ao novo mundo após uma longa viagem.*

9. It's good to see so many **friendly** faces after such a long absence.

*É bom ver tantos rostos **amigos** depois de tão longa ausência.*

10. How many **trainees** is the company taking this year?

*Quantos **estagiários** a firma está contratando este ano?*

Final Quiz – Anything Goes

1. Translation the phrase **insurance policy**: *tanto pode ser apólice de seguro quanto política de seguros.*

2. Capital de giro em inglês é **(b)** working capital.

3. If the landlord (*senhorio, proprietário*) tells the tenant (*inquilino/a*) he/she has to pay the utility bills, he is referring to the water bill, the gas bill, the light bill ...

4. Translation of the fragment: “**wipe out the profits of many insurers**” (*consumir, eliminar os lucros de muitas seguradoras*).

5. Por policy holders *entendemos os detentores de apólices de seguro.*

6. *Comissão de Valores Mobiliários (CVM)*, in English, corresponds to **Securities Exchange Commission**.

7. A expressão “**third party insurance**” **corresponde a** *seguro contra terceiro.*

8. “**profitability cycle**” corresponds to *ciclo de lucratividade.*

9. If you pay your credit card invoice in part, then interest will be charged when you pay the (a) outstanding balance (*saldo remanescente*)

10. The phrase **disability insurance** corresponds to *seguro invalidez.*

Marketing

(O Processo de Comercialização)

I. BRAINSTORMING – MARKETING

Marketing é um termo usado para designar várias atividades relacionadas com a distribuição dos produtos do fabricante até chegarem ao cliente. **After all**, de que adianta fabricar produtos se você não conseguir fazer com que cheguem ao seu **target**, ou seja, **the consumers, the clients**.

Definition of Marketing approved by the **American Marketing Association Board of Directors**:

“**Marketing** is the activity, set of institutions, and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners, and society at large.”

(Marketing é a atividade, conjunto de intuições e processos para a criação, comunicação, entrega e troca de ofertas que possuam valor para os clientes)

Na tarefa de interessar os clientes em potencial em produtos e serviços, o **marketing** se vale de **strategies** (estratégias). É necessário que haja um **marketing plan** (plano de marketing). **Tools** (ferramentas) são utilizadas para satisfazer as relações com os consumidores.

Advertising (propaganda), **for example**, é uma dessas ferramentas mais poderosas. Vários **advertisements** (anúncios publicitários), ou simplesmente **ads**, apresentam um **slogan**, uma frase, geralmente bem concisa, de fácil memorização, para facilitar sua repetição, visando a atrair o interesse dos consumidores.

Outra **definition: marketing mix** (composto mercadológico) – o conjunto dos diferentes elementos de um **marketing plan, such as product conception** (concepção do produto), **development** (desenvolvimento do produto), **promotion** (promoção), pricing (fixação do preço) and **packaging** (embalagem).

Veja se consegue traduzir esta outra **definition** do the **American Marketing Association Board of Directors**:

“**Marketing research** is the function that links the consumer, customer, and public to the marketer through information--information used to identify and define marketing opportunities and problems; generate, refine, and evaluate marketing actions; monitor marketing performance; and improve understanding of marketing as a process. Marketing research specifies the information required to address these issues, designs the method for collecting information, manages and

implements the data collection process, analyzes the results, and communicates the findings and their implications.”

II. ANALYSIS OF TEXTS

Text 1: Market Challenges

Brazil has a large and diversified economy that offers U.S. companies many opportunities to export their goods and services, and U.S. exports are increasing rapidly. That said, and despite noteworthy signs of improvements, there are a number of challenges in the Brazilian market, including uneven income distribution, poor public education, significant imbalance of market concentration, and an informal economy that hinders tax collection and keeps economic growth from reaching its full potential. These factors create a complex business environment with obstacles for U.S. exporters. Doing business in Brazil requires intimate knowledge of the local environment, including both the explicit as well as implicit costs of doing business (referred to as the “*Custo Brasil*”). Such costs are often related to distribution, government procedures, employee benefits, environmental laws, and a complex tax structure. Logistics pose a particular challenge, given the fragmented nature of distribution channels. Besides facing tariff barriers, U.S. companies will find a complex customs system, and an overloaded legal system with a lengthy process for enforcing IPR and commercial law. Heavy taxes increase consumer prices up to 100%, while bureaucratic procedures and onerous product licensing also raise costs. The World Bank ranks Brazil 127 out of 183 economies in the world in terms of ease of doing business.

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Analysis of Text 1

1. How can you translate the title of text 1: “**Market Challenges**”

2. In the fragment: “to export their **goods and services**” (L-2) what is the meaning of **goods and services**?

3. In the fragment: “**imbalance** of market concentration” (L-6) what does the word **in bold** mean?

4. Cite, em português, alguns dos itens mencionados pelo autor como relacionados com o “*Custo Brasil*”:

- 5. The word **besides (L-15)**, as a **discourse marker**, could be replaced by the phrase **in addition to**. **True or False?**

6. In the fragment: “onerous product licensing also **raise** costs” (**L- 19/20**) the verb **raise** can be replaced by the verb **rise**. **True or False?**

7. Translate the following fragments:

a) despite noteworthy signs of improvements

b) including uneven income distribution

c) an informal economy that hinders tax collection

d) an overloaded legal system

e) in terms of ease of doing business

Text 2: Doing Business in Brazil – Market Overview

The Federal Republic of Brazil is Latin America’s biggest economy and is the fifth largest country in the world in terms of land mass and population with about 193 million people. It is the 7th largest economy in the world. Bolstered by strong domestic demand and a growing middle class, Brazil

5 weathered the economic downturn better than most major economies and grew 7.5% last year, compared to an estimated 2.3% growth in the G7 countries and 2.8% in the United States. During the past decade, the country maintained sound macroeconomic policies to control inflation without sacrificing economic growth. This kept the inflation rate at 5.9% in

10 2010, and unemployment at 7.1%. Interest rates, though high compared to the rest of the world, remained historically low at the Central Bank rate of 10.75%. In 2010, the U.S. was Brazil’s largest import supplier followed by China, Argentina, Germany, and South Korea. The year 2010 ended with the U.S. holding a positive trade balance with U.S. merchandise exports

15 to Brazil at US\$35 billion, and imports from Brazil at US\$24 billion.

In 2010, Fitch gave Brazil an investment-grade rating which brought it in line with rankings from Standard & Poor's and Moody's Investors Service. In 2010, foreign reserves hit a record level at US\$287.8 billion. Brazil's currency, the real, rose 34% against the dollar during the year.

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Analysis of Text 2

1. Translate the title of **text 2: "Doing Business in Brazil – Market Overview"**

2. What do you understand by the expression in bold in the fragment: "Brazil **weath** **ered the economic downturn**" (L-4/5)?

3. What does the word **sound** mean in the fragment: "the country maintained **sound** macroeconomic policies" (L-8)?

4. In the fragment: "the real, **rose** 34% against the dollar during the year"(L-19), the author could have used the verb **leaped**.
True or False?

5. Translate the following fragments:

a) Bolstered by strong domestic demand

b) Brazil's largest import supplier followed by China

c) ended with the U.S. holding a positive trade balance

d) gave Brazil an investment-grade rating

e) which brought it in line with rankings

f) foreign reserves hit a record level

III. Vocabulary Build Up

Mini-text 1:Market Opportunities (I)

Choose the better alternative in brackets:

There are few, [1. a) **whether** / b) **if**] any, sectors in Brazil that do not have excellent short [2. a) **term** / b) **time**] opportunities. Certain sectors of the Brazilian market have experienced [3. a) **highest** /b) **higher**] than average growth, such as air transportation, telecom, oil and gas, and mining. Brazil will spend billions in infrastructure development of [4. a) **their** / b) **its**] roads, railroads, ports, and airports as well as in stadiums [5. a) **then** / b) **as**] it prepares for the World Cup in 2014 and the Olympics in 2016. Other promising areas for U.S. exports and investment include the following: agriculture, agricultural equipment, building and construction, electrical power, safety and security devices, environmental technologies, nuclear power, retail and transportation.

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Task: Escreva cinco áreas promissoras de investimento no Brasil citadas no minitexto:

Mini text 2:Market Opportunities (II)

Complete the mini-text with each of the words below:

matrix	growing	intends	spending	share
--------	---------	---------	----------	-------

Brazil is targeting nuclear energy as an area for expansion in order to in a diversify its energy _____ (1) and keep up with increased demand _____ (2) economy. The Brazilian government _____ (3) to open a competitive bidding process in mid-to-late 2011 to construct four 1000MV nuclear reactors. This area offers substantial opportunity for government cooperation and commercial sales for U.S. companies.

Brazil is one of the largest IT markets within the emerging economies. IT end-user _____ (4) in Brazil is expected to grow to \$134 billion in 2014. The largest _____ (5)of spending will be on telecom equipment, representing 72% of the market, followed by IT services at 13.3%, and computing hardware at 11.9%.

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Analysis of Mini Text 2

1. What does the **phrasal verb keep up** (L-2) mean?

2. What do you understand by the phrase in bold in: “to open a **competitive bidding process**” (L-3/4)?

Mini-text 3:Market Opportunities (III)

Choose the better alternative in brackets:

In the years [1. **a) leading / b) lending**] up to the 2016 Olympic Games in Rio de Janeiro, Brazil will [2. **a) haste / b) host**] host several international sporting events, including the 2011 World Military Games, the 2011-2012 Pan-American Maccabi Games, the 2013 soccer Confederations Cup, and the 2014 soccer World Cup. The Government of Brazil [3. **a) expects / b) pretends**] to invest \$106 billion in the preparations for these events. These investments, which will include [4. **a) outlays / b) updates**] for infrastructure, construction, transportation systems, port improvements, public security, and airport infrastructure upgrades, will present significant commercial opportunities for U.S. companies. Most of the major infrastructure upgrades will be carried [5. **a) away / b) out**] through Public-Private Partnerships under Brazil's Growth Acceleration Program.

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Mini-Text 4: Welcome to Brazil

Choose the better alternative in brackets:

If you are a U.S. company that is interested in doing business in Brazil, or a Brazilian company that is interested in sourcing American products or services, you have come to the right place. We are here to help you!

Welcome to the official website of the U.S. Commercial Service in Brazil. Our mission is to [1. **a) provoke / b) promote**] the export of goods and services of American companies, develop and protect U.S. business interests in Brazil. We have a vast network at our [2. **a) disposing / b) fingertips**], supported by more than 1500 international industry and trade specialists whose job is to provide the best source of [3. **a) customized / b) costumes**] solutions for U.S. companies (and their Brazilian partners!) to do business in the global marketplace.

New business is waiting for you! We hope you will take a moment to page through our website and familiarize yourself with the variety of opportunities, [4. **a) designed / b) tailored**] programs, and customized services available to you through CS Brazil. We also encourage you to contact a US-basedExport Assistance Center, where trade specialists will provide you with [5. **a) guidance/ b) guides**] on entering Brazil and other exciting international markets.

Visit: <http://export.gov/brazil/>

Useful Tips: US X UK!

Uso predominantemente o inglês norte-americano devido à minha formação. **Now and then** apresento algumas spelling differences para você se familiarizar com as diferenças entre **US English & UK English**. Principalmente porque a *Esaf*, por exemplo, costuma retirar textos tanto de publicações norte-americanas (*The New York Times*, **for instance**) quanto inglesas (*The Economist*, **to name one**).

Decidi escrever outra **crazy composition** falando com você sobre algumas dessas diferenças.

Depois de tanto sacrifício de sua parte, só faltava você travar sua leitura do texto da prova por causa destas **spelling & usage differences**.

Let's try something a little bit more challenging. I won't tell you what the equivalent term is, so that you can give it a try but then you can check your translation in the answer section, all right?

Americans spell check (*cheque bancário*), while the British spell _____. In addition, Americans say checking account while the British will prefer _____ account.

Americans spell favor (*favor*), endeavor (*esforço, empenho*) and labor (*trabalho*) while the British will write _____, _____ and _____.

In the US, stocks is the common word for “ações”, whereas _____ is the common word used in the UK. Agora me diga como fica “acionista” em British and American English?

In one of our previous classes I mentioned that the regular verb to program is used both in the US and the UK. However the noun is program (= *programa*) in the US but _____ in the UK.

We studied that the north Americans prefer the phrase tax evasion while the British say tax _____.

Labor Unions (*Sindicatos trabalhistas*) is the usual phrase in the US. Do you know how the British say the same thing? _____.

In sum, não deixe que estas pequenas diferenças entre o uso britânico e o uso norte-americano sejam um empecilho para sua leitura fluente. **Nevertheless, if I were you, I would take down any other interesting items for future studies. Prevention is better than cure.**

Keep on studying; never give up! Good luck, guys!

Really worth quoting!

“How can one govern a country that has three hundred and fifty kinds of cheese?”
(*Charles de Gaulle*)

“Como se pode governar um país que tem 350 tipos de queijo?” (Charles de Gaulle)

IV. Unit Mock Test

Read the text below in order to answer questions 7 to 10.

Distribution of goods

Next time you put on your sneakers, drink a soda, open a sack of fertilizer, or use a VCR, take a moment and ask yourself a question: How did this get from where it was made – which may have been half a world away – to the store where I bought it?

5 The answer is not difficult: distribution. But behind the word lie the procedures and methods that take products from manufacturing plants to your neighborhood retailer – the means to get goods to the market place. And just as production and retail methods have changed

over the past decade, so has distribution. The advent of specialized
10 computerization has made it another area where the precise and timely
management of product delivery can make a significant difference to
a firm's bottom line. It's not as awe-inspiring as high-tech computer
factory or familiar as your local merchant, but it's a vital part of the
process that gets goods to customers. For companies looking to set up
15 distribution sites, the Baltimore/Washington area is just about perfect
in terms of location. And if those companies also need a full-service
state of Maryland a distribution point for a premiere area, the entire
port for their product, the Port of Baltimore is the answer ... the entire
Baltimore/Washington region is a very strong consumer market.

20 How hot is Baltimore? In terms of location, it's peerless. Almost one-
third of the entire U.S. population lies within a single day's drive of the
city. Six interstate highways link Maryland to every major U.S. market.
The Port of Baltimore offers some of the newest and most modern
container terminals on the East Coast, as well as leading containerized
25 cargo services and over 25 million square feet of general warehousing.
What's even more enticing to business is that the Baltimore/Washington
area leads the nation in personal per capita income and household
effective buying power.

(Reprinted from *Port of Baltimore Magazine*, p.12, Nov. 1997 issue)

1. Implicit in the author's concept of *distribution*:

- a) are the methods used to bring products from manufacturers to vendors;
- b) are the costs of shipping;
- c) is the advent of specialized computerization;
- d) are the products almost half a world away;
- e) is the proximity of the population in big cities.

2. In "It's not as *awe-inspiring* as high-tech computer factory or familiar as your local merchant, ..." (L-12/13) the phrase in italics means:

- a) weird;
- b) impressive;
- c) awful;
- d) frightening;
- e) formidable.

3. In terms of location what is said about the Baltimore area?

- a) It has not been so strong a consumer market;
- b) It will be the answer to full service ports;
- c) It might become even more enticing to businesses;
- d) It's second to none;
- e) It keeps on growing fast.

4. We may infer that The Port of Baltimore:

- a)** will face the problem of container terminal obsolescence soon;
- b)** will suffer in the future from the region's impossibility to expand its warehouse space;
- c)** would not be so relevant were it not for its closeness to Washington;
- d)** might show a tendency to become dependent on the six interstate highways that link Maryland to every major U.S. market;
- e)** must have highly advanced information technology at its disposal.

GLOSSARY – Distribution of goods

1. Next time you put on your sneakers, drink a soda, open a sack of fertilizer

Da próxima vez que você calçar seu tênis, beber um refrigerante ou abrir um saco de fertilizante

2. or use a VCR, take a moment and ask yourself a question

ou usar um videocassette, espere um momento e faça-se a pergunta

3. How did this get from where it was made

Como isto veio de onde foi fabricado

4. which may have been half a world away, to the store where I bought it

o que pode ter sido do outro lado do mundo – até a loja onde o comprei

5. The answer is not difficult: distribution

A resposta não é difícil: distribuição

6. But behind the word lie the procedures and methods

Mas por trás dessa palavra estão os procedimentos e métodos

7. that take products from manufacturing plants to your neighborhood retailer

que trazem os produtos das fábricas para seu varejista da vizinhança

8. the means to get goods to the market place

os meios para levar as mercadorias ao mercado

9. just as production and retail methods have changed

assim como os métodos de produção e do varejo mudaram

10. over the past decade, so has distribution

Ao longo da última década, também (mudou) a distribuição

11. The advent of specialized computerization has made it another area

O advento da computação especializada fez dela uma outra área

12. where the precise and timely management of product delivery

onde o gerenciamento preciso e tempestivo da entrega do produto

13. can make a significant difference to a firm's bottom line

pode fazer uma diferença significativa para o resultado final de uma empresa

14. It's not as awe-inspiring as high-tech computer factory

Não é tão impressionante como uma fábrica high-tech

- 15. or familiar as your local merchant**
ou tão familiar quanto seu comerciante local
- 16. but it's a vital part of the process that gets goods to customers**
mas é uma parte vital do processo que leva as mercadorias aos consumidores
- 17. For companies looking to set up distribution sites**
Para companhias que queiram estabelecer pontos de distribuição
- 18. is just about perfect in terms of location**
é quase perfeita em termos de localização
- 19. if those companies also need a full-service port for their product**
se essas firmas também precisam de serviço portuário completo para seu produto
- 20. the Port of Baltimore is the answer**
o Porto de Baltimore é a resposta
- 21. a distribution point for a premiere area**
um ponto de distribuição para uma área inicial
- 22. a very strong consumer market**
um mercado consumidor muito forte
- 23. In terms of location, it's peerless**
Em termos de localização é incomparável
- 24. Almost one-third of the entire U.S. population**
Quase um terço da população total dos Estados Unidos
- 25. lies within a single day's drive of the city**
se encontra distante um dia de viagem por rodovia
- 26. six interstate highways link Maryland to every major U.S. market**
seis rodovias interestaduais ligam Maryland a cada mercado maior dos Estados Unidos
- 27. some of the newest and most modern container terminals on the East Coast**
alguns dos mais novos e mais modernos terminais de carga na costa leste
- 28. as well as leading containerized cargo services**
bem como serviços de primeira qualidade para cargas em contêineres
- 29. over 25 million square feet of general warehousing**
mais de 10 milhões de metros quadrados de armazéns gerais
- 30. what's even more enticing to business is that**
o que é mais atraente para os negócios é que
- 31. the Baltimore/Washington area leads the nation**
a área de Baltimore/Washington lidera a nação

32. in personal per capita income and household effective buying power
na renda per capita dos indivíduos e no seu efetivo poder de compra doméstico

V. Learn From Past Exams

Text 1: Chinese Toymakers Wow Quality Drive

China's toy factories have been affected by a succession of product recalls involving toys, prompting the country to reassure western consumers by opening up a toy-testing lab to foreign journalists yesterday. Some of the officials have described the scandal surrounding Chinese-made goods as politically motivated and unfair. Others have guaranteed they would improve standards.

China is facing pressure to clean up its manufacturing after scandals involving products ranging from poisonous pet food ingredients to low-quality toys and adulterated toothpaste. It has promised to punish manufacturers who do not meet standards but said designers and importers should also take responsibility. Li Changjiang, head of China's quality control agency, had blamed differing national standards, misleading statistics and lack of communication for some safety scares.

Lin Zhongjian, general manager of Ball Star Toys, says the industry has been treated unfairly. "With every kind of product, we cannot be 100% certain it will pass the grade, even with stricter and stricter quality controls", he said. "We try our best to make it 100%, but even with luxury cars, they could not make it perfect and had some recalls."

(Cespe-UNB/Inmetro/2010)

Visit: www.guardian.co.uk – (adapted).

1. In the text, "prompting" (L-2) means the same as:

- a) inducing;
- b) discouraging;
- c) refusing;
- d) accepting;
- e) questioning.

2. According to the text, it can be said that:

- a) some Chinese officials seem to suggest that the problems with Chinese toys are not necessarily related to low manufacturing standards;
- b) Chinese authorities from different areas have the very same opinion about the defective toys;
- c) unfair politics is the real cause of toy manufacturing problems in China;
- d) designers and importers should take all the blame for faulty toys;
- e) generals in China have treated the toy industry unfairly.

3. "Others"(L-5) refers to:

- a) “consumers” (L-3);
- b) “journalists” (L-3);
- c) “goods” (L-5);
- d) “officials” (L-4);
- e) “toys” (L-2).

4. The verb “meet”(L-10) means the same as:

- a) know;
- b) reduce;
- c) exceed;
- d) reach;
- e) increase.

5. The antonym of “misleading” (L-13) is:

- a) controversial;
- b) reliable;
- c) technical;
- d) distorted;
- e) impressive.

6. It can be inferred from the text that:

- a) officials have developed a troubled relationship with journalists;
- b) journalists refuse to cooperate with Chinese authorities;
- c) Chinese officials try to use foreign journalists to restore western consumers’ confidence in Chinese products;
- d) foreign journalists love writing articles about toxic pet food ingredients, lowquality toys, and adulterated toothpaste;
- e) Chinese journalists tried to help officials renew their trust in foreign products

Text 1: Chinese Toymakers Wow Quality Drive

True (T) or False (F)?

1. A palavra **who** (L-10) poderia ter sido substituída por **which** sem prejuízo do sentido usado pelo autor. ()
2. A forma **said** (L-10) é o passado do verbo **to say**. ()
3. A palavra **safety** (L-13) poderia ter sido substituída por **save**, sem alterar o sentido dado pelo autor do texto. ()
4. As a discourse marker, a conjunção **but** (L-17) poderia ter sido substituída por **yet** neste contexto. ()
5. A construção verbal **have been affected** (L-1) se encontra no **present perfect passive voice**. ()
6. O **modal verb should** (L-11) está indicando **advisability**.(....) 7. Todas as seguintes palavras, extraídas do texto, apresentam formação sufixal idêntica: **Consumers** (L-3) / **manufacturers** (L-10) / **designers** (L-10) / **importers** (L-11) / **manager** (L-14) / **stricter** (L-16) – ()
8. O **phrasal verb “opening up”**(L-3) é usado pelo autor para indicar uma abertura total. ()
9. O adjetivo **unfair** (L-5) poderia ser substituído por **unjust** sem prejuízo do sentido usado pelo autor. ()
10. A expressão **try our best** (L-17) pode ser traduzida em português por: tentar fazer o melhor que podemos. ()

The text below refers to questions from 1 to 3.

Text 2: The Whole Story

The word Kitemark is defined in the *Oxford English Dictionary* as “an official kite-shaped mark on goods which are approved by the British Standards Institution”. But this doesn’t tell the whole story.

Kitemark schemes may be developed for products, processes or

5 services, based on publicly available specifications, such as British Standards, international standards or industry standards recognized nationally. The Kitemark is applied to more than 2,600 products under licence and has more recently been extended to cover services schemes including automotive garage services, vehicle body repair, print services,
10 electrical installers, window installers and fire alarm installers.

Each Kitemark scheme involves an initial assessment of conformity to the relevant standard and an assessment of the quality management system operated by the supplier. Successful Kitemark licensee is regularly audited and undergo surveillance visits to provide feedback
15 and monitoring.

(Cespe/UNB/ INMETRO 2010)

Visit: www.bsi-global.com

1. A successful “licensee” (L-13) is a person who:

- a) has got the right to use the Kitemark on their products or services;
- b) has refused to let his/her products or services to undergo surveillance;
- c) has had a business for a long time;
- d) deals with vehicle body repair;
- e) tells the British Standards Institution the whole story.

2. Based on the text, it can be said that:

- a) the Kitemark has recently been applied to over 2,600 service schemes;
- b) the Kitemark was not applied, until some years ago, to the job done by companies that put windows in place in people's houses;
- c) the Kitemark can only be applied to a product or service that has met internationally recognized standards;
- d) successful Kitemark licensees refuse a permission to products or services that are not regularly audited;
- e) the Kitemark scheme moves through at least three different stages.

3. The word that means the same as “goods” (L-2) is:

- a) qualities;
- b) merchandise;
- c) actions;
- d) processes;
- e) specifications.

Text 2: The Whole Story

TRUE (T) OR FALSE (F)?

- 1. A palavra **which** (L-2) poderia ter sido substituída por **that** sem prejuízo do sentido usado pelo autor. ()
- 2. As formas de passado e particípio passado do verbo **undergo** (L-14) são **underwent, undergone**. ()
- 3. A palavra **assessment** (L-11) pode ser traduzida neste contexto por *acesso*. ()
- 4. As a **discourse marker**, a locução **such as** (L-5) está introduzindo uma exemplificação, neste contexto. ()
- 5. As seguintes construções verbais extraídas do texto se encontram na voz passiva: **is defined** (L-1); **are approved** (L-2); **is applied** (L-7); **is regularly audited** (L-13/14) – ()
- 6. O **modal verb may** (L-4) está indicando **advisability**. ()
- 7. As seguintes palavras, extraídas do texto, apresentam formação sufixal idêntica: **installers** (L-10), **supplier** (L-13) – ()

8. Em vez de usar simplesmente o verbo **operate (L-13)** o autor poderia ter se valido do **phrasal verb to carry out** sem prejuízo do sentido do texto.()
9. A formação sufixal em **management (L-12)** transforma esta palavra em um substantivo equivalente a *gerente* em português. ()
10. A expressão **an official kite-shaped mark (L-1/2)** corresponde em português a *uma marca que tem a forma de pipa*. ()

Text 3: How to Determine whether a Product Requires Labeling

The Federal Hazardous Substances Act covers products that, during reasonably predictable buying, storage, or use, may be brought into or around a place where people live. Products used or stored in a garage, garden shed, carport, or other building that is part of the household

5 are also covered.

The Act requires hazardous household products to show labeling that alerts consumers to the potential hazards that those products present and that tells them what they need to do to protect themselves and their children from them. Whether a product must be labeled

10 depends on its contents and the likelihood that consumers will be exposed to any dangers it presents.

To require labeling, a product must first be toxic, corrosive, flammable or combustible, an irritant, or a strong sensitizer, or it must generate pressure through decomposition, heat, or other means. Second, the product must have the potential to cause substantial personal injury or substantial illness during or as a result of any customary or reasonably predictable handling or use, including reasonably predictable ingestion by children.

[Cespe-UNB/Inmetro/2010] (Federal hazardous substances act – US Consumer Product Safety Commission)

1. The verb “covers” (L-1) is synonymous with:

- a) includes;
- b) obscures;
- c) prohibits;
- d) protects;
- e) writes about.

2. “Act” (L-6) means:

- a) division;
- b) performance;
- c) law;
- d) constitution;
- e) bureau.

3. It can be inferred from the text that the Act’s primary objective is:

- a) to protect young children and adults alike from all kinds of fatal domestic injury;

- b) to keep children safe, far from dangerous or abusive parents;
- c) to tell people what products they can or cannot buy;
- d) to force people to read in detail all the labels found on hazardous products;
- e) to make sure that potentially dangerous manufactured products carry a warning label.

Text 3: How to determine whether a product requires labeling

True (T) or False (F)?

- 1. A palavra **that (L-6)** poderia ter sido substituída por **which** sem prejuízo do sentido usado pelo autor. ()
- 2. A forma **brought (L-2)** é o passado do verbo **to buy**. ()
- 3. A palavra **hazardous (L-6)** poderia ter sido substituída por **dangerous**, sem alterar o sentido dado pelo autor do texto. ()
- 4. **As a discourse marker**, a conjunção **whether (L-9)** poderia ter sido substituída por **unless** neste contexto. ()
- 5. As seguintes construções verbais extraídas do texto se encontram no **present simple: covers (L-1); requires (L-6); alerts (L-7); present (L-7); tells (L-8); depends (L-9) – ()**
- 6. O **modal verb must (L-9)** está indicando **advisability**. ()
- 7. **Em vez de “Second” (L-14)**, o autor poderia ter usado **the adverb secondly**, sem prejuízo do sentido. ()
- 8. Em vez de usar simplesmente o verbo **show (L-6)** o autor poderia ter se valido do **phrasal verb to show up** sem prejuízo do sentido do texto. ()
- 9. A formação sufixal em **likelihood (L-10)** transforma esta palavra em um adjetivo. ()
- 10. A expressão **as a result of (L-16)** poderia ser substituída por **as a consequence of** sem prejuízo do sentido do texto. ()

VI. Exercise Section

I. The words below are related to MARKETING & ADVERTISING. Complete the sentences with the most appropriate one.

image	media	endorse	marketing
fees	slogan	developed	commercial

- 1. Advertising is an important _____ tool nowadays.

- 2. An advertisement on the radio or on TV is called a _____.

- 3. A _____ is an appealing phrase that aims to draw attention to the product.

- 4. Many times famous movie stars are used to _____ products or services.

- 5. A few actors and actresses believe that appearing in commercials may harm their _____.

- 6. Those actors, however, are paid huge _____ for appearing in ads and commercials.

- 7. Advertising is a highly _____ business in industrialized countries.

8. The different _____ for advertising products include: TV, radio, newspapers, magazines etc.

II. KEY FUNCTION WORDS – USE WHATEVER, HOWEVER, WHOEVER, WHEREVER, WHICHEVER, WHENEVER.

1. _____ wants to go camping must give his name at the office.

2. Let me read _____ magazine in English you have.

3. _____ you say now it's too late to convince her to go out with you.

4. They can answer the questions _____ they want.

5. That stupid dog follows me _____ I go.

6. _____ my brother comes to visit me we have a heated argument.

7. _____ interesting this game may be you have to go to bed now.

8. _____ smashed the neighbor's window pane must tell me now.

9. _____ way you choose, you won't get there in time for the wedding.

10. _____ she smiles at me the world becomes paradise.

III. Translate the following passage:

Merchants inform consumers of products, their uses and prices through advertisements they place in the media. Advertising is especially important in today's large-scale national market because "word-of-mouth" knowledge about products is impractical. Businesses find advertising useful because it enables them to differentiate their products from those of their competitors.

Advertising is considered a normal business expense, not unlike research and development, or product safety. Although advertising performs some useful functions, critics argue that consumers are often enticed into buying things they do not want or need. They note that ads are prepared by experts who appeal to psychological desires and unconscious needs of prospective consumers. They also claim that the familiarity of the public with a brand name, or the amount of money a particular company spends to advertise its products, may be significant in terms of sales but it is not necessarily reflected in the quality of the products advertised.

(From An Outline of American Economics, p. 66, USIA)

IV. FALSE FRIENDS – Select the better alternative in parentheses:

1. Even nowadays many women who work in **(fabrics/factories)** do not make as much money as men.

2. I didn't see the game last night because I was watching a documentary on another **(channel / canal)**.

3. Dad has always loved **(classical / classic)** music.

4. The word "embarrassment" written with a single "r" is a **(classical/classic)** spelling mistake.

5. The Panama **(Channel/Canal)** was officially opened to ships in 1914.

6. The bank was declared **(insoluble/insolvent)**.

7. Dr. Preston was supposed to give a lecture today but there was nobody to **(attend/assist)** it.

8. One thing must be said about Dr. Gerald, the new Health Minister: he's very **(sensitive/sensible)** to social issues.

9. Now that Mr. Simms is retiring we'll miss his **(judicious/judicial)**, always sensible decisions.

10. Don't worry. That plastic bag won't dissolve. In fact it's virtually **(insoluble/insolvent)**.

11. Dr. Preston tried to carry out the experiment on his own, but it was impossible without anybody to **(attend/assist)** him.

12. Our president was inspired when he appointed Dr. Gerald for Health Minister. It's been his most **(sensible/sensitive)** decision.

V. Complete with the PAST TENSE of the verbs in parentheses:

1. Jo often goes to Maracanã with us, but last Sunday he _____ alone. **(go)**.

2. I _____ a new mouse yesterday. **(buy)**

3. Jane _____ out who stole her calculator at school. **(find)**

4. George _____ his parents a letter last night. **(write)**

5. Mr. Sanders _____ a few minutes ago. **(leave)**

6. In fact, they _____ their old car last month. **(sell)**

7. When the little boy _____ me, he became very happy. **(see)**

8. Her father _____ to her very softly. **(speak)**

9. Jennifer almost _____ to pay her income tax yesterday. **(forget)**

10. To be honest, I never _____ so bad in my whole life. **(feel)**

VI. Choose the better alternative in brackets.

Following a brilliant marketing strategy, the Brazilian *Havaiana* flip-flop now [1. **a) graces / b) laces**] the best dressed feet across the world.

It is virtually impossible to find a single Brazilian who doesn't have a pair of *Havaianas* sandals. But it isn't only because of its popularity that this product has become a Brazilian [2. **a) badge / b) icon**], but also because it incorporates so many Brazilian characteristics such as the hot weather and the beaches. Now, thanks to a very creative and well-planned marketing [3. **a) slogan / b) strategy**]

it has become one of Brazil's most famous products abroad.

Since 1962, the *Havaianas* has grown in popularity and is now sold in 56 countries all [4. a) over / b) throughout] the world, including the United Kingdom, which imports 100 thousand pairs of the product per year. One fascinating detail is that the shoe sold in a British store carries an average price [5. a) clip / b) tag] of 23 while in Brazil it costs less than 2.5.

(From *Britain /Brasil* magazine, p.42, January / February 2004 issue)

VII. Translate this mini paragraph: "Goods and Services"

A national economy comprises a country's production of goods and services. Real gross domestic product (GDP) measures such output produced by labor and property in the United States.

Workers use capital and natural resources to produce goods and services. Natural resources are those supplied by planet Earth: air, water, trees, coal, soil.

Capital includes physical capital: tools, machines, technology (high and low). It includes intellectual property: copyrights, patents, trademarks. It includes human capital: training, skills, experience.

Most natural resources in the United States come from land privately owned by individuals or corporations or leased from governments at the national and state levels. Governments set rules for using natural resources, such as controlling pollution.

The United States is rich in mineral resources, although it has already passed the point of peak production for some, including oil. It has much fertile farm soil and a moderate climate. It has extensive coastlines on the Atlantic and Pacific.

(From *Economy in Brief*)

Visit: <http://state.gov/>

VIII. At one time or another we act as BUYERS or SELLERS. Complete the text with the words below.

hawker	agent	butcher	realtor	baker
broker	dealer	attendant	tailor	seller

In this world of buying and selling, people alternate the role of sellers and buyers.

Suppose you've run out of gas. Pull into the nearest station, and there comes the gas station _____(1) to fill up the tank for you. Maybe you need to buy meat on your way back home. Be sure the _____(2) will be there for you. Suppose you need to buy a loaf of bread fresh from the oven. Your _____(3) will help you out. Later on, maybe you'll stop by the newsstand to get the evening paper from your friend, the newspaper _____(4). Are you planning to buy your dreamy apartment? A _____(5) will help you make your dream come true. Oh, it's just a new car that you need. Never mind! There are lots of car-_____ (6) throughout town, all eager to help you trade in your old car.

Thinking of investing in stocks? Then it's time to give your _____(7) a call. She will be glad to provide expert counseling.

If by any chance you find a street vendor, a _____(8), selling an attractive used book, buy it.

Bargain a little, if you will. Say that in spite of the dusty jacket you'll take it.

Supposing you want to get away from the hustle and bustle of big cities, it's the travel _____(9) who comes in handy to help you materialize your long-awaited trip. As I'm sure you're very particular about your clothes you'll get a new suit _____(10) made for you.

We are here on this planet to serve and be served, we all depend on one another. Think it over carefully the next time you need to buy something from someone.

VII. Unit Quiz – Anything Goes

Tente responder este **QUIZ – ANYTHING GOES**(*Teste Vale Tudo*) depois que houver estudado a unidade inteira.

1. Com certeza, depois de estudar esta unidade, você está familiarizado com o significado de **goods and services**. **Write it below.**

2. How can you say *atacado e varejo* in English?

3. Translate the title of **text 3** in this unit: "**How to Determine whether a Product Requires Labeling**"

4. What is the meaning of the phrase "**assessment of the quality**"?

5. Como você traduz a seguinte expressão: **hazardous household products**?

6. What is the meaning of the expression in bold: "Brazil weathered **the economic downturn** better than most major economies"?

7. What do you understand by: "**the hustle and bustle of big cities**"?

8. What do you understand by: "**sound macroeconomic policies**"?

9. **Branches** são a filiais de uma empresa. Como se diz *sede da empresa*?

10. If your boss requires **flawless performance**, what does he or she require?

VIII. Answers & Comments

ANALYSIS OF TEXT 1

1. Translation of the title of **text 1: Market Challenges** (*Desafios do Mercado*).
2. In the fragment: “to export their **goods and services**” (*para exportar mercadorias e serviços*).
3. In the fragment: “**imbalance** of market concentration” the word **im balance** means *desequilíbrio*.
4. Alguns dos itens mencionados pelo autor como relacionados com o “Custo Brasil”: *distribuição, procedimentos governamentais, benefícios dos empregados, leis ambientais e uma estrutura tributária complexa*.
5. **True** – The word **besides**, as a **discourse marker**, could be replaced by **in addition to** (*além disso*).
6. **False** – In the fragment: “onerous product licensing also **raise** costs” (*licenciamento oneroso de produtos também aumenta os custos*) the verb **raise** could NOT have been replaced by the verb **rise**.
7. Translation of the fragments:
 - a) despite noteworthy signs of improvements
apesar dos sinais de melhoras dignas de nota
 - b) including uneven income distribution
incluindo distribuição de renda desigual
 - c) an informal economy that hinders tax collection
uma economia informal que impede a arrecadação de tributos
 - d) an overloaded legal system
Um sistema legal sobrecarregado
 - e) in terms of ease of doing business
em termos de facilidade em realizar os negócios

ANALYSIS OF TEXT 2

1. Translation of the title of **text 2: “Doing Business in Brazil – Market Overview”** (*Fazer negócios no Brasil – uma visão de conjunto do Mercado*).
2. Translating the fragment: “Brazil **weathered the economic downturn**” (*O Brasil recuperou-se da crise econômica*).
3. The word **sound** in the fragment: “the country maintained **sound** macroeconomic policies” (*o país manteve políticas macroeconômicas saudáveis*).
4. **True** – In the fragment: “the real, **rose** 34% against the dollar during the year” (*o real se elevou*

em 30% frente ao dólar durante o ano), the author could have used the verb **leaped** (pois este é outro verbo que indica aumento, subida)

5. Translation of the fragments:

a) Bolstered by strong domestic demand

reforçado pela forte demanda interna

b) Brazil's largest import supplier followed by China

o maior fornecedor de produtos importados seguido pela China

c) ended with the U.S. holding a positive trade balance

terminou com os Estados Unidos mantendo um saldo positivo na balança comercial

d) gave Brazil an investment-grade rating

deu ao Brasil uma classificação de grau de investimento

e) which brought it in line with rankings

o que o colocou em linha com as classificações

f) foreign reserves hit a record level

as reservas estrangeiras atingiram um nível recorde

VOCABULARY BUILD UP

Mini-text 1: Market Opportunities (I)

1. (b) if / 2. (a) term / 3. (b) higher / 4. (b) its / 5. (b) as

Task: Quaisquer cinco dessas áreas promissoras de investimento no Brasil: agricultura, equipamentos agrícolas, construção, material de construção, energia elétrica, segurança, dispositivos de segurança, tecnologias ambientais, energia nuclear, varejo e transporte.

Mini text 2: Market Opportunities (II)

1. matrix / 2. growing / 3. intends / 4. spending / 5. share

ANALYSIS OF MINI TEXT 2

1. Meaning of the **phrasal verb keep up** (*manter-se no mesmo ritmo de*).

2. The phrase **competitive bidding process**(*processo de licitação competitivo*).

Mini text 3: Market Opportunities (III)

1. (a) leading / 2. (b) host / 3. (a) expects / 4. (a) outlays / 5. (b) out

Mini-Text 4:Welcome to Brazil

1. (b) promote / 2. (b) fingertips / 3. (a) customized / 4. (b) tailored / 5. (a) guidance

UNIT MOCK TEST

1. A – No conceito de distribuição esposado pelo autor do texto estão implícitos os métodos utilizados para trazer os produtos desde os fabricantes até os vendedores. Nas outras opções, lê-se que, implícitos no conceito de distribuição, estariam: em **b)**, os custos de embarque; em **c)**, o

advento da computação especializada; em **d)**, os produtos que se encontram a meio mundo de distância; em **e)**, a proximidade da população nas grandes cidades.

2. **B** – Quando algo é **awe-inspiring** é porque causa admiração, impressiona, daí **impressive** ser a melhor escolha. Não significa: **a)**, **weird** (*estranho*); **c)**, **awful**(*terrível*); **d)**, **frightening** (**assustador**); **e)**, **formidable** (*ameaçador, temível*), pois se trata de um false friend. Para dizer formidável em inglês: **marvelous, wonderful,**
3. **D** – Relativamente à localização da área de Baltimore, o autor nos diz que ela é ótima; portanto, *second to none* (sem igual). Não cabe dizer que esta área: **a)** não tem sido uma região de forte mercado de consumo; **b)**, será a resposta no futuro para os portos de serviço intensivo; **c)**, poderá se tornar mais atraente ainda para as empresas; **e)**, continua a crescer rapidamente.
4. **E** – É possível chegar à conclusão de que o Porto de Baltimore deve possuir tecnologia da informação altamente avançada para fazer face às operações nele executadas. Não é possível concluir que: em **a)**, enfrentará o problema de obsolescência do terminal de container em breve; em **b)**, sofrerá no futuro com a impossibilidade de a região expandir sua capacidade de armazenamento; em **c)**, não seria tão relevante não fosse por sua proximidade com Washington; em **d)**, poderia mostrar uma tendência de se tornar das seis rodovias interestaduais que ligam Maryland a todos os grandes centros comerciais dos Estados Unidos.

LEARN FROM PAST EXAMS

Text 1: Chinese Toymakers Wow Quality Drive

1. **A** – In the text, “**prompting**” means the same as **inducing** (*induzindo*). Nas demais opções: **(b)**, **discouraging** (*desencorajando, desestimulando*); em **(c)**, **refusing** (*recusando*); **(d)**, **accepting** (*aceitando*); **(e)**, **questioning** (*questionando*).
2. **A** – De acordo com o texto, pode-se dizer que algumas autoridades chinesas parecem sugerir que os problemas com os brinquedos chineses não estão necessariamente relacionados com padrões baixos de fabricação. Nas demais opções: em **(b)**, autoridades chinesas de diferentes áreas têm a mesma opinião sobre brinquedos defeituosos; em **(c)**, políticas injustas são a verdadeira causa dos problemas com a fabricação de brinquedos na China; em **(d)**, designers e importadores devem assumir toda a culpa pelos brinquedos defeituosos; em **(e)**, os generais na China trataram a indústria de brinquedos injustamente.
3. **D** – A palavra **others** (*outros*) se refere claramente a **officials** (*autoridades*). Não está se referindo a: **(a) consumers** (*consumidores*); **(b) journalists** (*jornalistas*); **(c) goods** (*mercadorias, produtos*); **(e) toys** (*brinquedos*).
4. **D** – Embora normalmente o verbo **meet** signifique encontrar-se com, ter uma reunião com, aqui ele é parte da **collocation meet the standards** (*alcançar, satisfazer os padrões*). Não significa aqui: **(a) know** (*saber, conhecer*); **(b) reduce** (*reduzir*); **(c) exceed** (*exceder*); **(e) increase**

(aumentar).

5. **B** – A palavra **misleading** (*enganador, que conduz ao erro*) é, portanto, oposto de **reliable** (*confiável*). Nas demais tem-se: em **(a)**, **controversial** (*controversos*); em **(c)** **technical** (*técnico*); em **(d)** **distorted** (*distorcido*); em **(e)** **impressive** (*impressionante*).
6. **C** – Pode-se concluir que os chineses tentam usar os jornalistas para restaurar a confiança dos consumidores ocidentais nos produtos chineses. Nas demais: em **(a)**, as autoridades desenvolveram uma relação turbulenta com os jornalista; em **(b)**, os jornalistas se recusam a cooperar com as autoridades chinesas; em **(d)**, os jornalistas estrangeiros adoram escrever artigos sobre ingredientes tóxicos de comida para animais de estimação, brinquedos de baixa qualidade e pasta de dente falsificada; em **(e)**, os jornalistas chineses tentaram ajudar as autoridades a renovarem sua confiança nos produtos estrangeiros.

TRUE (T) OR FALSE (F)? – Text 1: Chinese Toymakers Wow Quality Drive

1. **FALSE** – A palavra **who** **NÃO** poderia ter sido substituída por **which** sem prejuízo do sentido usado pelo autor.
2. **TRUE** – A forma **said** é o passado do verbo **to say**.
3. A palavra **safety** poderia ter sido substituída por **save**, sem alterar o sentido dado pelo autor do texto.
4. **TRUE** – **As a discourse marker**, a conjunção **but** poderia ter sido substituída por **yet** neste contexto.
5. **TRUE** – A construção verbal **have been affected** se encontra no **present perfect passive voice**.
6. **FALSE** – O **modal verb should** **NÃO** está indicando **advisability** (*aconselhamento*) e, sim, algo que é provável que aconteça no futuro.
7. **FALSE** – Todas as seguintes palavras, extraídas do texto, apresentam formação sufixal idêntica: **Consumers / manufacturers / designers / importers / manager. However, stricter** (*mais severo, mais rígido*) é um adjetivo no grau comparativo.
8. **TRUE** – O **phrasal verb opening up** é usado pelo autor para indicar uma abertura total.
9. **TRUE** – O adjetivo **unfair** poderia ser substituído por **unjust** sem prejuízo do sentido usado pelo autor.
10. **TRUE** – A expressão **try our best** pode ser traduzida em português por: tentar fazer o melhor que podemos.

Text 2: The Whole Story

1. **A** – Por definição, um detentor de uma licença é aquele que conseguiu o direito de usar a “**kitemark**” (*marca em forma de uma pipa*) nos seus produtos ou serviços. Nas outras opções seria

aquele que: em (b), recusou-se a deixar que seus produtos ou serviços fossem objeto de vigilância; em (c), tenha tido uma empresa por um longo tempo; em (d), lida com o conserto de lataria de veículos; em (e), conta a história toda para as Instituições Britânicas de padronização.

2. **B** – Com base no texto, pode-se dizer que a *kitemark* não era aplicada, até alguns anos atrás, para trabalho realizado por empresa que colocavam janelas nas casas das pessoas. Nas demais tem-se: em (a), recentemente a *kitemark* foi aplicada em mais de 2.600 esquemas de serviços; em (c), a *kitemark* só pode ser aplicada a um produto ou serviço que tenha satisfeito padrões internacionais de reconhecidos; em (d), licenciados bem-sucedidos recusam a permissão para produtos ou serviços não regularmente fiscalizados; em (e), o processo da *kitemark* se desenrola em pelo menos três diferentes estágios.
3. **B** – A palavra “**goods**” tem sentido equivalente a **merchandise**(*mercadoria*). Não equivale a: (a) **qualities** (*qualidades*); (c) **actions**(*ações*); (d) **processes** (*processos*); (e) **specifications** (*especificações*).

TRUE (T) OR FALSE (F)? – Text 2: The whole story

1. **TRUE** – A palavra **which** poderia ter sido substituída por **that** sem prejuízo do sentido usado pelo autor.
2. **TRUE** – As formas de passado e particípio passado do verbo **undergo** são **underwent**, **undergone**.
3. **FALSE** – A palavra **assessment** NÃO pode ser traduzida neste contexto por *acesso*. A palavra **assessment** significa *avaliação*.
4. **TRUE** – As a **discourse marker**, a locução **such as** está introduzindo uma exemplificação, neste contexto.
5. **TRUE** – As seguintes construções verbais extraídas do texto se encontram na voz passiva: **is defined; are approved, is applied; is regularly audited**.
6. **FALSE** – O modal verb **may** NÃO está indicando **advisability**. Está indicando possibilidade.
7. **TRUE** – As seguintes palavras, extraídas do texto, apresentam formação sufixal idêntica: **installers, supplier**.
8. Em vez de usar simplesmente o verbo **operate** o autor poderia ter se valido do **phrasal verb** “**to carry out**” sem prejuízo do sentido do texto.
9. **FALSE** – A formação sufixal em **management** NÃO transforma esta palavra em um substantivo equivalente a *gerente* em português; significa *direção, gerenciamento*.
10. **TRUE** – A expressão **an official kite-shaped mark** corresponde em português a *uma marca que tem a forma de pipa*.

Text 3: How to Determine whether a Product Requires Labeling

1. A – O verbo “**covers**” é sinônimo de **includes** (*inclui*). As outras formas verbais são: em (b), **obscures** (*obscurece*); em (c), **prohibits** (*proíbe*); em (d), **protects** (*protege*); em (e), **writes about** (*escreve a respeito de*).
2. C – A palavra “**Act**” significa *law* (*lei*) neste contexto, e, não: (a) **division** (*divisão*); (b) **performance** (*atuação*); (d) **constitution** (*constituição*); (e) **bureau** (*escritório*).
3. E – Pela leitura do texto conclui-se que o objetivo primordial da lei é assegurar que produtos manufaturados potencialmente perigosos carreguem um rótulo de advertência. Nas demais: em (a), proteger criancinhas e adultos também de todos os tipos de ferimentos domésticos fatais; em (b), manter crianças em segurança longe de pais perigosos ou violentos; em (c), dizer para as pessoas quais produtos podem ou não comprar; em (d), forçar as pessoas a ler em detalhe todos os rótulos encontrados em produtos perigosos.

TRUE (T) OR FALSE (F)? – Text 3: How to Determine whether a Product Requires Labeling

1. TRUE – A palavra **that** poderia ter sido substituída por **which** sem prejuízo do sentido usado pelo autor.
2. FALSE – A forma **brought** NÃO é o passado do verbo **to buy**, e, sim do verbo **to bring** (*trazer*).
3. TRUE – A palavra **hazardous** poderia ter sido substituída por **dangerous**, sem alterar o sentido dado pelo autor do texto.
4. As a discourse marker, a conjunção **whether** NÃO poderia ter sido substituída por **unless** (*a menos que*) neste contexto.
5. TRUE – As seguintes construções verbais extraídas do texto se encontram no **present simple**: **covers; requires; alerts; present; tells; depends**.
6. TRUE – O modal verb **must** está indicando forte **advisability**.
7. TRUE – Em vez de **Second**, o autor poderia ter usado **the adverb secondly**, sem prejuízo do sentido.
8. FALSE – Em vez de usar simplesmente o verbo **show** (*mostrar, demonstrar*) o autor NÃO poderia ter se valido do **phrasal verb to show up** sem prejuízo do sentido do texto, pois **show up** significa aparecer, comparecer, *as in*: **The promoters expected a large crowd at the festival but few people showed up**.
9. FALSE – A formação sufixal em **likelihood** NÃO transforma essa palavra em um adjetivo; **likelihood** é um **noun**(substantivo) e significa **probabilidade**.
10. TRUE – A expressão **as a result of** poderia ser substituída por **as a consequence of** sem prejuízo do sentido no texto.

US x UK

Americans spell check(*cheque bancário*), while the British spell cheque. In addition, Americans say checking account while the British will prefer current account.

Americans spell favor (*favor*), endeavor (*esforço, empenho*) and labor (*trabalho*) while the British will write favour, endeavour and labour.

In the US, stocks is the common word for *ações*, whereas shares is the common word used in the UK. Agora me diga como fica *acionista* em British and American English? You say shareholders (UK) & stockholders (US).

In one of our previous classes I mentioned that the regular verb to program is used both in the US and the UK. However the noun is program (*programa*) in the US but programme in the UK.

We studied that the North Americans prefer the phrase tax evasion(*sonegação fiscal*) while the British say tax dodging.

Labor Unions (*Sindicatos Trabalhistas*) is the usual phrase in the US. Do you know how the British say the same thing? Trade Union.

EXERCISE SECTION

I. ADVERTISING TERMINOLOGY

1. Advertising is an important **marketing** tool nowadays.

*A propaganda é uma ferramenta de **marketing** importante hoje em dia.*

2. An advertisement on the radio or or TV is called a **commercial**.

*Um anúncio no rádio ou na TV é chamado de **comercial**.*

3. A **slogan** is an appealing phrase that aims to draw attention to the product.

*Um **slogan** é uma frase atraente que visa a chamar a atenção para o produto.*

4. Many times famous movie stars are used to **endorse** products or services.

*Muitas vezes, artistas de cinema famosos são usados para **anunciar apoio** a produtos ou serviços.*

5. A few actors and actresses believe that appearing in commercials may harm their **image**.

Alguns atores e atrizes acreditam que aparecer em comerciais pode prejudicar sua imagem.

6. Those actors, however, are paid **huge fees** for appearing in ads and commercials.

*Esses atores recebem **cachês milionários** para aparecer em anúncios e comerciais.*

7. Advertising is a highly **developed** business in industrialized countries.

*A propaganda é um negócio altamente **desenvolvido** em países industrializados.*

8. The different **media** for advertising products include: TV, radio, newspapers, magazines etc.

*Os diferentes **órgãos de comunicação** que veiculam a propaganda de produtos incluem: TV, rádio, jornais, revistas ...*

II. KEY FUNCTION WORDS – USING WHATEVER, HOWEVER, WHO E VER, WHEREVER, WHICHEVER, WHENEVER.

1. **Whoever** wants to go camping must give his name at the office.

Quem quiser ir ao acampamento tem de dar seu nome na secretaria.

2. Let me read **whichever** magazine in English you have.

Deixe-me ler uma revista em inglês, qualquer uma que você tenha.

3. **Whatever** you say now it's too late to convince her to go out with you.

O que quer que você diga, agora é muito tarde para convencê-la a sair com você.

4. They can answer the questions **however** they want.

Eles podem responder as questões do jeito que quiserem.

5. That stupid dog follows me **wherever** I go.

Esse cão estúpido me segue aonde quer que eu vá.

6. **Whenever** my brother comes to visit me we have a heated argument.

Sempre que meu irmão vem me visitar temos uma discussão acalorada.

7. **However** interesting this game may be you have to go to bed now.

Não importa o quão interessante este jogo seja, você tem de ir para cama agora.

8. **Whoever** smashed the neighbor's window pane must tell me now.

Quem quer que tenha quebrado a vidraça da janela do vizinho tem de me dizer agora.

9. **Whichever** way you choose, you won't get there in time for the wedding.

Qualquer que seja o caminho que você escolha, não chegará a tempo para o casamento.

10. **Whenever** she smiles at me the world becomes paradise.

Sempre que ela sorri para mim o mundo se torna um paraíso.

III. Translation of the passage:

Os comerciantes informam os consumidores de produtos, seus usos e preços através da propaganda que colocam na mídia. Propaganda é particularmente importante nos mercados nacionais de larga escala hoje porque a divulgação boca a boca dos produtos é impraticável. As empresas consideram a propaganda útil, pois permite diferenciar seus produtos daqueles dos seus competidores.

A propaganda é considerada uma despesa normal da empresa, igual à despesa com pesquisa e desenvolvimento, ou segurança do produto. Embora a propaganda tenha algumas funções úteis, os críticos argumentam que os consumidores são frequentemente tentados a comprar coisas de que não precisam. Observam que os anúncios são preparados por especialistas que apelam para os desejos subconscientes e necessidades inconscientes dos potenciais consumidores. Alegam também que a familiaridade do público com uma marca, ou com o montante de dinheiro que uma determinada empresa gaste para anunciar seus produtos pode ser significativo em termos de vendas, mas não necessariamente refletir-se na qualidade dos produtos anunciados.

IV. FALSE FRIENDS – Select the better alternative in parentheses:

1. Even nowadays many women who work in **factories** do not make as much money as men.

Mesmo hoje em dia muitas mulheres que trabalham em fábricas não recebem tanto quanto os homens.

2. I didn't see the game last night because I was watching a documentary on another **channel**.

Não vi o jogo ontem à noite porque estava assistindo a um documentário em outro canal.

3. Dad has always loved **classical** music.

Meu pai sempre gostou de música clássica.

4. The word “**embarrassment**” written with a single “**r**” is a **classic** spelling mistake.

A palavra “embarrassment”, escrita com um “r” só é um dos erros de ortografia clássicos do inglês.

5. The Panama **Canal** was officially opened to ships in 1914.

O Canal do Panamá foi oficialmente aberto em 1914.

6. The bank was declared **insolvent**.

O banco foi declarado insolvente.

7. Dr. Preston was supposed to give a lecture today but there was nobody to **attend** it.

O Dr. Preston deveria dar uma palestra, hoje mas não havia ninguém para assisti-la.

8. One thing must be said about Dr. Gerald, the new Health Minister: he’s very **sensitive** to social issues.

Uma coisa deve ser dita sobre o Dr. Gerald, o novo ministro da saúde: ele é muito sensível a questões sociais.

9. Now that Mr. Simms is retiring we’ll miss his **judicious**, always sensible decisions.

Agora que o Sr. Simms vai se aposentar, vamos sentir falta de sua decisões criteriosas e sensatas.

10. Don’t worry. That plastic bag won’t dissolve. In fact it’s virtually **insoluble**.

Não se preocupe. Essa sacola de plástico não se dissolverá. Na verdade é praticamente indissolúvel.

11. Dr. Preston tried to carry out the experiment on his own, but it was impossible without anybody to **assist** him.

O Dr. Preston tentou executar a experiência sozinho, mas era impossível sem alguém para ajudá-lo.

12. Our president was inspired when he appointed Dr. Gerald for Health Minister. It’s been his most **sensible** decision.

Nosso presidente estava inspirado quando designou o Dr. Gerald para o ministério da saúde. Foi sua decisão mais sensata.

V. Complete with the PAST TENSE of the verbs in parentheses:

1. Jo often goes to Maracanã with us, but last Sunday he **went** alone.

Jo sempre vai ao Maracanã conosco, mas no domingo passado foi sozinho.

2. I **bought** a new mouse yesterday.

Comprei um novo mouse ontem.

3. Jane **found** out who stole her calculator at school.

Jane descobriu quem roubou sua calculadora na escola.

4. George **wrote** his parents a letter last night.

George escreveu uma carta para seus pais ontem à noite.

5. Mr. Sanders **left** a few minutes ago.

O Sr. Sanders saiu há alguns minutos.

6. In fact, they **sold** their old car last month.

De fato, eles venderam o carro deles no mês passado.

7. When the little boy **saw** me, he became very happy.

Quando o menininho me viu, ficou muito feliz.

8. Her father **spoke** to her very softly.

O pai dela lhe falou muito suavemente.

9. Jennifer almost **forgot** to pay her income tax yesterday.

Jennifer quase esqueceu de pagar seu imposto de renda ontem.

10. To be honest, I never **felt** so bad in my whole life.

Para ser sincero, nunca me senti tão mal na minha vida.

VI. HAVAIANAS FLIP-FLOPS

1. **graces** / 2. **icon** / 3. **strategy** / 4. **over** / 5. **tag**

VII. Tradução de: Goods and Services (*Mercadorias e Serviços*)

Uma economia nacional compreende a produção de mercadorias e serviços de um país. O Produto Interno Bruto real mede tal produção proporcionada pelo trabalho e pela propriedade nos Estados Unidos.

Os trabalhadores usam capital e recursos naturais para produzir mercadorias e serviços. Recursos naturais são aqueles fornecidos pelo planeta terra: ar, água, árvores, carvão, solo.

O capital inclui o capital físico: ferramentas, máquinas, tecnologia (alta e baixa). Inclui a propriedade intelectual: direitos autorais, patentes, marcas de comércio. Inclui o capital humano: treinamento, habilidades, experiência.

A maior parte dos recursos naturais nos Estados Unidos provém de terras de propriedades particulares tanto de pessoas físicas quanto jurídicas ou arrendadas do governo em âmbito federal ou estadual. Os governos estabelecem regras para o uso dos recursos naturais, como por exemplo o controle da poluição.

Os Estados Unidos são ricos em recursos minerais, embora já hajam ultrapassado o pico de produção para alguns deles, inclusive o petróleo. Possuem muitas fazendas com solo fértil e um clima moderado. Possuem extensos litorais tanto no Atlântico quanto no Pacífico.

VIII. BUYERS/SELLERS

(1) **gas station attendant** (*frentista*) / (2) **butcher** (*açougueiro*) / (3) **baker** (*padeiro*) / (4) **seller** (*vendedor*) / (5) **realtor** (*corretor imobiliário*) / (6) **dealers** (*negociantes*) / (7) **broker** (*corretor financeiro*) / (8) **hawker** (*vendedor de rua*) / (9) **agent** (*agente*) / (10) **tailor** (*alfaiate*)

FINAL QUIZ – ANYTHING GOES

1. **goods and services** são mercadorias e serviços.

2. *atacado e varejo* in English **wholesale & retail**.

3. “**How to determine whether a product requires labeling**” (*Como determinar se um produto*

exige rótulo).

4. The phrase “**assessment of the quality**” means *avaliação da qualidade*.
5. **hazardous household products** são *produtos domésticos perigosos*.
6. “Brazil **weathered the economic downturn** better than most major economies” (*recuperou-se da crise econômica*).
7. “**the hustle and bustle of big cities**” (o *burburinho das grandes cidades*).
8. “**sound macroeconomic policies**” (*políticas macroeconômicas corretas*).
9. **Sede da empresa** corresponds to **headquarters**.
10. If your boss requires **flawless performance**, he or she requires *atuação sem falhas, desempenho perfeito*.

The Oil Jargon

(O Jargão da Área do Petróleo)

I. Brainstorming – Oil Jargon

Na área do petróleo você deve ler textos que atendam à especificidade do vocabulário característico dos concursos para a Petrobras, ANP etc. É de se esperar que versem sobre **drilling** (*perfuração*), **oil prospection** (*prospecção do petróleo*), **oil wells** (*poços de petróleo*), **oil demand** (*procura por petróleo*), **oil supply** (*oferta de petróleo*), **crude oil** (*petróleo bruto*), **energy resources** (*recursos energéticos*), **oil rigs** (*plataformas, torres para perfuração do petróleo*); **biofuels** (*biocombustíveis*) etc.

Veja quantas palavras e locuções, quantas outras expressões-chave relacionadas com **oil** podem pipocar no seu texto de prova: **oil deposits** (*depósitos, sedimentos petrolíferos*); **oilfields** (*campos de exploração de petróleo*); **oil company** (*companhia de petróleo*); **deep-water oilfield discovery** (*descoberta de um campo de petróleo em águas profundas*); **oil reserves** (*reservas de petróleo*); **oil-producing and exporting countries** (*países produtores e exportadores de petróleo*); **oil production** (*produção de petróleo*); **oil wells** (*poços de petróleo*); **oil pipelines** (*oleodutos*); **oil prices** (*preços do petróleo*); **oil shortage** (*escassez do petróleo*); **oil spill** (*vazamento de petróleo*), e outras mais que você puder extrair de suas leituras. É assim que você tem de agir. Familiarize-se com esses assuntos e outros afins, o mais que puder.

Não esmoreça. Sua tarefa é árdua, eu sei; **but keep on studying!**

Gostaria de chamar sua atenção para o **site** da Petrobras. Com um simples clique você pode mudar o idioma, ou seja, há vários **reports, news**, em que você encontra as duas versões, em português e em inglês. **This is priceless, guys.** Nesta unidade, uso diversos textos extraídos do site da Petrobras.

Não sei se você conhece o velho provérbio **the pen is mightier than the sword** (*A pena, a caneta, é mais poderosa do que a espada*). **Well, surfing the net the other day** encontrei a seguinte paráfrase bem criativa, sagaz, e que tem relação com nosso assunto:

Really worth quoting!

"The oil can is mightier than the sword." (Everett Dirksen)

"A lata de óleo é mais poderosa do que a espada." (Everett Dirksen)

II. Analysis of Texts

Text 1: Technology and Research

We are used to challenges and to overcoming them. They are our energy, remember? To find the best solutions, we are counting on the studies and on the creativity of our researchers. You will get to know a little more about this work here.

5 Through a lot of research, we went ever so much deeper until we reached the pre-salt. We are writing this story while we seek new challenges.

We have developed exploration and production solutions, such as basin mapping and old field revitalization processes. We are also seeking logistics solutions that will allow us to overcome the major distances
10 between the oil fields and the coast, not only to transport oil and gas, but equipment and people too.

Research allows us to always deliver improved products. That is how we have developed new fuels and innovated in the biofuels area. All of this supported by a refining park that receives investments in
15 modernization and technological capability.

With an eye to the future, we research alternative sources of energy. Technology is our ally in the development of products with increasingly lower emissions and in the deployment of ecosystem and biodiversity conservation and recovery solutions.

Visit: <http://www.petrobras.com.br/en/energy-and-technology>

Analysis of Text 1

1. O que a palavra **while (L-6), as a discourse marker**, está indicando?

2. In the fragment: “we are **counting** on the studies and on the creativity of our researchers” (L-2/3), the verb form **relying** could have replaced the form **counting** without changing the meaning. **True or False?**

3. O verbo **to seek (L-6)** é irregular. Se o autor o tivesse usado no passado ou no particípio passado você seria capaz de reconhecê-lo?

4. Escreva duas formas de adjetivos no **grau comparativo** no texto:

5. In the fragment: “logistics solutions that will **allow** us to overcome the major distances” (L-10), the author could have used the

verb **to permit** to replace **allow**, without changing the meaning. **True or False?**

6. Translate the following fragments:

a) we are counting on the studies and on the creativity of our researchers

b) such as basin mapping and old field revitalization processes

c) development of products with increasingly lower emissions

d) in the deployment of ecosystem

e) and biodiversity conservation and recovery solutions

Text 2: High Oil Prices Herald Era of Hard-to-Get Resource

Pleas for increased output will have limited effect

The energy apocalypse has arrived, say doomsayers. In fact, it came a few years ago, when the world reached the maximum rate of petroleum production, known as the peak oil. Output has been declining since then. The doomsayers say the trend will only accelerate, with grave
5 consequences for the world economy.

But most mainstream energy economists throw cold water on what they see as these overheated predictions.

The peak oil theory is highly controversial, not least because reliable data are difficult to find in the oil markets. While some say a peak in
10 oil production is unlikely before 2020, others claim it is already here or will come very soon.

But beyond the issue of the exact timing of peak oil production, experts agree that the era of easy oil, and by the same token of cheap transportation fuel, is over.

15 Michelle Foss, the head of the Center for Energy Economics at the University of Texas at Austin, told America.gov that in the medium and long term, petroleum supply will stay behind demand, keeping prices high. And most energy experts agree.

Analysis of Text 2

1. Translate the title of **text 2: “High Oil Prices Herald Era of Hard-to-Get Resource”**

2. Translate the sub-title of **text 2: “Pleas for increased output will have limited effect”**

3. In the fragment: “**In fact**, it came a few years ago,” a locução **in fact, in bold**, poderia ser substituída pelo advérbio **actually**, sem prejuízo do sentido. **True or False?**

4. What does the author mean by “**peak oil**” (L-3)?

5. What do you understand by “**overheated predictions**” (L-7)?

6. What does the author mean by “**by the same token**” (L-13)?

7. Translate the following fragments:

a) The energy apocalypse has arrived

b) Output has been declining since then.

c) The doomsayers say the trend will only accelerate

d) mainstream energy economists throw cold water on what they see as

e) reliable data are difficult to find in the oil markets.

f) beyond the issue of the exact timing of peak oil production

g) petroleum supply will stay behind demand

III. Vocabulary Build Up

Mini-text 1: Regulatory Framework for the Pre-salt

Complete the mini-text with the words below:

sole	role	fields	size	charge
------	------	--------	------	--------

According to Petrobras’ CEO, José Sergio Gabrielli de Azevedo, with the sanction of the regulatory framework for the pre-salt, a new stage in oil exploration begins in the country. “Petrobras’ _____ (1) is now much bigger with regard to Brazilian oil,” he said. “We have the responsibility of being the _____ (2) operator. However, that does not mean we will work alone. But the fact is that we are the company that is most familiar with the pre-salt, because we work with it.” “Besides,” he said, “ours is a company that has the best infrastructure to enable the rapid development of the pre-salt, it is the largest in _____ (3) and international experience in pre-salt production deep waters in the world.”

The law that establishes the new model for oil exploration in the pre-salt was sanctioned by President Luiz Inácio Lula da Silva on Wednesday. The law, which was approved in Congress early in December, replaces the current concession model for the production sharing mechanism. Based on this system, the companies in _____ (4) of exploration will have to pass on to the Union part of the oil they lift. In addition to the new exploitation model, the bill that was signed into law determines that we are the only operator of all exploitation _____ (5) in the pre-salt, and that will hold 30% stakes in the consortia that are formed.

(News – 23.12.2010)

Visit: <http://www.petrobras.com.br/en/news/regulatory-framework>

Analysis of Mini Text 1

1. O que você entende por **regulatory framework** (L-2)?

2. As **discourse markers**, o que estão indicando as seguintes palavras:

a) **however** (L-5) –

b) besides (L-7) –

3. A locução In addition to (L-18) poderia ser substituída por besides sem prejuízo do sentido no texto. True or false?

Mini-text 2: Energy and Research

Complete the mini-text with the words below:

producing	pioneering	sources	through	growth
-----------	------------	---------	---------	--------

_____ (1) the years, we have produced oil under conditions never before faced. And history is shaping up to repeat itself once again: our research affords us a _____ (2) role in pre-salt exploration and production.

5 Here you will learn a little more about the current _____ (3) of energy and about the ones we are researching for the future: from oil to the hydrogen cell, biodiesel to alternative energy sources.

You will also be introduced to the technological challenges we are coming up against: _____ (4) in the pre-salt, boosting recovery from
10 mature fields, improving transportation, designing new products, attaining more efficiency, always aligned to environmental concerns and sustainable
_____ (5).

Visit: <http://www.petrobras.com.br/en/energy-and-technology>

Analysis of Mini Text 2

1. In the fragment: "And history is **shaping up to repeat itself once again" (L-2), what does the author mean by **shaping up**?**

2. In the fragment: our research **affords us" (L-3), what does the verb **afford** mean?**

3. Como se traduz a expressão em negrito no fragmento: "the technological challenges we are **coming up against" (L-8/9)?**

4. Translate the following fragments:

a) we have produced oil under conditions never before faced

b) boosting recovery from mature fields

c) designing new products, attaining more efficiency, always aligned to environmental concerns

Mini-text 3: What is the Pre-salt?

Complete the mini-text with the words below:

depth	makes	accumulate	layer	discoveries
-------	-------	------------	-------	-------------

The expression “pre-salt” _____ (1) reference to an aggregation of rocks located offshore in a large portion of the Brazilian coast and with potential to generate and _____ (2) oil. It was called pre-salt because it forms a rock interval that ranges under an extensive layer of salt which, in certain areas of the coast, can be as much as 2,000 meters thick. The “pre” expression is used because, through time, these rocks were deposited before the salt layer. The total _____ (3) of these rocks, i.e., the distance between the surface of the sea and the oil reservoirs under the salt layer, can be as much as 7,000 meters.

Petrobras recently made the biggest oil _____ (4) in Brazil in the pre-salt layer located between the states of Santa Catarina and Espírito Santo, where major volumes of light oil were found. The oil that has already been found in the pre-salt _____ (5) in the Santos Basin, for example, has a specific gravity of 28.5o API, low acidity and low sulfur contents. These are the hallmarks of a high-quality oil with a higher market value.

Visit: <http://www.petrobras.com.br/en/energy-and-technology>

Analysis of Mini Text 3

1. Encontre no minitexto exemplos de adjetivos no grau:

a) **comparative** –

b) **superlative** –

2. Translate the following fragments:

a) it forms a rock interval that ranges under an extensive layer of salt

b) can be as much as 2,000 meters thick

c) where major volumes of light oil were found

d) These are the hallmarks of a high-quality oil

IV. Unit Mock Test

Attention! *Se não se sentir confortável com a leitura deste texto, procure estudar primeiramente as questões de exploração que formulei logo em seguida.*

The World Looks at Riyadh

As for the near future, Saudi Arabia is the only country with a significant spare capacity of conventional oil. However, the margin by which it can ramp up production on demand has declined to 2% of global demand from 15% in 1988.

5 This is one reason why pleas from leaders of industrialized nations for more output have limited effect, experts say.

Another reason is the huge profits earned by major oil-producing countries, according to John Deutch of the Massachusetts Institute of Technology. He told America.gov these countries' profits exceed what

10 they need to fund their national programs.

Steve Andrews, co-founder of the nonprofit research group Association for the Study of Peak Oil and Gas – USA, said pumping up more oil on short notice is not always in the best interest of oil-rich nations. It can hinder their efforts to diversify their economies and

15 manage their resources with the welfare of future generations in mind,

15 he told America.gov.

The Saudis have been criticized in the U.S. media and Congress for not doing enough to increase production. But Foss said that behind the scenes they actually have done a great deal to put more oil on the market. Oil producers know that they must tread carefully because,

20 at a certain point, high petroleum prices can push consumers toward alternative fuels and conservation, depressing demand for oil and causing prices to drop steeply.

[By Andrzej Zwaniecki – Staff Writer 08 August 2008]

Visit: <http://www.america.gov/>

1. Saudi Arabia's oil production increase on demand:

a) puts more oil on the market effortlessly;

- b)** answers the pleas from leaders of industrialized countries for more oil output;
- c)** deserves to have a bigger share of oil global demand;
- d)** attends to more conventional oil than the leaders of industrialized countries need;
- e)** meets much less of the global demand than it did twenty years ago.

2. According to the author high petroleum prices:

- a)** may force some petroleum companies to leave the market;
- b)** can push consumers toward more conservative alternative fuels;
- c)** can increase global production on demand;
- d)** can lead consumers to seek alternative fuels;
- e)** might lead oil producers to exceed profit margins.

3. When the author says "Oil producers know that they must tread carefully" (L-20) he means that oil producers have to:

- a)** avoid high risks in petroleum distribution;
- b)** look at what is in the best interest of oil-rich nations first;
- c)** deal with oil related issues very tactfully;
- d)** cause the depressing of the demand for oil so prices can drop steeply;
- e)** avoid measures that hinder their efforts to diversify their economies.

4. In the following fragment: "and causing prices to drop steeply" (L-22/23) the verb that could replace the phrase to drop steeply, without changing the meaning intended by the author, is:

- a)** soar;
- b)** rally;
- c)** plummet;
- d)** fall slightly;
- e)** revive.

Analysis of "The World Looks at Riyadh"

1. Without any dictionary see if you can translate the title of text 1:

"The World Looks at Riyadh"

2. Traduza o fragmento: "As for the near future"; em seguida, responda se o autor poderia ter usado to em vez de for, sem prejuízo do sentido. True or false?

3. A palavra however (L-2), as a discourse marker, indica contraste e poderia ser substituída por nevertheless. True or False?

4. Translate the following fragments:

a. with a significant spare capacity of conventional oil

b. the margin by which it can ramp up production on demand

c. pleas from leaders of industrialized nations for more output

d. the huge profits earned by major oil-producing countries

e. pumping up more oil on short notice

f. It can hinder their efforts to diversify their economies

g. behind the scenes they actually have done a great deal to put more oil

h. Oil producers know that they must tread carefully

i. depressing demand for oil and causing prices to drop steeply

Really worth quoting!

“Formula for success: rise early, work hard, strike oil.” (J. Paul Getty)

“Fórmula para o sucesso: acorde cedo, trabalhe arduamente e descubra petróleo.” (J. Paul Getty)

V. Learn From Past Exams

Brazil: Platform for Growth

On the Cidade de Angra dos Reis oil platform, surrounded by the deep blue South Atlantic, a Petrobras engineer turns on a tap and watches blackliquid flow into a beaker.

It looks and smells like ordinary crude oil. Nevertheless, for Brazil, this represents something much more spectacular. Pumped by the national oil company from “pre-salt” deposits – so-called because they lie beneath 2,000m of salt – 300km off the coast of Rio de Janeiro, it is some of the first commercial oil to flow from the country’s giant new deep water discoveries.

Already estimated to contain 50bn barrels, and with much of the area still to be fully explored, the fields contain the world’s largest known

offshore oil deposits. In one step, Brazil could jump up the world rankings of national oil reserves and production, from 15th to fifth. So great are the discoveries, and the investment required to exploit them, that they have the potential to transform the country – for good or for ill.

15 Having seen out booms and busts before, Brazilians are hoping that this time “the country of the future” will at last realise its full economic potential. The hope is that the discoveries will provide a nation already rich in renewable energy with an embarrassment of resources with which to pursue the goal of becoming a US of the south.

20 The danger for Brazil, if it fails to manage this windfall wisely, is of falling victim to “Dutch disease”.

The economic malaise is named after the Netherlands in the 1970s, where the manufacturing sector withered after its currency strengthened on the back of a large gas field discovery combined with rising energy prices.

25 Even worse, Brazil could suffer a more severe form of the disease, the “oil curse”, whereby nations rich in natural resources – Nigeria and Venezuela, for example – grow addicted to the money that flows from them.

Petrobras chief executive says neither the company nor the country’s oil industry has so far been big enough to become a government cash cow.

30 But with the new discoveries, which stretch across an 800km belt off the coast of south-eastern Brazil, this is going to change. The oil industry could grow from about 10% of GDP to up to 25% in the coming decades, analysts say. To curb any negative effects, Brazil is trying to support domestic manufacturing by increasing “local content” requirements in the oil industry.

35 Without a “firm local content policy”, says Petrobras CEO, Dutch disease and the oil curse will take hold. However, “if we have a firm and successful local content policy, no – because other sectors in the economy are going to grow as fast as Petrobras”.

The other long-term dividend Brazil is seeking from the discoveries is
40 in research and development (R&D). Extracting oil from beneath a layer of salt at great depth, hundreds of kilometres from the coast, is so challenging that Brazilian engineers see it as a new frontier. If they can perfect this, they can lead the way in other markets with similar geology, such as Africa.

For its part, Petrobras is spending \$800m-\$900m a year over the
45 next five years on R&D, and has invested \$700m in the expansion of
its research centre.

Ultimately, Brazil's ability to avoid Dutch disease will depend not
just on how the money from the oil is spent. The country is the world's
second biggest exporter of iron ore. It is the largest exporter of beef.

50 It is also the biggest producer of sugar, coffee and orange juice, and
the second-largest producer of soya beans.

Exports of these commodities are already driving up the exchange
rate before the new oil fields have fully come on stream, making it
harder for Brazilian exporters of manufactured goods. Industrial
55 production has faltered in recent months, with manufacturers blaming
the trend on a flood of cheap Chinese-made imports.

"Brazil has everything that China doesn't and it's natural that,
as China continues to grow, it's just going to be starved for those
resources," says Harvard's Prof Rogoff. "At some level Brazil doesn't
60 just want to be exporting natural resources – it wants a more diversified
economy. There are going to be some rising tensions over that."

(By Joe Leahy) – [Cesgranrio/Petrobras/Analista de sistemas JT./2011] [Adapted from Financial Times /March 15,2011 – Retrieved on: 17
/06/11]

Visit: http://www.ft.com/cms/s/0/fa11320c-4f48-11e0-9038-00144feab49a,i_email=y.html.

1. The communicative intention of Text I is to:

- a) classify all the economic risks Brazil will certainly run if it insists on extracting oil at great depth;
- b) suggest that Brazil could soon be ranked as one of the four main oil producers in the whole world;
- c) argue that Brazil should try to avoid potential dangers associated to its recent deep water oil discoveries;
- d) report on the rising tensions between China and Brazil over the manufacturing sector of the world economy;
- e) announce the expected growth of the oil industry in Brazil, Nigeria and Venezuela in the coming decades.

2. According to paragraphs 5 and 6 (lines 21-26), Dutch disease is a:

- a) concept that explains the relationship between a stronger currency, due to the discovery of vast gas deposits, and the decline in the manufacturing sector;
- b) theory that can justify the increase in energy prices and the strengthening of the manufacturing sector;
- c) dangerous form of economic malaise that can only victimize already affluent nations;
- d) severe economic disease that is affecting the economy of countries like the Netherlands;
- e) a type of problem known as the "oil curse" that affects the booming sector of oil extraction.

3. According to paragraphs 9 and 10 (lines 34-43), investing in R&D:

- a) may open new markets for the Brazilian technological sector of oil extraction at great depth;
- b) may justify Petrobras' plans to reduce the development of its research center;
- c) is surely leading Brazilian engineers to work for African countries rich in natural resources;
- d) will pay immediate dividends in the challenging sector of geology and oil exploitation;
- e) can explain why Petrobras is spending \$800m – \$900m to extract oil at great depth.

4. Based on the meanings in Text I, the two words are antonymous in:

- a) "...realise..." (line 17) – understand;
- b) "...stretch..." (line 34) – bridge;
- c) "...curb..." (line 37) – foster;
- d) "...faltered..." (line 61) – halted;
- e) "...blaming..." (line 61) – reproaching.

5. Concerning the referent to the pronoun *it*, in the fragments below:

- a) in "It looks and smells like ordinary crude oil." (L-4), it refers to "**beaker**" (L-3);
- b) in "The danger for Brazil, if **it** fails to manage this windfall wisely, is of falling victim to Dutch disease." (L-21/22), it refers to "**danger**" (L-21);
- c) in "... Brazilian engineers see **it** as a new frontier." (lines 47), it refers to "**coast**" (L-46);
- d) in "making **it** harder for Brazilian exporters of manufactured goods." (lines 59/60), it refers to "**stream**" (L-59);
- e) in "'it's just going to be starved for those resources,' says Harvard's Prof Rogoff." (L-64/65), **it** refers to "**China**" (L-63).

6. In "Without a 'firm local content policy', says Petrobras CEO, Dutch disease and the oil curse will take hold." (L-40/41), "take hold" means to:

- a) become more easily controlled;
- b) become stronger and difficult to stop;
- c) be completely defeated and ineffective;
- d) be absolutely harmless and disappointing;
- e) be transformed into very powerful assets.

7. The boldfaced item is *synonymous* with the expression in parentheses in:

- a) "**Nevertheless**, for Brazil, this represents something much more spectacular." (lines 4/5) – (**Thus**);
- b) "...neither the company nor the country's oil industry has **so far** been big enough to become a government cash cow." (lines 31/33) – (**meanwhile**);
- c) "**However**, 'if we have a firm and successful local content policy, no'" (lines 41/42) – (**Moreover**);
- d) "**because** other sectors in the economy are going to grow as fast as Petrobras." (lines 42/43) – (**due to the fact that**);
- e) "**Ultimately**, Brazil's ability to avoid Dutch disease will depend not just on how the money from the oil is spent." (lines 53/54) – (**Furthermore**).

Just For Fun



Maybe that woman's car needs gas
and she does not seem to know where the **tank** is.

VI. Exercise Section

I. Translate the following fragments from the mini-text: "Petrobras Seeks More Refining Capacity"

The decision by Petrobras to join Venezuela's state-run petroleum company, PDVSA, in building a new refinery in the state of Pernambuco means that the Brazilian state-run enterprise will increase its production level by 200,000 barrels/day by the year 2011. That is good news with domestic demand rising between 2.6% to 2.7% annually. The new refinery will also create a total of 230,000 jobs over a four-year period.

At the moment, Petrobras has eleven refining units, most in the Southeastern regions of the country, and has been setting new production records with regularity. In August, average daily production reached 1,8 million barrels. That is a new record. The problem, however, is that by 2011 it will no longer be enough.

(Agência Brasil by Nielmar de Oliveira, Translator: Allen Bennett)

a) Venezuela's state-run petroleum company

b) will increase its production level by

c) That is good news with domestic demand rising

d) most in the Southeastern regions of the country

e) has been setting new production records with regularity

f) average daily production reached

g) by 2011 it will no longer be enough

II. FALSE COGNATES – Translate the following sentences paying close attention to the underlined words:

1. From the beginning Dr. Michel knew that it was not an **ordinary** case.

2. No one could accuse him of any kind of **prejudice**.

3. My youngest brother is very **particular** about his clothes.

4. Many candidates **enrolled** for the placement test this year.

5. We all knew about Mr. Green's **ingenuity**.

6. Glenda's father is not a **physician**; I'm sure that he's a **physicist**.

7. I hope my suggestion is in keeping with the company's **policy**.

8. You may accept it or not, but I'll give you some **advice**.

9. The latest reports say there were heavy **casualties** on account of the bomb explosion.

10. Stop **pretending** that you're asleep; I know you're listening to me.

11. Érico Veríssimo wrote many **novels**, Dias Gomes wrote many soap operas.

12. She made a fortune buying government **bonds**.

III. Complete com um phrasal verb com LEAVE. Um significado equivalente é dado entre parênteses:

OFF	FOR	ASIDE	OUT	BEHIND
-----	-----	-------	-----	--------

1. Make sure you're not **leaving** my name _____. (**omitting**)

2. My parents are **leaving** _____ Canada. (**departing**)

3. It's been raining heavily for days. There is no sign this rain will **leave** _____. (**stop**)

4. Let's **leave** other factors _____, the point is: can we afford a new car? (**not consider**)

5. I was in the parking lot already when I realized that I had **left** my car keys _____. (**forgotten**)

IV. Translate the following excerpts from "Market Opportunities"

The Brazilian national oil company Petrobras' expansion may represent the largest global business opportunity in the oil & gas sector between the years 2011-20. The offshore pre-salt oil deposits discovered in 2006 and 2007 are estimated to exceed 60 billion barrels in probable or recoverable reserves, and could place Brazil among the world's top ten oil-producing countries. Petrobras anticipates that it will invest \$224 billion in exploration and development between 2011 and 2015.

Visit: <http://export.gov/brazil/>

a) Petrobras' expansion may represent the largest global business opportunity

b) The offshore pre-salt oil deposits

c) could place Brazil among the world's top ten oil-producing countries

Mini-Text: Brazil will Increase Natural Gas Supplies to Reduce Dependence

The Brazilian government plans to concentrate its efforts on increasing natural gas supplies in Brazil and thus reduce the country’s dependence on Bolivian gas, which presently constitutes 40% of what the country consumes. This information was provided yesterday by João Souto, secretary of Petroleum, Natural Gas, and Renewable Fuels in the Ministry of Mines and Energy.

During a seminar on National Natural Gas Policy, Souto affirmed that “with the steps we plan to take, domestic supplies will increase approximately 100% in the next five years from the current level of 48 million cubic meters to 100 million cubic meters.”

Converting natural gas-fueled thermoelectric plants to biofuel heads the list of measures to diminish demand. According to the secretary, this conversion will begin in 2007. In the sphere of gas transportation infrastructure, he added, investments of US\$ 4.5 billion are projected for the construction of new gas pipelines.

(From Agência Brasil, by Cristiane Ribeiro, Translation: David Silberstein) Access: 23/05/2006

V. Analysis of The Mini Text

1. How can you translate the title of this mini-text:

Brazil will Increase Natural Gas Supplies to Reduce Dependence

2. Procure no texto

a) três exemplos de verbos no **present simple** –

b) dois exemplos de verbos no **past simple** –

c) dois exemplos de verbos no **future simple** –

VI. Vocabulary Post Test

Sem consultar nenhum dicionário, procure correlacionar as colunas **A & B**:

A	B
1. gas supplies	a. () tomar medidas
2. renewable fuels	b. () reduzir a procura
3. take steps	c. () gasodutos

4. current level	d. () suprimentos de gás
5. diminish demand	e. () combustíveis renováveis
6. gas pipelines	f. () nível atual

VII. Unit Quiz – Anything Goes

Tente responder este QUIZ – ANYTHING GOES (*Teste Vale Tudo*) depois que houver estudado a unidade inteira.

1. How can you translate the phrase **oil supply**?

2. Como se diz em inglês *fontes sustentáveis de energia*?

3. Como se diz em inglês *superávit na capacidade de produção*?

4. Translate the following fragment: **boost crude oil output**:

5. O que você entende por **oil market trends**?

6. In the fragment: “this will **spur** oil consumption”, you can replace the verb **spur** with the verb **ease**, without changing the meaning. **True or False?** –

7. In the fragment: “Oil production is expected to **rise** by 1 million barrels per day in 2012”, you can replace the verb to **rise** with the verb **dip**, without changing the meaning. **True or False?** –

8. In 2007 Petrobrás has skyrocketed to the 8th place among world’s most respected companies. This means the that the Brazilian giant has **[a) risen / b) fallen]** to that position? –

9. Como se diz em inglês: *países produtores de petróleo*?

10. How can you say in English: *densa camada de sal*?

VIII. Answers & Comments

ANALYSIS OF TEXT 1- Technology and Research

1. A palavra **while**, que significa *enquanto*, as a **discourse marker**, aqui está indicando

simultaneidade de ações.

2. **True** – In the fragment: “we are **counting** on the studies and on the creativity of our researchers”, the verb form **relying** could have replaced the form **counting** without changing the meaning.
3. O verbo **to seek** é irregular. Suas formas de **past tense & past participle** são **sought, sought**. Traduz-se esse verbo por *procurar, buscar*.
4. Escreva duas formas de adjetivos no grau comparativo no texto: **deeper/ lower**
5. **True** – In the fragment: “logistics solutions that will **allow** us to overcome the major distances”, the author could have used the verb **to permit** to replace **allow**, without changing the meaning.
6. **Translation of the fragments:**
 - a) we are counting on the studies and on the creativity of our researchers
estamos contando com os estudos realizados e com a criatividade de nossos pesquisadores
 - b) such as basin mapping and old field revitalization processes
tais como mapeamento da bacia e processos de revitalização de velhos campos petrolíferos
 - c) development of products with increasingly lower emissions
desenvolvimento de produtos que produzam emissões cada vez menores
 - d) in the deployment of ecosystem
no desenvolvimento do ecossistema
 - e) and biodiversity conservation and recovery solutions
e conservação da biodiversidade e em soluções de recuperação

ANALYSIS OF TEXT 2

1. Translation of the title of **text 2**: “**High Oil Prices Herald Era of Hard to-Get Resource**”(Preços altos do petróleo anunciam era de dificuldade para obter esse recurso).
2. Translation of the sub-title of **text 2**: “**Pleas for increased output will have limited effect**”(Apelos por produção incrementada terão efeito limitado).
3. **True** – In the fragment: “**In fact**, it came a few years ago,” a locução “**in fact**”, **in bold**, poderia ser substituída pelo advérbio **actually** (*de fato, na verdade*), sem prejuízo do sentido.
4. By “**peak oil**” the author refers to the moment when the world reached the maximum rate of petroleum production (*momento em que o mundo atingiu o grau máximo de produção do petróleo*)
5. “**overheated predictions**” (*previsões superestimadas*)
6. “**by the same token**” (*do mesmo modo, semelhantemente*)

7. Translation of the fragments:

a) The energy apocalypse has arrived

O apocalipse energético chegou

b) Output has been declining since then

A produção vem declinando desde então

c) The doomsayers say the trend will only accelerate

Os profetas (do apocalipse) dizem que a tendência vai apenas se acelerar

d) mainstream energy economists throw cold water on what they see as

economistas do setor energético jogam água fria naquilo que eles veem como

e) reliable data are difficult to find in the oil markets

dados confiáveis são difíceis de encontrar nos mercados de petróleo

f) beyond the issue of the exact timing of peak oil production

muito além da questão do tempo exato da produção máxima de petróleo

g) petroleum supply will stay behind demand

a oferta de petróleo ficará aquém da demanda

VOCABULARY BUILD UP

Mini-text 1: Regulatory Framework for the pre-salt

1. role / 2. sole / 3. size / 4. charge / 5. fields

ANALYSIS OF MINI TEXT 1

1. **regulatory framework** (*sistema de regulamentações, sistema normativo*)

2. **As discourse markers**

a) **however** – indica contraste ou oposição

b) **besides** – indica adição ou acréscimo

3. **True** – A locução **in addition to** poderia ser substituída por **besides** sem prejuízo do sentido no texto.

Mini text 2: Energy and research

1. through / 2. pioneering / 3. sources / 4. producing / 5. growth

ANALYSIS OF MINI-TEXT 2

1. In the fragment “And history is **shaping up** to repeat itself once again” by **shaping up** the author means *moldando-se, conformando-se*.

2. In the fragment “our research **affords** us” (*nossa pesquisa nos garante que*), the verb **afford** means **guarantee**.

3. Traduzindo o fragmento: “the technological challenges we are **coming up against**” (*os desafios tecnológicos com que estamos nos deparando*).

4. Translation of the fragments:

- a) we have produced oil under conditions never before faced

Produzimos petróleo sob condições jamais enfrentadas

- b) boosting recovery from mature fields

impulsionando a recuperação de posto já instalados

- c) designing new products, attaining more efficiency, always aligned to environmental concerns

concebendo novos produtos, obtendo mais eficiência, sempre em consonância com as preocupações ambientais

Mini-text 3: What is the Pre-salt?

1. Makes / 2. accumulate / 3. depth / 4. discoveries / 5. layer

ANALYSIS OF MINI-TEXT 3- What is the pre-salt?

1. Encontre no minitexto anterior exemplos de adjetivos no grau:

- a) **comparative** – higher

- b) **superlative** – biggest

2. Translation of the fragments:

- a) it forms a rock interval that ranges under an extensive layer of salt

forma um intervalo rochoso que se estende sob uma extensa camada de sal

- b) can be as much as 2,000 meters thick

podem chegar a ter densidade de até 2000 metros

- c) where major volumes of light oil were found

onde grandes quantidades de óleo leve foram encontradas

- d) These are the hallmarks of a high-quality oil

Estas são as características marcantes de um petróleo de alta qualidade

MOCK TEST

1. E – O autor declara que um aumento na produção de petróleo da Arábia Saudita, quando demandado, representava um aumento de 15% da demanda mundial em 1988 e hoje corresponde só a 2%, por conseguinte **meets much less of the global demand than it did twenty years ago** (*atende a muito menos da demanda global solicitada do que o fazia há vinte anos*). Nas outras opções: em (a), coloca mais petróleo no mercado sem maior esforço; na (b), atende às solicitações pelo incremento da produção de petróleo dos líderes das nações industrializadas, em (c), merece uma parcela maior da demanda de petróleo mundial; em (d), responde com uma quantidade de petróleo convencional maior do que aquela que os líderes dos países industrializados necessitam.
2. D – De acordo com o autor, os altos preços do petróleo podem levar os contribuintes a buscar combustíveis alternativos. Nas demais opções: em (a), poderá forçar algumas companhias petrolíferas a sair do mercado; em (b), pode levar consumidores na direção de combustíveis

alternativos mais conservadores; em (c), poderá aumentar a produção global demandada; em (e), poderia levar os produtores de petróleo a exceder margens de lucro.

3. C – Traduzindo o fragmento do texto “**Oil producers know that they must tread carefully**” (*os produtores de petróleo sabem que têm de andar com cuidado*) o que, parafraseando, corresponde a: os produtores de petróleo têm de lidar com as questões relacionadas com petróleo com muito tato. Nas outras opções está dito que: em (a), evitar os altos riscos da distribuição do petróleo; em (b), olhar para o que é do maior interesse das nações ricas em petróleo primeiramente; em (d), provocar a diminuição da demanda por petróleo de modo que os preços possam cair acentuadamente; em (e), evitar medidas que obstruam seus esforços para diversificar suas economias.
4. C – Neste fragmento só o verbo **plummet** (*cair acentuadamente*) poderia substituir a locução **to drop steeply** (*cair vertiginosamente*). Em (a) **soar** (*subir significativamente*); em (b) **rally** (*recuperar-se*); em (d) **fall slightly** (*cair ligeiramente*); em (e) **revive** (*recuperar-se*)

ANALYSIS OF THE TEXT – The World Looks at Riyadh

1. Translation of the title of **text 1**: “**The World Looks at Riyadh**” – *O mundo se volta para Riyadh*.
2. **True** – O autor poderia ter usado também a locução **as to**. [**As for the near future** = *Quanto ao futuro próximo*]
3. **True** – A palavra **however, as a discourse marker**, indica contraste e poderia ser substituída por **nevertheless**.
4. Translation of the fragments:
- a. with a significant spare capacity of conventional oil
com uma reserva livre de petróleo convencional
 - b. the margin by which it can ramp up production on demand
a margem com que pode incrementar a produção quando solicitada
 - c. pleas from leaders of industrialized nations for more output
pedidos dos líderes das nações industrializadas por maior produção
 - d. the huge profits earned by major oil-producing countries
os lucros enormes auferidos pelos países produtores de petróleo
 - e. pumping up more oil on short notice
extraíndo mais petróleo a curto prazo
 - f. It can hinder their efforts to diversify their economies
podem obstruir seus esforços para diversificar suas economias
 - g. behind the scenes they actually have done a great deal to put more oil
por trás dos panos eles de fato fizeram muito para colocar mais petróleo

h. Oil producers know that they must tread carefully

produtores de petróleo sabem que precisam andar cuidadosamente

i. depressing demand for oil and causing prices to drop steeply

baixando a demanda por petróleo e fazendo com que os preços se reduzam vertiginosamente

LEARN FROM PAST EXAMS

1. **C** – A intenção passada no texto “**Brazil: Platform for Growth**” (*Brasil: Plataforma para o Crescimento*) é argumentar que o Brasil deve tentar evitar perigos potenciais associados às descobertas recentes em águas profundas. Nas demais opções, lê-se: em **a**), classificar todos os riscos econômicos que o Brasil certamente correrá se insistir na extração do petróleo a tão grande profundidade; em **b**), sugerir que o Brasil poderia em breve se classificar entre os quatro maiores produtores de petróleo do mundo; em **d**), relatar quanto as crescentes tensões entre China e Brasil com relação ao setor manufatureiro da economia mundial; em **e**), anunciar o esperado crescimento da indústria petrolífera no Brasil, Nigéria e Venezuela nas décadas vindouras.
2. **A – Dutch disease** (*doença holandesa*) é um conceito que explica a relação entre uma moeda mais forte, devido à descobertas de grandes reservas de gás e o declínio do setor manufatureiro. Nas demais, lê-se: em **b**), teoria que pode justificar o aumento nos preços de energia e o fortalecimento do setor manufatureiro; em **c**), uma forma perigosa de doença econômica que pode vitimar somente as nações já ricas; em **d**), doença econômica séria que está afetando a economia de países como a Holanda; em **e**), um tipo de problema conhecido como a maldição do petróleo, que afeta o setor em crescimento da extração do petróleo.
3. **A** – De acordo com o texto, investir em R&D, **Research & Development** (*Pesquisa & Desenvolvimento*), pode abrir novos mercados para o setor tecnológico brasileiro de extração do petróleo em águas profundas. Nas demais opções: em **b**), pode justificar os planos da Petrobras de reduzir o desenvolvimento do seu centro de pesquisas; em **c**), está certamente conduzindo engenheiros brasileiros de renome a trabalharem para nações africanas, ricas em recursos naturais; em **d**), pagará dividendos de imediato no desafiante setor da geologia e da exploração de petróleo; em **e**), pode explicar por que a Petrobras está gastando de \$800m a \$900m para extrair petróleo em águas profundas.
4. **C** – Efetivamente **curb** (*frear, controlar*) & **foster** (*incentivar, estimular*) podem ser consideradas opostas. Nas demais: **a**) **realise** (*perceber*) & **understand** (*entender*); **b**) **stretch** (*esticar*) & **bridge** (*construir uma ponte sobre*); **d**) **falter** (*hesitar, cambalear*) & **halt** (*interromper, parar*); **e**) **blame** (*culpar*) & **reproach** (*reprovar*)
5. **E** – Claramente o pronome **it** se refere à China em: “‘it’s just going to be starved for those resources,’ says Harvard’s Prof. Rogoff.” (*ela (China) vai estar ávida por esses recursos, diz o Prof. Rogoff, de Harvard*). Traduzindo as demais opções: em **a**), “**It** looks and smells like ordinary crude oil.” (*isso parece petróleo bruto comum e cheira como tal*), **it** não se refere a “beaker” e, sim

a black liquid. Em **b**), “The danger for Brazil, if **it** fails to manage this windfall wisely, is of falling victim to ‘Dutch disease.’”(o perigo para o Brasil, se este fracassar em gerenciar esse turbilhão sabiamente, é o de ser vítima da doença holandesa), **it** não se refere a “danger”, e sim ao Brasil; em **c**), “Brazilian engineers see it as a new frontier.” (Os engenheiros brasileiros o veem como uma nova fronteira), **it** não se refere a “coast”, e sim “a oil explored in the pre-salt”; em **d**), in “making it harder for Brazilian exporters of manufactured goods” (torná-lo mais difícil para os exportadores brasileiros de produtos manufaturados), **it** não se refere a “stream” e, sim a rising exchange rate.

- 6. B** – Questão que buscava o conhecimento da expressão **to take hold** (estabelecer-se, implantar-se). Portanto, traduzindo o fragmento: “Without a ‘firm local content policy’, says Petrobras CEO, Dutch disease and the oil curse will take hold.” (Sem uma política de conteúdo local firme, diz o presidente da Petrobras, a doença holandesa e a maldição do petróleo se estabelecerão); ou seja: will become stronger and difficult to stop (se tornarão mais fortes e difíceis de parar). Nas demais: em **a**), se tornarão mais facilmente controladas; em **c**), serão totalmente derrotadas e ineficazes; em **d**), serão totalmente inofensivas e decepcionantes; em **e**), serão transformadas em poderosos ativos.
- 7. D** – Trata-se de uma questão sobre **discourse markers**, as palavras marcadoras do discurso. Traduzindo o fragmento: “**because** other sectors in the economy are going to grow as fast as Petrobras.” (porque outros setores da economia irão crescer tão rápido quanto a Petrobras), constata-se que a palavra **because** poderia ser substituída pela locução **due to the fact that** (devido ao fato de). Traduzindo as demais opções: em **a**), “**Nevertheless**, for Brazil, this represents something much more spectacular.” (Entretanto, para o Brasil isso representa algo muito mais espetacular) e a palavra **thus**(portanto); em **b**), “neither the company nor the country’s oil industry has **so far** been big enough to become a government cash cow.” (nem a companhia nem a indústria petrolífera do país foram até agora grandes o suficiente para serem consideradas como a galinha dos ovos de ouro do governo) – a palavra **meanwhile** significa neste meio tempo; em **c**), “**However**, ‘if we have a firm and successful local content policy’” (Contudo, se tivermos uma firme política local de conteúdo e bem-sucedida) – a palavra **moreover** significa além disso; em **e**), “**Ultimately**, Brazil’s ability to avoid Dutch disease will depend not just on how the money from the oil is spent.” (Em última análise, a habilidade do Brasil em evitar a doença holandesa dependerá não somente de como o dinheiro vindo petróleo seja gasto) – a palavra **furthermore** também significa além disso.

EXERCISE SECTION

I. TRANSLATION OF THE FRAGMENTS

a) Venezuela’s state-run petroleum company

A companhia estatal de petróleo venezuelana

b) will increase its production level by

incrementará seu nível de produção em

c) That is good news with domestic demand rising

É uma boa notícia com a demanda interna crescendo

d) most in the Southeastern regions of the country

principalmente na região sudeste do país

e) has been setting new production records with regularity

vem estabelecendo novos recordes de produção com regularidade

f) average daily production reached

a produção média diária alcançou

g) by 2011 it will no longer be enough

lá por 2011 isto já não será suficiente

II. FALSE COGNATES

1. From the beginning Dr. Michel knew that it was not an **ordinary** case.

*Desde o começo o Dr. Michel sabia que não se tratava de um caso **comum**.*

2. No one could accuse him of any kind of **prejudice**.

*Ninguém podia acusá-lo de nenhum tipo de **preconceito**.*

3. My youngest brother is very **particular** about his clothes.

*Meu irmão mais novo é muito **exigente** com suas roupas.*

4. Many candidates **enrolled** for the placement test this year.

*Muitos candidatos **se matricularam** para o teste de classificação este ano.*

5. We all knew about Mr. Green's **ingenuity**.

*Todos sabíamos sobre a **engenhosidade** do Sr. Green.*

6. Glenda's father is not a **physician**; I'm sure that he's a **physicist**.

*O pai da Glenda não é **médico**. Tenho certeza de que é **físico**.*

7. I hope my suggestion is in keeping with the company's **policy**.

*Espero que minha sugestão esteja de acordo com a **política** da empresa.*

8. You may accept it or not, but I'll give you some **advice**.

*Você pode aceitá-lo ou não, mas vou lhe dar um **conselho**.*

9. The latest reports say there were heavy **casualties** on account of the bomb explosion.

*Os mais recentes relatórios dão conta de que houve muitas **vítimas** por causa da explosão da bomba.*

10. Stop **pretending** that you're asleep; I know you're listening to me.

*Pare de **fingir** que está dormindo; eu sei que está me ouvindo.*

11. Érico Veríssimo wrote many **novels**, Dias Gomes wrote many soap operas.

*Érico Veríssimo escreveu muitos **romances**; Dias Gomes escreveu muitas novelas.*

12. She made a fortune buying government **bonds**.

*Ela ganhou uma fortuna comprando **títulos** do governo.*

III. PHRASAL VERBS WITH LEAVE

- 1. [OUT] – *Certifique-se de que não está omitindo meu nome.*
- 2. [FOR] – *Meus pais partiram para o Canadá.*
- 3. [OFF] – *Está chovendo forte há dias. Não há nenhum sinal de que essa chuva vá parar.*
- 4. [ASIDE] – *Vamos deixar os outros fatores de lado. A questão é: podemos pagar por um carro novo?*
- 5. [BEHIND] – *Já estava no estacionamento quando percebi que havia deixado as chaves do carro para trás.*

IV. Translation of the excerpts from “Market Opportunities”

- a) Petrobras’ expansion may represent the largest global business opportunity
a expansão da Petrobras pode representar a maior oportunidade de negócios no mundo
- b) The offshore pre-salt oil deposits
os depósitos petrolíferos do pré-sal em alto mar
- c) could place Brazil among the world’s top ten oil-producing countries
poderia colocar o Brasil entre os dez maiores produtores de petróleo mundiais

V. Analysis of The Mini Text

- 1. Translation of the title of the mini text:
O Brasil aumentará o suprimento de gás natural para reduzir a dependência
- 2. Verb Tenses
 - a) Present simple - qualquer um destes: plans (L-1); reduce (L-2); constitutes (L-3); consumes (L-3); heads (L-11)
 - b) Past simple: affirmed (L-6); added (L-13)
 - c) Future simple: will increase (L-7); will begin (L-12)

VI. Vocabulary Post Test

A	B
1. gas supplies	a. (3) tomar medidas
2. renewable fuels	b. (5) reduzir a procura
3. take steps	c. (6) gasodutos
4. current level	d. (1) suprimentos de gás
5. diminish demand	e. (2) combustíveis renováveis
6. gas pipelines	f. (4) nível atual

FINAL QUIZ – ANYTHING GOES

1. Translation of the phrase **oil supply**: (*oferta de petróleo, fornecimento de petróleo*).
2. Em inglês *fontes sustentáveis de energia* corresponde a **sustainable energy sources**.
3. Em inglês *superávit na capacidade de produção* corresponde a **surplus output capacity**.
4. Translation of the fragment: **boost crude oil output** (*impulsionar a produção de petróleo bruto*).
5. Entende-se por: **oil market trends**(*tendências do mercado de petróleo*).
6. **False** – In the fragment: “this will **spur** oil consumption”, you **cannot** replace the verb **spur** (*incentivar, aumentar*) with the verb **ease** (*diminuir, reduzir*), without changing the meaning.
7. **False** – In the fragment: “Oil production is expected to **rise** by 1 million barrels per day in 2012”, you can replace the verb to **rise** with the verb **dip**, without changing the meaning.
8. In 2007 Petrobras has **skyrocketed** to the 8th place among world’s most respected companies. This means the that the Brazilian giant has **(a) risen** to that position (*A gigante brasileira se elevou a esta posição*).
9. Em inglês, *países produtores de petróleo* corresponde a **oil-producing countries**.
10. Translating into English: “*densa camada de sal*” corresponds to **thick layer of salt**.

Mock Tests

(Testes Simulados) – Section I – Part I

How To Answer a Comprehension Questions

A Few Useful Tips

Algumas dicas úteis

On many occasions the daunting task assigned to the candidate trying to pass a public exam in Brazil might be summed up this way: **to be able to recognize the main structures and vocabulary items of English to answer multiple choice questions based on a text.**

*Em muitos ocasiões, a tarefa amedrontadora proposta ao candidato a concurso público no Brasil talvez possa ser resumida assim: **ser capaz de reconhecer as principais estruturas e vocábulos do inglês para responder questões de múltipla escolha baseadas num texto.***

There are reading comprehension questions which fall into the following categories: questions about the **main idea, stated ideas, subordinate idea, combined idea, implied idea and inferred idea.**

*Há questões de interpretação de textos que se encaixam nas seguintes categorias: questões sobre a **ideia principal, ideia expressa, ideia subordinada, ideia combinada, ideia sugerida ou ideia inferida.***

Now read attentively the following model passage, written by my former teacher and colleague Mr. Patrick Finn. Then at tempt to answer the five comprehension questions proposed by me. In every case you're supposed to select the option that best answers each question.

Agora leia com atenção o texto-modelo, escrito por meu ex-professor e colega, Sr. Patrick Finn. Em seguida, tente responder as cinco questões de interpretação propostas por mim. Em cada caso você deverá escolher a única opção que melhor responda a cada uma das questões.

Once you have answered them, study the comments on how to answer reading comprehension questions in general, which I hope may help improve your performance when you reach the mock tests section at the end of this book

Após tê-las respondido, estude os comentários genéricos sobre como responder questões de interpretação, que espero sejam de grande ajuda para melhorar sua performance quando chegar à seção dos testes simulados do final deste livro.

Model Passage

Questions 1 through 5 are based on the passage that follows.

As questões de 1 a 5 são baseadas no trecho a seguir.

It has been well said that translation is an art, not a science. It is not given to everyone to translate. The writer has known many able students of English, fluent speakers and writers of the language who have passed examinations with ease and success but who are incapable of making
5 a proper translation. When they do well they produce stilted, lifeless, painfully literal work, and when they do badly they write a mere string of unrelated words that simply do not make collective sense. “But I found this in the dictionary,” they say, as if the dictionary were a substitute for thought. It is not always the best students who are the best translators.
10 To translate aptly, it is necessary to use one’s judgment and have the courage to ignore the absolute literal meaning in favor of ideas behind the words. Sense for sense, not word for word. This technique can be taught by experience, but not, alas, to everybody. When we speak of music and the drama we frequently discuss the interpretation of the musician
15 or the actor. A stiff, mechanical performance can ruin the work.

Many phrases and expressions found in everyday English are the fruits of translation. “Home, sweet home,” “snake in the grass.” and “time flies” are all borrowed from Latin, and English would be a poorer language without them. Great translations live in literature. The King
20 James version of the Bible is part of the heritage of the Western World. Fitzgerald’s translation of the “*Rubaiyat*” of Omar Khayam raised the poem to a level of fame that it had never attained in its native Persian. It has been attacked as inaccurate, but it is on the English version that the Portuguese version of the poem, to mention only one, is based.

(From the essay *Through the Looking-Glass, Reflections on Translation*, by Patrick Finn)

Choose the best option:

1. The best title for the passage would be:

- a) Famous translated versions;
- b) The artistic job of translators;
- c) Fruits of translations;
- d) Translation techniques;
- e) Literal versus figurative meaning of translations.

2. “stilted” (L-5) – as used by the author means:

- a) not natural;
- b) illiterate;

- c) painful;
- d) inaccurate;
- e) graceless.

3. Translation:

- a) being an art, rather than a science, cannot be learned by everybody;
- b) requires the efforts of the best, and most fluent speakers of the native language;
- c) as much as music and drama rely on the musicians and actors, relies on the mechanical performance of the translator;
- d) contributes to the increasing number of fixed phrases and clichés in everyday English;
- e) can never be a totally accurate work, regardless of the translator's efforts.

4. The author suggests:

- a) you need to have passed examinations with ease to be a skillful translator;
- b) only the worst students become talented translators;
- c) ideas behind words must be prevalent in doing a good translation;
- d) even the less able students can end up by producing painfully literal work;
- e) translators should know Latin to know the many borrowed words from it.

5. Who, among his students, would the author most probably say he/she might develop into a good translator?

- a) one who was caught cheating.
- b) one making a list of the most difficult words from a passage.
- c) one who kept looking up words in the dictionary.
- d) one underlining the main idea of paragraphs.
- e) one who kept asking various questions in class.

Answers And Comments

Question 1-type: main idea [ideia principal]

1. The best title for the passage would be:

- a) famous translated versions;
- b) the artistic job of translators;
- c) fruits of translations;
- d) translation techniques;
- e) literal versus figurative meaning of translations.

Comments and Useful Tips

Besides “The best title for the passage would be”, this type of question may read: “A good title for the text is ...”, or “The text in the main deals with”, or “This text is mainly about ...”

Mr. Finn, a former teacher and colleague, wrote this text – primarily about the job of the translator; which he considers as an art. So the best answer is “**b**”.

You should be careful with the options which answer the question only in part – either because they’re too broad or too narrow, pieces of information just mentioned by the author: fruits of translation (**c**), translation technique (**d**), and famous translated versions (**a**). Also, you should be alert to options which say something neither stated nor implied by the author. As in (**e**). The passage is not about the antagonism of literal and figurative translated works.

Tip: Look for the topic sentence in each paragraph; they contain the main ideas expressed by the author

Comentários e dicas úteis

Além de “O melhor título para o texto seria”, neste tipo de questão você lê: “Um bom título para o texto é ...”, ou “O texto na sua essência trata de ...” ou ainda, “O texto é principalmente sobre...”

Mr. Finn, meu antigo professor e colega, escreveu este texto que fala primordialmente do trabalho do tradutor, que ele considera artístico. Daí a melhor opção ser a **b**.

É preciso cuidado com as opções que satisfaçam somente parte do que se pede: ou porque são amplas demais ou restritas demais, apoiadas em fragmentos de informação citados pelo autor, tais como: frutos da tradução (**c**), técnicas de tradução (**d**) ou famosas traduções (**a**). Também deve-se ter cuidado com opções que mencionam algo não sugerido ou expresso pelo autor. É o caso da opção (**e**): o texto não trata do antagonismo entre traduções literais e figuradas.

Dica: Procure pelas frases-chave em cada parágrafo. Elas contêm as ideias centrais expressas pelo autor.

Question 2 – type : subordinate idea [ideia subordinada]

2. “stilted” (L-5) as used by the author means:

- a) not natural;
- b) illiterate;
- c) painful;
- d) inaccurate;
- e) graceless.

Comments and Useful Tips

In dealing with questions like this you must keep in mind that you're looking for the word, sometimes the phrase, closest in meaning to the underlined/chosen one. Naturally it must be inextricably tied to the meaning used by the author. Here, the examiner will make use of all sorts of traps to catch you (words belonging to the same "family", similar words, false cognates etc.).

In this question, by "**stilted**", Mr. Finn meant "too formal", "not natural" work. **(a)**. But choosing graceless **(e)** or inaccurate **(d)** is going too far. As to option **(b)**, the text mentions painfully literal which is not the same thing. And **illiterate** is a "false friend" that means "*analfabeto*" in Portuguese.

Tip: In this type of question, in general, the examiner picks out a difficult word or phrase for most candidates. It helps if you concentrate on his/her ideas instead of individual words

Comentários e dicas úteis

Para lidar com questões desse tipo é preciso ter em mente que você está buscando a palavra, às vezes uma expressão, que mais se aproxima daquela escolhida pelo examinador. Ela deve ser intimamente ligada ao significado usado pelo autor no texto. O examinador se utilizará de todo tipo de armadilha para te pegar (palavras derivadas, palavras semelhantes, falsos cognatos etc.).

*Nessa questão, por **stilted**, Mr. Finn quer dizer: "formal demais", não natural **(a)**. Porém, escolher, sem graça **(e)** ou imprecisa, inexata **(d)** é ir longe demais. Quanto à opção **(b)**, o texto se refere a irritantemente literal, o que é algo bem diferente. **Illiterate** é um falso amigo que significa analfabeto.*

Dica: Neste tipo de questão, geralmente, o examinador escolhe uma palavra ou expressão difícil para a maioria dos candidatos. Ajuda se você se concentrar nas ideias do autor e não em palavras soltas.

Question 3 – type: combined idea [ideia combinada]

3. Translation:

- a)** can never be a totally accurate work, regardless of the translator's efforts;
- b)** requires the efforts of the best, and most fluent speakers of the native language;
- c)** as much as music and drama rely on the musicians and actors, translation relies on the mechanical performance of the translator;
- d)** contributes to the increasing number of fixed phrases and clichés in everyday English;
- e)** being an art, rather than a science, cannot be learned by everybody.

Comments and Useful Tips

You need to combine two related ideas to answer this type of question.

Mr. Finn says that translation is an art, not a science. The techniques can be taught to everyone, but it's not given to everybody to master the art of translation. So letter **(e)** is the best choice.

Option **(b)** clearly contradicts what the author says. In option **(c)** the first premise is true, but the conclusion is absurd. As to **(d)** we can't affirm such a thing based on the few facts mentioned by the author. Some works of famous translators may be a bit inaccurate but, again, it would be pushing too far to affirm what is in option **(a)**.

Tip: You should read the text twice. The first time for the main idea; the second, to try to note related ideas.

Comentários e dicas úteis

Precisa-se combinar ideias relacionadas para responder este tipo de questão. Mr. Finn diz que traduzir é uma arte, não uma ciência. Técnicas podem ser ensinadas a todos, porém nem todos são capazes de dominar a arte de traduzir. Daí a opção (e) ser a melhor.

A opção (b) claramente contradiz o que afirma o autor. Na opção (c) a premissa inicial é válida, porém a conclusão é absurda. Em (d) não se pode afirmar tal coisa com base nos poucos fatos no texto. Alguns trabalhos de tradutores famosos podem ser inexatos, porém, daí a afirmar o que consta da alternativa (a) é, novamente, ir longe demais.

Dica: Leia o texto duas vezes. Primeiro, para captar a ideia principal; segundo, para notar ideias correlatas.

Question 4. – type: implied idea [ideia sugerida]

4. The author suggests:

- a) you need to have passed examinations with ease to be a skillful translator;
- b) only the worst students become talented translators;
- c) ideas behind words must be prevalent in doing a good translation;
- d) even the less able students can end up by producing painfully literal work;
- e) translators should know Latin to know the many borrowed words from it.

Comments and Useful Tips

The author does say that translating should be a matter of analyzing sense by sense rather than word for word and that the translator must "... have the courage to ignore the absolute literal meaning in favor of ideas behind the words' allowing us to choose option (c) as the best. As to option (a) the author affirms that many good students who have passed hard examinations with ease, do not necessarily become good translators, which does not allow us to suppose that the worst students might become good translators (b). In (d) it is nobody's aim to produce stilted literal translations. Finally, nowhere does the author suggest that people should study Latin again as a pre-requisite to become good translators.

Tip: Watch out for words that are usually too inclusive or too restrictive. From the text: **only**, **even** the less able. And others such as **always**, **never**, **every**, **all** etc.

Comentários e dicas úteis

O autor realmente afirma que traduzir deve ser uma questão de analisar sentido por sentido e não palavra por palavra; e que o tradutor tem de ter a coragem de privilegiar as ideias por trás de uma palavra em vez do sentido literal, o que aqui nos permite optar pela letra (c). Quanto à opção (a), o autor diz que muitos bons alunos que passaram em exames difíceis com facilidade não se tornam necessariamente os melhores tradutores, o que não nos permite afirmar que os piores alunos poderiam se tornar bons tradutores (b). Na letra (d), não é objetivo de ninguém produzir traduções literais e truncadas. Finalmente, em nenhum ponto o autor sugere que se deva estudar latim como

pré-requisito para um bom tradutor.

Dica: *Atente para as palavras ou muito inclusivas ou muito excludentes. Do texto: somente, mesmo os menos hábeis; ou outras como: **sempre nunca, todo/a, todos/as etc.***

Question 5 – type: inferred idea [*ideia inferida*]

5. Who, among his students, would the author most probably say might develop into a good translator?

- a) one who was caught cheating.
- b) one making a list of the most difficult words from a passage.
- c) one who kept looking up words in the dictionary.
- d) one underlining the main idea of paragraphs.
- e) one who kept asking various questions in class.

Comments and Useful Tips

This type of question more remotely related to the main topic of the text, requires more concentration because the option is not clearly expressed in the passage but by means of the author's hints it's possible to reach a conclusion. This is a key point it's the reader who makes a conclusion. Certainly the student underlining the main idea of the paragraphs would be following the author's advice: sense for sense, not word for word. That's why choice **(d)** is the best. As to option **(a)**, it's somewhat hilarious; in option **(b)** the student would be concerned about vocabulary problems; in **(c)**, looking up words in the dictionary may not be enough and in **(e)** just by asking many questions in class will not turn you into a good translator.

Tip: To answer this type of question you must reason with the ideas presented by the author. Your personal knowledge or experience shouldn't influence your choice.

Comentários e dicas úteis

*Este tipo de questão, mais remotamente ligado à ideia central do texto, requer maior concentração. A ideia não está expressa claramente no texto, porém pelas insinuações do autor é possível se chegar a uma conclusão. Este é o ponto-chave: o leitor tira sua conclusão. Certamente o aluno ao sublinhar a ideia principal do parágrafo estaria seguindo o conselho do autor de buscar sentido por sentido, e não palavra por palavra; por isso, **(d)** é a melhor resposta. Quanto à opção **(a)**, do aluno apanhado colando, é um tanto engraçada; em **(b)**, o aluno estaria preocupado com problemas de vocabulário; em **(c)**, não basta procurar palavras no dicionário; em **(e)**, só por perguntar muito na aula não fará de ninguém um bom tradutor.*

Dica: *Para responder a este tipo de questão você tem de raciocinar com as ideias do autor. Não deixe seu conhecimento ou experiência pessoal influenciar sua escolha.*

Section I

Directions

Instruções

I. In Mock Tests 1 through 5 [SECTION I] you're supposed to choose the best answer among the four or five options presented.

Nos testes simulados de 1 até 5 [SEÇÃO I] você deverá escolher a melhor opção dentre as quatro ou cinco opções apresentadas.

II. Allot a reasonable amount of time for each mock test. Speed is a key factor. Remember that on the day of your exam you will have to answer questions of other subjects together with your English exam. Therefore, be realistic.

Destine um tempo razoável para fazer cada exame simulado. A velocidade é um fator-chave. Lembre-se de que no dia do seu concurso você terá de responder a perguntas de outras matérias juntamente com as de inglês. Portanto, seja realista.

OBS:

I. Destinam-se os exames simulados da [SEÇÃO I] aos candidatos a concursos de: auditor fiscal da Receita Federal do Brasil (AFRFB), analista tributário da Receita Federal do Brasil (ATRFB), analista de Comércio Exterior (MDIC), analista de Controle Exterior (TCU), analista de Finanças e Controle Externo (TCU), analistas do Banco Central do Brasil (Bacen), analistas do Banco Nacional do Desenvolvimento Econômico e Social (BNDES), profissionais de várias áreas para ingresso na Petrobras, Superintendência de Seguros Privados (Susep), auditor Fiscal do Trabalho (AFT) e assemelhados.

Exames Simulados com Respostas Comentadas

Mock Test (1)

Read text 1 below in order to answer questions 1 to 4.

Text 1: Federal Reserve – Press Release

Information received since the Federal Open Market Committee (FOMC) met in January indicates that the economy continues to contract. Job losses, declining equity and housing wealth, and tight credit conditions have weighed on consumer sentiment and spending.

5 Weaker sales prospects and difficulties in obtaining credit have led businesses to cut back on inventories and fixed investment. U.S. exports have slumped as a number of major trading partners have also fallen into recession. Although the near-term economic outlook is weak, the Committee anticipates that policy actions to stabilize financial markets

10 and institutions, together with fiscal and monetary stimulus, will contribute to a gradual resumption of sustainable economic growth.

In light of increasing economic slack here and abroad, the Committee expects that inflation will remain subdued. Moreover, the Committee sees some risk that inflation could persist for a time below

15 rates that best foster economic growth and price stability in the longer term.

In these circumstances, the Federal Reserve will employ all available tools to promote economic recovery and to preserve price stability. The Committee will maintain the target range for the federal funds

20 rate at 0 to 1/4 percent and anticipates that economic conditions are likely to warrant exceptionally low levels of the federal funds rate for an extended period.

To provide greater support to mortgage lending and housing markets, the Committee decided today to increase the size of the

25 Federal Reserve's balance sheet further by purchasing up to an additional \$750 billion of agency mortgage-backed securities, bringing its total purchases of these securities to up to \$1.25 trillion this year, and to increase its purchases of agency debt this year by up to \$100 billion to a total of up to \$200 billion.

30 Moreover, to help improve conditions in private credit markets, the Committee decided to purchase up to \$300 billion of longer-term Treasury securities over the next six months. The Federal Reserve has

launched the Term Asset-Backed Securities Loan Facility to facilitate the extension of credit to households and small businesses and
35 anticipates that the range of eligible collateral for this facility is likely to be expanded to include other financial assets. The Committee will continue to carefully monitor the size and composition of the Federal Reserve's balance sheet in light of evolving financial and economic developments.

2009 Monetary Policy Releases

Visit: <http://www.federalreserve.gov/monetarypolicy/>

1. Since the Federal Open Market Committee met in January we're told that:

- a) job losses have become proportionally lower;
- b) housing wealth has increased;
- c) the US economy continues to shrink;
- d) consumer spending has improved;
- e) U.S. exports have soared.

2. According to the author, weaker sales prospects and the credit crunch:

- a) resulted in a reduction in companies' inventories and fixed investment;
- b) caused U.S. exports to slump;
- c) caused major trading partners to fall into recession;
- d) contributed to the resumption of sustainable economic growth;
- e) coupled with policy actions to stabilize financial markets.

3. The word *Moreover* (L-30), as a discourse marker, is indicating:

- a) consequence;
- b) concession;
- c) emphasis;
- d) addition;
- e) contrast.

4. All of the following can be attributed to the Federal Open Market Committee (FOMC), except:

- a) it will continue to lower inflation rates that foster economic growth and price stability in the longer term;
- b) it will purchase up to \$300 billion of longer-term Treasury securities over the next 6 months to improve conditions in private credit markets;
- c) it will maintain the target range for the federal funds rate at 0-1/4%;
- d) it took measures that increased the size of the Federal Reserve's balance sheet even further;
- e) it expects that inflation will remain under control.

Read text 2 below in order to answer questions 5 to 7.

Text 2: *Boosting World Liquidity* – Making IMF Representation Fairer

The G-20 mandated the IMF to make a new general allocation of Special Drawing Rights – SDRs which will inject \$250 billion into the world economy and increase global liquidity. Strauss-Kahn said that although \$250 billion did not seem that much in a global context,

- 5 “you will see that it’s the beginning of increasing the role of the IMF, not only as a lender of last resort, not only as a forecaster, not only as an advisor in economic policy and its old traditional role, but also in providing liquidity to the world, which is the role finally and in the end, of a financial institution like ours.”
- 10 Reflecting the growing clout of emerging markets, the G-20 leaders committed to implementing the package of IMF quota and voice reforms agreed in April 2008 and agreed to bring forward a further review of quotas by January 2011. Quotas determine country representation at the 185 member institution.
- 15 The G-20 also agreed to consider greater involvement of the Fund’s Governors in providing strategic direction to the IMF and increasing its accountability. They agreed that the heads and senior leadership of the international financial institutions should be appointed through an open, transparent, and merit-based selection process.

(From *Global Economic Crisis* – IMF Survey online – April 3, 2009)

Visit: <http://www.imf.org/external/pubs/ft/survey/so2009/NEWo40309A.htm>

5. When the author says “increasing the IMF’s accountability” (L-16/17) he is referring to the IMF’s:

- a) larger allocation of SDRs;
- b) rigid political structure;
- c) role of providing global liquidity;
- d) greater responsibility with transparency;
- e) reviewing of quotas and voice reforms.

6. With reference to the emerging markets, the author states that:

- a) they brought forward a review of quotas which is hard to implement;
- b) there has been an increase of their political influence;
- c) they have shown signs of dissatisfaction with the current IMF role;
- d) most of them are in favor of reviewing the IMF’s accounts;
- e) there has been a growing involvement in providing the IMF with strategic direction.

7. Basically by injecting \$250 billion into the world economy the IMF aims at:

- a) assigning its role as a financial institution;
- b) allocating Special Drawing Rights – SDRs more equitably;
- c) stopping being viewed as a lender of last resort;
- d) being not only considered as a forecaster;
- e) supplying more global liquidity.

Read text 3 below in order to answer questions 8 to 10.

Text 3: Tax Payment Options

There are various options for payment of an outstanding federal income tax liability. Since your balance is subject to interest and a

monthly late payment penalty, it is in your best interest to pay in full as soon as you can to minimize the additional charges. Penalties are also assessed for failure to file a tax return so you must file even if you cannot pay your balance immediately.

You may pay your tax liability by sending a check or money order, made out to “United States Treasury”. You may pay by transferring money electronically from your bank account. Go to the Electronic Payment Options page to find out how to make an electronic payment. You may also pay by credit card by calling 800–272–9829 or 888–729–1040. A convenience fee paid to a service provider, not the IRS, will be charged for electronic payments from your bank account or for a payment by credit card. If you cannot pay in full you may pay any lesser amount you are able to. Please see Topic 158 for information to include to ensure that your payment is credited properly.

You should consider financing the full payment of your tax liability through loans, such as a home equity loan from a financial institution or a credit card cash advance. The interest rate a bank or credit card charges and any applicable fees are usually lower than the combination of interest and penalties imposed by the Internal Revenue Code. If you can’t pay in full immediately, the IRS offers a short additional time to full pay, up to 120 days.

Visit: <http://www.irs.gov/taxtopics/>

8. It is advisable to pay the income tax you owe:

- a) only if you have a significant debt to pay;
- b) by sending a check or money order but taxpayers are not allowed to use a credit card;
- c) in full otherwise interest and a monthly late payment penalty add up to your balance;
- d) before the IRS assesses further penalties and fees;
- e) if you don’t want the IRS to start legal actions against you.

9. Financing the full payment of your tax liability:

- a) is never advantageous due to the charges imposed by financial institutions;
- b) can hardly minimize the additional charges imposed by the IRS;
- c) must not be one of the options for payment of an outstanding federal income tax liability;
- d) can be considered as an option if you cannot make an electronic payment;
- e) may be cheaper than paying the charges imposed by the IRS.

10. When taxpayers fail to file their income tax returns:

- a) they aren’t allowed to divide their balance into monthly installments;
- b) the IRS imposes appropriate penalties for this failure;
- c) they don’t have to pay their income tax balance immediately;
- d) they’re not offered the short additional time to full pay, of up to 120 days;

e) they should get financing for the full payment of their tax liability through loans as a last resort.

End of Mock Test (1)

Mock Test (2)

Read text 1 below in order to answer questions 1 to 4.

Text 1: U.S. Central Bank Works to Smooth Business Cycle

U.S. Federal Reserve's actions affect economic growth, inflation

On the day of the terrorist attacks against New York and Washington, September 11, 2001, the U.S. central bank issued a brief, typically opaque statement: "The Federal Reserve System is open and operating... [It] is available to meet liquidity needs."

- 5 But if the public was unaware of the statement and its significance, financial markets understood it and the following steps well. The damage from the attacks to the U.S. economy was minimal.

The Federal Reserve System of the United States, often referred to simply as the Fed, works to ensure that overall demand matches the
10 potential supply of the economy. It expands or reduces the money supply by changing interest rates or the cost of borrowing money.

In times of recession, the Fed can inject more money into the economy, and thereby stimulate it, by lowering interest rates. In times of inflation or asset-price bubbles, it can raise interest rates and adopt
15 other measures with the effect of taming inflation and protecting the integrity of the financial system.

The Fed alone cannot dictate the course of the economy over the long term, but it can smooth out the peaks and valleys of the business cycle.

(By Howard Cincotta – Special Correspondent)

Visit: <http://www.america.gov/st/econ-english/>

1. In order to balance the overall demand and the potential supply of the economy, the Fed:

- a) tames inflation;
- b) stimulates the financial system;
- c) expands or reduces the amount of money borrowed;
- d) slashes interest rates;
- e) increases or decreases the money supply.

2. According to the author, the Fed:

- a) will never be able to meet the liquidity needs of the US economy;
- b) has traditionally been the sole protector of the financial system's integrity;
- c) can deal with the rise and fall of the business cycle more easily;
- d) should always be responsible for the course of the US economy;
- e) can rarely affect economic growth with the majority of its actions.

3. By using the phrase "asset-price bubbles" (L-14) the author refers to prices of assets which had:

- a) plummeted;

- b) tumbled;
- c) dropped;
- d) soared;
- e) stabilized.

4. The statement issued by the US Central Bank on Sep 11th, 2001:

- a) was not so clear to the general public;
- b) made it clear that the Fed was actually unprepared to meet the liquidity needs;
- c) aimed at keeping the damage to the US economy minimal;
- d) was clearly understood by everybody;
- e) proved that the Fed was ready to stimulate the US economy.

Read text 2 below in order to answer questions 5 to 7.

Text 2: Falling World Trade

The crisis in financial markets—which began in 2007 among subprime mortgages in the United States but has spread to other markets and to much of the rest of the world — has resulted in a global recession that also continues to worsen.

5 Global output and trade fell sharply in the final months of 2008.

The continuation of the financial crisis, with government policies failing to dispel uncertainty, has caused asset values to fall sharply across advanced and emerging economies, decreasing household wealth, and thereby putting downward pressure on consumer demand.

10 In addition, the associated high level of uncertainty has prompted households and businesses to postpone expenditures, reducing demand for consumer and capital goods. At the same time, widespread disruptions in credit are constraining household spending and curtailing production and trade.

15 The IMF has so far committed \$47.9 billion in lending to a number of economies affected by the crisis, including Belarus, Hungary, Iceland, Latvia, Pakistan, Serbia, and Ukraine. It announced a precautionary loan for El Salvador this month and an IMF team is also in negotiations with Turkey.

Visit: <http://www.imf.org>

5. According to the author, the 2007 crisis in financial markets:

- a) shows signs of imminent recovery;
- b) has affected subprime mortgages in the rest of the world;
- c) has resulted in high-priced assets;
- d) has now changed into a recession of global proportions;
- e) stimulated consumer spending worldwide.

6. According to the author, so far government policies:

- a) have not managed to curb inflation in various economies;
- b) have caused global output and trade to dip suddenly;
- c) have increased household wealth among emerging economies;
- d) have made asset values to drop slightly;
- e) have failed to eliminate uncertainty.

7. According to the author, what is causing world trade to fall is:

- a) curtailed global production;
- b) worsening conditions in emerging countries economies;
- c) the crisis in financial markets;
- d) household wealth;
- e) lower amounts in lending to a number of economies.

Read text 3 below in order to answer questions 8 to 10.

Text 3: Treasury, IRS Release Report on Improving Voluntary Compliance

The Treasury Department and the Internal Revenue Service (IRS) released today an IRS report addressing the agency’s implementation of the 2006 strategy to improve voluntary compliance with federal tax laws.

5 The IRS report, “Reducing the Federal Tax Gap: A Report on Improving Voluntary Compliance,” details steps currently being taken by the IRS, as well as those under development, to address key elements of the “tax gap.” The report builds on the seven components of the “Comprehensive Strategy for Reducing the Tax Gap,” which the Treasury Department released in Sep 2006. Those components
10 are: **a.** Reducing Opportunities for Evasion; **b.** Making a Multi-Year Commitment to Research; **c.** Continuing Improvements in Information Technology; **d.** Improving Compliance Activities; **e.** Enhancing Taxpayer Service; **f.** Reforming and Simplifying the Tax Law; **g.** Coordinating with Partners and Stakeholders.

15 In each of these areas, the report sets out compliance objectives and initiatives, along with targeted completion dates, that the IRS implementing to improve tax compliance over the next several years.

Detailed information is provided on each step currently being taken to reduce opportunities for tax evasion, leverage technology,
20 and support legislative proposals that, as implemented, will improve compliance. At the same time, the report reaffirms that taxpayer rights must be respected and burdens on compliant taxpayers must be minimized. The report also presents an outreach approach to ensure all taxpayers understand their tax obligations. Additionally, it recognizes

25 the importance of having a multi-year research program that will assist
in understanding both the scope of and reasons for noncompliance.

The overall compliance rate achieved under the U.S. revenue
system is quite high. For the 2001 tax year, the IRS estimates that over
86% of tax liabilities were collected, after factoring in late payments
30 and recoveries from IRS enforcement activities. Nevertheless, an
unacceptable amount of the tax that should be paid every year is
not, short-changing the vast majority of Americans who pay their
taxes accurately and giving rise to the tax gap. The gross tax gap was
estimated to be \$345 billion in 2001. After enforcement effects and late
35 payments, this number was reduced to a net tax gap of approximately
\$290 billion.

Visit: <http://www.treas.gov/press/releases/reports/>

8. As a discourse marker, the word *nevertheless* (L-30) is indicating:

- a) contrast;
- b) addition;
- c) emphasis;
- d) enumeration;
- e) result.

9. Among the components in the “Comprehensive Strategy for Reducing the Tax Gap,” the IRS points out:

- a) the reformulation of the Tax Code;
- b) making improvements to help assist the taxpayer;
- c) eliminating tax evasion once and for all;
- d) organizing compliance programs and initiatives;
- e) establishing partnership with a number of taxpayers.

10. The report’s main objective seems to be:

- a) how to further integrate the IRS and the Treasury Department;
- b) the IRS’s commitment to take steps to reduce tax noncompliance;
- c) finding ways so that the U.S. revenue system can collect over 90% of tax liabilities;
- d) minimizing the burden on compliant taxpayers;
- e) taking steps aiming to simplify the Tax Law.

_____ **End of Mock Test (2)** _____

Mock Test (3)

Text 1: The IRS Warns of Scam e-Mails or Phone Calls

The IRS warns taxpayers to be on the alert for e-mails and phone calls they may receive which claim to come from the IRS or other federal agency and which mention their tax refund or economic stimulus payment. These are almost certainly a scam whose purpose is to obtain
5 personal and financial information — such as name, Social Security number, bank account and credit card or even PIN numbers — from taxpayers which can be used by the scammers to commit identity theft. The e-mails and calls usually state that the IRS needs the information to process a refund or stimulus payment or deposit it into the taxpayer's
10 bank account. The e-mails often contain links or attachments to what appears to be the IRS Web site or an IRS “refund application form.” However genuine in appearance, these phonies are designed to elicit the information the scammers are looking for.

The IRS does not send taxpayers e-mails about their tax accounts.
15 Furthermore, the only way to get a tax refund or stimulus payment, or to arrange for a direct deposit, is to file a tax return.

Visit: <http://www.irs.gov/newsroom/article/>

1. The scammers mentioned by the author aim primarily at getting:

- a) tax refunds;
- b) stimulus checks;
- c) direct deposits;
- d) private information;
- e) id cards.

2. As a discourse marker, the word *furthermore* (L-15) is indicating:

- a) concession;
- b) addition;
- c) emphasis;
- d) enumeration;
- e) result.

3. We learn from the text that “the refund application forms” (L-11):

- a) must be thoroughly looked into by taxpayers;
- b) may look like the actual ones, but are fake;
- c) might deceive even the most alert taxpayer;
- d) are actually slightly different from the official forms;
- e) contain genuine IRS data about taxpayers.

Text 2: Oil Market Shudders – End of Oil Era?

The International Energy Agency warns about the widening gap between oil supply and demand beyond 2010 as consumption is driven up by the fast-growing economies of China and India and as supply from old fields falls faster than expected. In June 2008, crude oil prices eventually top \$140 per barrel and U.S. gasoline prices exceed \$4 per gallon. As a result, the fall in U.S. oil consumption in the first half of 2008 is the largest, in volume terms, in nearly three decades.

The widespread recession puts a damper on oil demand and prices. In 2008, demand shrinks to the lowest levels since 2003 and prices fall below \$40 per barrel. Although experts project that oil demand will eventually recover, low oil costs create confusion in energy markets and among consumers. Proclaiming in 2009 that “the age of oil must end,” President Obama vows to end U.S. dependence on oil imports and transportation’s reliance on gasoline and other oil-derived fuels. He pushes higher vehicle fuel-economy standards and promotes development of plug-in electric vehicles.

Visit: http://www.america.gov/multimedia/photogallery.html#/30145/oil_timeline/

4. As to the US dependence on oil imports and transportation’s reliance on gasoline and other oil-derived fuels, Pres Obama:

- a) announces he’ll address the issue soon;
- b) shudders at the end of the oil era;
- c) has failed to reduce the gap so far;
- d) solemnly promises to end it;
- e) strives to narrow the gap between oil supply and demand.

5. In the fragment “In June 2008, crude oil prices eventually top \$140 per barrel” (L-4/5) by the underlined word in bold the author means:

- a) finally;
- b) occasionally;
- c) surprisingly;
- d) auspiciously;
- e) boldly.

6. Throughout 2008, the widespread recession caused:

- a) oil demand to soar and oil prices to sink;
- b) oil demand to dampen and oil prices to climb;
- c) oil demand to hike and oil prices to tumble;
- d) both oil demand and oil prices to rally;
- e) both oil demand and oil prices to plummet.

7. The phrase “As a result” (L-6) obviously indicates *result, consequence*. Without changing the meaning intended by the author, it could be replaced by:

- a) moreover;

- b) although;
- c) therefore;
- d) indeed;
- e) furthermore

Text 3: Tax Return Preparer Fraud

Return preparer fraud generally involves the preparation and filing of false income tax returns by preparers who claim inflated personal or business expenses, false deductions, unallowable credits or excessive exemptions on returns prepared for their clients. Preparers may

5 manipulate income figures to fraudulently obtain tax credits, such as the Earned Income Tax Credit.

In some situations, the client, or taxpayer, may not have knowledge of the false expenses, deductions, exemptions and/or credits shown on his or her tax return.

10 However, when the IRS detects the false return, the taxpayer — not the return preparer — must pay the additional taxes and interest and may be subject to penalties.

The IRS Return Preparer Program focuses on enhancing compliance in the return-preparer community by investigating and referring

15 criminal activity by return preparers to the Department of Justice for prosecution and/or asserting appropriate civil penalties against unscrupulous return preparers.

While most preparers provide excellent service to their clients, the IRS urges taxpayers to be very careful when choosing a tax preparer.

20 Taxpayers should be as careful as they would be in choosing a doctor or a lawyer. It is important to know that even if someone else prepares a tax return, it is the taxpayer who is ultimately responsible for all the information on the tax return.

Visit: <http://www.irs.gov>

8. According to the author:

- a) the taxpayer never knows what the tax preparer includes in his / her tax returns;
- b) fraudulent tax return preparers usually have to pay for penalties;
- c) tax return preparers hardly ever get caught by IRS agents;
- d) criminal activity by return preparers is investigated and prosecuted by the Department of Justice;
- e) taxpayers must pay additional taxes & penalties if the **IRS** detects false returns.

9. According to the text:

- a) taxpayers seldom choose tax preparers as they choose a doctor;
- b) tax preparers hardly ever provide good service to their clients;

- c) tax preparers ought to be investigated by the IRS;
- d) taxpayers had better choose tax preparers as carefully as possible;
- e) taxpayers must stop claiming excessive exemptions on their income tax returns.

10. As a discourse marker, the word *however* (L-10) is indicating:

- a) contrast;
- b) consequence;
- c) addition;
- d) emphasis;
- e) concession.

_____ **End of Mock Test (3)** _____

Mock Test (4)

Read text 1 below in order to answer questions 1 to 3.

Text 1: American Opportunity Credit Helps Pay for the First Four Years of College

The American opportunity credit modifies the existing Hope credit for tax years 2009 and 2010, making it available to a broader range of taxpayers. Income guidelines are expanded and required course materials are added to the list of qualified expenses. Many of those
5 eligible will qualify for the maximum annual credit of \$2,500 per student.

The American opportunity credit, in many cases, offers greater tax savings than existing education tax breaks. Here are some key features of the credit: tuition, related fees, books and other required course
10 materials generally qualify. In the past, books were not eligible for education-related credits and deductions, though.

The credit is equal to 100 percent of the first \$2,000 spent and 25 percent of the next \$2,000. That means the full \$2,500 credit may be available to a taxpayer who pays \$4,000 or more in qualified expenses
15 for an eligible student.

The full credit is available for taxpayers whose modified adjusted gross income (MAGI) is \$80,000 or less (for married couples filing a joint return, the limit is \$160,000 or less). The credit is phased out for taxpayers with incomes above these levels. These income limits are
20 higher than under the existing Hope and lifetime learning credits.

Forty percent of the American opportunity credit is refundable. This means that even people who owe no tax can get an annual payment of the credit of up to \$1,000 for each eligible student. Existing education-related credits and deductions do not provide a benefit to people who
25 owe no tax.

Visit: <http://www.irs.gov/>

1. A taxpayer who pays \$5,000 in qualified expenses for an eligible college student will be entitled to an annual credit amounting to:

- a) \$2,750;
- b) \$1,000;
- c) \$2,500;
- d) \$2,250;
- e) \$2,000.

2. As to the American opportunity credit you can say all of these, except:

- a) it allows more taxpayers to get the education credit;

- b)** it permits people who owe no tax to get up to \$1,000 refund;
- c)** it lets eligible taxpayers deduct money spent on books;
- d)** it allows greater tax savings than existing education tax benefits;
- e)** it replaces Hope credit and lifetime learning credits for good.

3. The word *though* (L-11), as a discourse marker, is indicating:

- a)** condition;
- b)** comparison;
- c)** addition;
- d)** contrast;
- e)** result.

Read text 2 below in order to answer questions 4 to 7.

Text 2: The Coast Vineyards

Spanish missionaries who brought their knowledge and their seedlings from their native country were the first to grow vines here. They did not sell their wine, but travelers who stopped at the missions praised its special flavor. It was not until 1824 that settlers began to make

5 wine commercially from Spanish mission grapes. Experimenting with different varieties, growers both tried to improve the strong-flavored native grapes and also imported more delicate European varieties. But often the imported vines would die in the new soil, or the change in climate and conditions would give the grapes a different flavor.

10 For many years, the growers were unsuccessful. Then, in 1870, a disease of vine roots suddenly ravaged the vineyards of Europe. The disease was traced to small insects on the roots of American vines which a European wine maker had introduced into his own fields for experimental growing. In turn, the insects returned to America – this

15 time in European vine cutting and like the vineyards of Europe the California fields were almost destroyed by the disease.

The hardy native roots had resisted the disease before. Could they resist it again? In desperation, growers grafted European vines upon American roots and by the success of the experiment, saved the wine

20 industry of both continents. Years of hard labor were necessary since all the vines had to be completely replaced. But ever since, wine growers in France, California and other wine-producing countries have been grafting European grape cuttings onto American roots.

(From An Outline of American Geography, page 112, USIA, 1989)

4. According to the text, both the wine industries of Europe and those of the U.S were saved:

- a)** by inserting European vines into American roots;

- b)** importing more delicate varieties;
- c)** by tracing the disease to small insects on the roots of American vines;
- d)** through the imposition of heavy taxation on imports;
- e)** by getting rid of the insects that infested their vineyards.

5. It may be inferred that:

- a)** the Spanish missionaries did not sell their wine because they knew about the small insects affecting the roots;
- b)** in the late 19th century European wine makers must have had heavy financial losses;
- c)** from 1824 to 1870 on American wine makers were unsuccessful in exporting their product to Europe;
- d)** native roots would resist a third outbreak of the disease;
- e)** were it not for the Spanish missionaries and there would be no wine industry in the USA.

6. Settlers experimented with different varieties of grapes to:

- a)** improve the strong-flavored native grapes;
- b)** imitate the more delicate European varieties;
- c)** prevent imported vines from dying in the new soil;
- d)** continue getting praising words from travelers;
- e)** please the missionaries' taste.

7. Wine growers in Europe and in the U.S.:

- a)** have been replacing the roots affected by small insects through laborious work;
- b)** must have improved commercial relations in this new era of global economy;
- c)** have been fighting unstable climatic conditions until today;
- d)** have failed to improve the quality of the wines they produce;
- e)** have been grafting European grape cuttings onto American soil for a long time.

Read text 3 below in order to answer questions 8 to 10.

Text 3: The End of Exuberant Consumption

Between the late 1990s and 2007, growth in U.S. consumer spending was driven primarily by appreciation in home prices, low interest rates and the ease of obtaining credit. Americans tapped their home equity and other forms of credit to finance purchases of goods and services.

- 5 But their shopping binge ended in 2007, when home prices started sliding and easy credit dried up. By the end of that year, the American consumer woke up with an economic hangover: \$14 trillion in (mostly paper) wealth losses, household debt at 133 percent of disposable income from 90 percent a decade earlier, and personal savings as a
- 10 percentage of disposable personal income at close to zero from 3.5 percent in 2001.

Faced with this reality, consumers closed their wallets, causing a precipitous fall in spending and fueling recession. Many Americans focus these days more on cutting debt and boosting savings than on

- 15 Internet bargains or sales at a nearby retail mall. This is a trend that

is long overdue and likely to last for some time, according to many economists. It can make growth less robust but more sustainable in coming years, they say.

As most “baby boomers” (those born from 1946 to 1964) pass prime consumption ages, their interest in buying things diminishes. According to a March poll conducted by the McKinsey Global Institute, more than half of American consumers plan to hold down spending even when the economy recovers.

(By Andrzej Zwanecki – Staff Writer – 15 Sep 2009)

Visit: <http://www.america.gov/>

8. U.S. consumers ended their shopping binge in 2007:

- a) because of an economic hangover and rising home prices;
- b) as recession was fueled by soaring home prices and low interest rates;
- c) due to falling home prices and the credit crunch;
- d) because of wealth loss and dropping household debt;
- e) as disposable income declined and personal savings climbed higher.

9. According to the author of this text, American consumers:

- a) plan to spend more than ever when their economy rebounds;
- b) are likely to keep spending under control even after their economy revives;
- c) intend to keep home prices down in order to obtain credit easily;
- d) will boost their interest in buying things as consumption diminishes;
- e) must let spending fall precipitously and savings sink.

10. According to many economists, growth in the future can be more sustainable, although less strong, if Americans:

- a) stop financing purchases of goods and services;
- b) cut down on spending and reduce their savings;
- c) increase their disposable income and force home prices to slide;
- d) keep reducing debt and increasing savings;
- e) go on closing their wallets and fueling recession.

_____ **End of Mock Test (4)** _____

Mock Test (5)

Read text 1 below in order to answer questions 1 to 5.

Text 1: Markets Foster Democracy

Free markets foster democracy in four different ways. First, at the heart of every free-market economy stands the institution of private property, and private property is itself a form of liberty. A country with a working free market, therefore, already has a major component of political democracy.

Second, free markets generate wealth, and many studies have shown that the wealthier a country is, the more likely it is to be governed democratically. Wealthy people have the time for the political participation that democracy requires and that poor people lack. Wealth creates what has historically been the social backbone of democracy: a middle class.

Third, the free market is the core of what social scientists call civil society, which consists of the organizations and groups in a society that are separate from the government, such as labor unions and religious and professional associations. Civil society stands between the government and the individual. It restrains the government's power and provides social space for activity independent of the government. The organizations of civil society rely on a free-market economy for the funds that sustain them. There can be no democracy without civil society and no civil society without a functioning free-market economy.

Fourth, the free market cultivates two habits that are essential for democratic politics. One is trust. Citizens in a democracy must trust the government not to abridge their rights, and minorities must trust the majority not to harm or persecute them. In a free-market economy, buyers and sellers must each trust that the other will fulfill the terms of the bargains that they strike; otherwise, commerce will not take place.

The other market-fostered habit that is crucial for democracy is compromise. In fact, democracy may be defined as the political system in which peaceful compromise rather than violence or coercion settles the kinds of differences that are inevitable in any society. People learn to compromise through the everyday activities of a free-market economy: the buyer and the seller must always compromise on the price of their bargain since the seller will always desire to be paid more than he

receives and the buyer will always wish to pay less than he gives.

(From *Markets & Democracy*, page 6- US Dept. of State)

Visit: <http://www.america.gov/publications/ejournalusa.html>

1. In a democracy citizens must believe that the government:

- a) may encroach on their rights;
- b) will acknowledge their rights;
- c) can deprive them of their rights;
- d) should have them relinquish their rights;
- e) must take their rights for granted.

2. According to social scientists the free market is the central part of:

- a) private property;
- b) government power;
- c) labor unions;
- d) civil society;
- e) political parties.

3. The word *therefore* (L-4), as a discourse marker, is indicating:

- a) condition;
- b) comparison;
- c) addition;
- d) contrast;
- e) result.

4. When the author says "*the buyer and the seller must always compromise on the price of their bargain*" (L-32/33) he means that they have to:

- a) make it up;
- b) do regular business;
- c) get on with it;
- d) make concessions;
- e) put it off.

5. The best paraphrase of the title of the text "*Markets foster democracy*", would be:

- a) markets protect democracy;
- b) markets block democracy;
- c) markets promote democracy;
- d) markets curb democracy;
- e) markets limit democracy.

Read text 2 below in order to answer questions 6 to 10.

Text 2: Executive Compensation

Improving compensation practices at financial institutions is important. Compensation arrangements must continue to allow financial institutions to attract, retain, and motivate talented employees, but they also must not provide incentives for managers and employees

5 to take excessive risks. And while the issues and concerns associated with

improperly designed compensation practices are common, no single compensation system will address all types of risks or work well in all types of firms. Each firm ultimately must determine how to address these matters in a way most suited to that firm's business, structure, and risks.

10 Improvements in compensation practices are likely to be harder to make and take longer than anyone would like. Companies compete for talented employees in a global market. This creates a collective action problem: no firm wants to be the first to appear to reduce compensation even if that would be in the firm's long-term interest.

15 The risk of losing the firm's best employees or being unable to hire new quality personnel is likely to appear too great.

Encouragement by supervisors, shareholders, and others can help alleviate this problem. However, regulation that is too severe and that does not recognize that the market for quality employees is global will
20 threaten more harm than it will do good. The Federal Reserve currently is developing enhanced guidance that seeks to strike this balance and promote safe and sound compensation practices at financial institutions under our jurisdiction.

(Scott G. Alvarez, General Counsel, Before the Committee on Financial Services, U.S. House of Representatives, Washington, D.C.- June 11, 2009)

Visit: <http://www.federalreserve.gov/newevents/testimony/alvarez20090611a.htm>

6. According to the author, something that would affect the market for quality employees more than it would benefit it would be:

- a) excessively severe regulation;
- b) developing enhanced guidance;
- c) sound compensation practices;
- d) striking global forces;
- e) shareholders and supervisors' oversight.

7. No firm wants to be the first to appear to reduce compensation:

- a) because that would not be in the firm's long-term interest;
- b) even though it might prove to be in the firm's long-term interest;
- c) for no one in his right mind would approve of such a measure;
- d) as this might mean showing weakness and lack of attractiveness;
- e) because it might represent losing a significant market share.

8. In the fragment: "but they also *must* not provide incentives for managers and employees" (L-4), o modal verb "must" expresses:

- a) possibility;
- b) contrast;
- c) recommendation;
- d) emphasis;

e) prohibition.

9. As a discourse marker, the word *however* (L-18) is indicating:

- a) addition;
- b) emphasis;
- c) contrast;
- d) consequence;
- e) exemplification.

10. Financial institutions must make efforts to improve compensation practices if they intend to:

- a) offer incentives for managers and risky employees;
- b) to conceive one compensation system that suits all types of firms;
- c) avoid improperly designed common compensation practices;
- d) to address business matters and of infrastructure;
- e) allure, keep and stimulate talented employees.

_____ **End of Mock Test (5)** _____

Comments On Answers

Respostas Comentadas

Mock Test(1)

Text 1: Federal Reserve – Press Release

1. **C** – O autor fala que a economia dos Estados Unidos continuará a se contrair; portanto, substituindo por um verbo com sentido equivalente “**the US economy continues to shrink**” (*a economia dos Estados Unidos continua a encolher*). Nas demais opções: em **(a)**, as perdas de emprego se tornaram proporcionalmente menores; em **(b)**, a riqueza imobiliária aumentou; em **(d)**, os níveis de gastos do consumidor melhoraram; em **(e)**, as exportações norte-americanas subiram acentuadamente.
2. **A** – Expressa no texto está a ideia de que as perspectivas de vendas mais fracas e o aperto no crédito resultaram numa redução tanto dos inventários das empresas quanto do investimento fixo. Nas demais opções: em **(b)**, provocou o declínio acentuado das exportações dos Estados Unidos; em **(c)**, fez com que parceiros importantes caíssem também em recessão; em **(d)**, contribuíram para a retomada do desenvolvimento econômico sustentável; em **(e)**, acoplou-se a ações políticas visando a estabilizar os mercados financeiros.
3. **D** – Teste uma vez mais seus conhecimentos dos principais **discourse markers**. A palavra **moreover** (*além disso, ademais*) está indicando *adição ou acréscimo*. E não: em **(a)**, **consequence** (*consequência*); em **(b)**, **concession** (*concessão*); em **(c)**, **emphasis** (*ênfase*); em **(e)**, **contrast** (*contraste*)
4. **A** – Não se pode dizer que o FOMC continuará a baixar as taxas de inflação que sustentam o desenvolvimento econômico e a estabilidade dos preços a longo prazo. O autor diz que o FOMC: em **(b)**, comprará até \$300 bilhões em títulos do Tesouro de longo prazo ao longo dos próximos seis meses a fim de melhorar as condições nos mercados de crédito privados; em **(c)**, manterá a faixa da taxa de juros para os fundos federais entre 0-1/4%; em **(d)**, tomou medidas que aumentaram o tamanho do balanço do FED ainda mais; em **(e)**, espera que a inflação permaneça sob controle.

Text 2: Boosting World Liquidity – Making IMF Representation Fairer

5. **D** – Uma vez mais aparece num texto a palavra “*accountability*” (*responder, prestar contas de seus atos*). Não se está falando, em relação ao FMI, de: em **(a)**, maior distribuição dos SDRs – direitos especiais de saque; nem de **(b)**, sua rígida estrutura política; nem de **(c)**, seu papel de provedor de liquidez global; nem de **(e)**, nem de revisão de quotas e das reformas por mais participação.
6. **B** – O autor faz menção ao “**growing clout of emerging markets**” (*influência crescente dos mercados emergentes*) assim, pode-se dizer que houve um aumento da influência política deles. Não se pode dizer que: em **(a)**, trouxeram à baila uma revisão das quotas difícil de implementar; **em (c)**, mostraram sinais de insatisfação com o atual papel desempenhado pelo FMI; em **(d)**, a maioria deles é favorável à revisão das contas do FMI; em **(e)**, houve um envolvimento crescente

no fornecimento de uma diretriz estratégica ao FMI.

7. E – Ao injetar \$250 bilhões na economia mundial, o *IMF* visa a oferecer maior liquidez global. Não está correto afirmar que o FMI objetiva: em (a), atribuir a terceiros seu papel como instituição financeira; em (b), alocar os SDRs – direitos especiais de saque – mais equitativamente; em (c), parar de ser visto como um prestador de última instância; em (d), não ser considerado somente um previsor.

Text 3: Tax Payment Options

8. C – Expressa no texto a ideia de que é recomendável que o contribuinte pague seu imposto devido integralmente, do contrário, juros e multa por atraso se agregam ao seu saldo devedor. Nas outras opções: em (a), somente se você tiver uma dívida vultosa a pagar; em (b), enviando um cheque ou ordem de pagamento, mas os contribuintes não têm permissão para pagar com cartão de crédito; em (d), antes que a Receita analise e imponha novas penalidades e taxas; em (e), se você não quiser que a receita inicie um processo legal contra você.
9. E – Pode ser mais barato financiar o pagamento integral de sua dívida fiscal do que pagar os acréscimos legais impostos pela IRS. Em (a), nunca é vantajoso devido às tarifas impostas pelas instituições financeiras; em (b), mal podem minimizar as penalidades adicionais impostas pela IRS; em (c), não deve ser uma das opções para pagamento de um saldo de imposto de renda federal devido; em (d), pode ser considerado uma opção se você não puder fazer um pagamento eletrônico.
10. B – Está expressa no texto a ideia de que a IRS (Receita Federal) impõe penalidades para quem deixa de entregar sua declaração do IR. Nas demais, lê-se: em (a), não podem dividir o seu saldo devedor em parcelas mensais; em (c), não têm de pagar seu saldo do imposto de renda imediatamente; em (d), não lhes é oferecido o prazo adicional de até 120 dias; em (e), devem tentar conseguir financiamento para o pagamento integral de seu imposto devido através de empréstimos como última instância.

Mock Test(2)

Text 1: U.S. Central Bank Works to Smooth Business Cycle

1. E – Está expressa no texto a ideia de que o Fed, para equilibrar a demanda total e a oferta potencial, eleva ou diminui o volume de moeda. Nas demais opções, lê-se: em (a), doma a inflação; em (b), estimula o sistema financeiro; em (c), amplia ou reduz o montante de moeda solicitada por empréstimo; em (d), corta as taxas de juros.
2. C – Acredito que seria muito difícil que o examinador, se este fosse o texto de sua prova, não buscasse uma paráfrase para o fragmento: **“it (the FED) can smooth out the peaks and valleys of the business cycle”** (L-18/19). Esta opção: **the FED can deal with the rise and fall of the business cycle more easily**, (*o FED pode lidar com os altos e baixos do ciclo dos negócios*) melhor expressa a ideia do autor. Na (a), **the FED will never be able to meet the liquidity needs of the US economy** (*o FED jamais conseguirá atender às necessidades de liquidez da economia dos Estados Unidos*); em (b), **the FED has traditionally been the sole protector of the financial system’s integrity** (*o FED tem sido tradicionalmente o único protetor da integridade do sistema financeiro*); em (d), **the FED should always be responsible for the course of the US economy** (*FED deverá sempre ser o responsável pelo curso da economia norte-americana*); em (e), **the FED can rarely affect economic growth with the majority of its actions** (*o FED raramente pode afetar o crescimento econômico com a maioria de suas ações*).
3. D – A locução **“asset-price bubbles”** (*bolha dos preços dos ativos*) refere-se aos preços dos ativos que haviam **soared** (*subido acentuadamente*). Em (a) **plummeted** (*despencado*); em (b) **tumbled** (*caído muito*); em (c) **dropped** (*caído*); em (e) **stabilized** (*atingiram a estabilidade*).
4. A – O autor nos informa que o comunicado divulgado pelo Banco Central dos Estados Unidos nessa data pode ter sido bem apreendido pelo público em geral, mas os mercados financeiros o entenderam bem. Nas outras opções você tem: em (b), **made it clear that the Fed was actually unprepared to meet the liquidity needs** (*tornou claro que o FED não estava de fato preparado para satisfazer às necessidades de liquidez*); em (c), **aimed at keeping the damage to the US economy minimal** (*visava a manter mínimos os danos causados à economia americana*); em (d), **was clearly understood by everybody** (*foi claramente entendido por todos*); em (e), **proved that the Fed was ready to stimulate the US economy** (*provou que o FED estava pronto para estimular a economia norte-americana*).

Text 2: Falling World Trade

5. D – O autor afirma no primeiro parágrafo que a crise financeira de 2007 se transformou numa recessão de proporções globais. Nas demais opções, está dito que a crise: em (a), mostra sinais de recuperação iminente; em (b), afetou as hipotecas com taxas não privilegiadas, ou seja, de risco, no mundo todo; em (c), resultou em ativos com preços altíssimos; em (e), estimulou os gastos do consumidor pelo mundo afora.

6. **E** – Ponto-chave para o autor é que as políticas dos governos até agora fracassaram em eliminar a incerteza. Nas demais opções, lê-se sobre essas políticas governamentais que: em **(a)** não conseguiram controlar a inflação em várias economias; em **(b)**, fizeram com que a produção mundial e o comércio caíssem abruptamente; em **(c)**, aumentaram a riqueza das famílias entre os países emergentes; em **(d)**, fizeram com que os valores dos ativos caíssem ligeiramente.
7. **C** – Segundo o autor, o que está fazendo com que o comércio mundial caia é a crise nos mercados financeiros. Nas demais opções: em **(a)**, produção global reduzida, restringida; em **(b)**, piora das condições nas economias dos países emergentes; em **(d)**, a riqueza das famílias; em **(e)**, menores montantes para empréstimos para diversas economias.

Text 3: Treasury, ... Report on Improving Voluntary Compliance

8. **A** – Como marcadora do discurso, **nevertheless** indica **contrast** (*contraste*); em **(b)** **addition** (*adição*); em **(c)** **emphasis** (*ênfase*); em **(d)** **enumeration** (*enumeração*); em **(e)** **result** (*resultado*).
9. **B** – Dentre os componentes da “Estratégia Abrangente para Redução da Defasagem Fiscal” a IRS (*Receita*) destaca a realização de melhoras visando a ajudar o contribuinte. Nas demais opções, tem-se: em **(a)**, a reformulação do Código Tributário; em **(c)**, eliminação da evasão fiscal de uma vez por todas; em **(d)**, organização de programas de cumprimento das normas fiscais e iniciativas; em **(e)**, estabelecimento de parcerias com vários contribuintes.
10. **B** – O objetivo principal do relatório parece ser o comprometimento da IRS em tomar medidas para redução do descumprimento às leis fiscais. Nas outras opções: em **(a)**, como integrar mais ainda a IRS e o Departamento do Tesouro; em **(c)**, encontrar maneiras para que o sistema de receita nos Estados Unidos possa arrecadar mais de 90% das obrigações fiscais; em **(d)**, minimizar a carga sobre os contribuintes cumpridores das normas; em **(e)**, tomar medidas visando a simplificar a Legislação Tributária.

Mock Test (3)

Text 1: The IRS Warns of Scam e-Mails or Phone Calls

1. **D** – Os vigaristas mencionados pelo autor visam primordialmente a obter informações pessoais. Nas demais opções: **(a) tax refunds** (*restituições de impostos*); **(b) stimulus checks** (*cheques de estímulo*); **(c) direct deposits** (*depósitos diretos*); **(e) id cards** (*carteiras de identidade*).
2. **B** – Como **discourse marker** (*marcadora do discurso*), a palavra **furthermore** (*além disso*) está indicando a ideia de adição ou acréscimo. E não: **(a) concession** (*concessão*); **(c) emphasis** (*ênfase*); **(d) enumeration** (*enumeração*); nem **(e) result** (*resultado*).
3. **B** – O autor do texto nos informa que os formulários para solicitação da restituição do imposto se parecem com os verdadeiros, mas são falsos. Nas demais opções: em **(a)**, devem ser examinados detalhadamente pelos contribuintes; em **(c)**, podem enganar até o contribuinte mais vigilante; em **(d)**, são na verdade ligeiramente diferentes dos formulários oficiais; em **(e)**, contêm dados verdadeiros sobre os contribuintes.

Text 2: Oil Market Shudders – End of Oil Era?

4. **D** – Relativamente à dependência dos Estados Unidos quanto à gasolina e os demais combustíveis derivados do petróleo, o presidente Obama **vowed to end it**; portanto: *prometeu solenemente acabar com ela*. Nas outras opções: em **(a)**, anuncia que enfrentará a questão em breve; em **(b)**, treme com o final da era do petróleo; em **(c)**, fracassou em reduzir essa defasagem até agora; em **(e)**, se empenha realmente em reduzir essa defasagem entre a demanda e a oferta de petróleo.
5. **A** – Nos diversos cursos que já ministrei, sempre enfatizei o estudo dos **false cognates**, e dentre as palavras campeãs de incidência está o advérbio **eventually (finally, at last)**, pois reconheço que o aluno mais desavisado tem uma verdadeira tentação para traduzir por *eventualmente* (= **occasionally, now and then, sometimes, at times,...**) Portanto: “**In June 2008, crude oil prices eventually top \$140 per barrel**” (*em junho de 2008, os preços do petróleo bruto finalmente atingiram o valor máximo de \$140*). Nas outras opções: em **(b) occasionally** (*ocasionalmente*) colocado aqui só para desafiar; em **(c), surprisingly** (*surpreendentemente*); em **(d), auspiciously** (*auspiciosamente*); em **(e), boldly** (*ousadamente*).
6. **E** – Ideia claramente expressa no texto. Durante o ano todo de 2008, a recessão disseminada fez com que tanto a procura quanto os preços do petróleo despencassem. Nas demais opções: em **(a)**, a demanda pelo petróleo subiu acentuadamente e os preços do petróleo “afundaram”, ou seja caíram fortemente; em **(b)**, a demanda pelo petróleo diminuiu e os preços do petróleo subiram; em **(c)**, a demanda pelo petróleo subiu e os preços do petróleo caíram significativamente; em **(d)**, tanto a procura quanto os preços do petróleo se recuperaram.
7. **C** – Como sempre faço nos meus simulados, aqui vai outra questão sobre **discourse markers**. A locução **as a result** (*consequentemente*) obviamente indica **result, consequence**. Sem alterar o

sentido pretendido pelo autor poderia ser substituída por **therefore** (*portanto, por conseguinte*). Em (a), **moreover** (*além disso*); em (b), **although** (*embora*); em (d), **indeed** (*de fato, na verdade*); em (e), **furthermore** (*além disso*).

Text 3: Tax Return Preparer Fraud

8. E – De acordo com o autor, os contribuintes têm de pagar impostos adicionais e penalidades se o IRS detectar falsidade nas declarações entregues. Nas outras opções tem-se: na (a), o contribuinte nunca sabe o que o preparador de uma declaração de impostos inclui na sua declaração; na (b), os preparadores das declarações geralmente é que pagam pelas penalidades; na (c), preparadores de declarações de imposto quase nunca são pegos pelo IRS; na (d), a atividade criminosa desses profissionais que preparam declarações de imposto é investigada e acionada legalmente pelo Departamento de Justiça.
9. D – De acordo com o texto, os contribuintes deveriam escolher quem prepara suas declarações de impostos com o maior cuidado possível. Nas outras opções, lê-se: em (a), contribuintes raramente escolhem o preparador de suas declarações de imposto como quem escolhe seu médico; em (b), os preparadores de declarações de impostos quase nunca oferecem bons serviços a seus clientes; em (c), os preparadores de declarações de impostos deveriam ser investigados pela receita; em (e), os contribuintes têm de parar de reivindicar vultosas isenções nas suas declarações de impostos.
10. A – Como **discourse marker**, a palavra **however** (3rd pr.) está indicando contraste. Nas demais opções: em (b), consequência; na (c), adição, acréscimo; na (d) ênfase; na (e), concessão.

Mock Test (4)

Text 1: American Opportunity Credit Helps Pay for ... College

1. C – O autor do texto declara que o crédito máximo anual é de \$2,500, correspondendo a 100% das primeiras despesas no valor de \$2,000 e mais \$500 correspondentes a 25% dos restantes \$2,000. As demais quantias não estão corretas.
2. E – O erro está em se afirmar que o **American opportunity credit** substitui o **Hope credit** e os demais *para sempre* (**for good**). Quanto as demais opções, as referências ao **American opportunity credit** realmente condizem com o que foi dito pelo autor: em (a), que ele permite que mais contribuintes obtenham o crédito educacional; em (b), que ele permite que indivíduos que não têm imposto devido possam obter até \$1,000 de restituição fiscal; em (c), que ele permite que contribuintes qualificados deduzam dinheiro gasto em livros; em (d), que ele permite maior poupança que os benefícios fiscais existentes.
3. D – A palavra **though** (*no entanto*), **as a discourse marker**, está indicando contraste; e não: (a) condição, (b) comparação, (c) acréscimo, ou (e) resultado.

Text 2: The Coast Vineyards

4. A – Um **vocabulary item** fundamental neste texto é **graft**, com o sentido de enxertar, ou enxerto, quando substantivado. Portanto, as indústrias de vinho tanto da Europa quanto da California foram salvas através do enxerto de raízes americanas às parreiras europeias. Lê-se nas demais opções: em (b), através da importação de variadas espécies mais delicadas; em (c), através do rastreamento da doença (peste) a insetos pequenos nas raízes das parreiras americanas; em (d), através da imposição de pesada tributação sobre as importações; em (e), ao se livrar dos insetos que infestavam os vinhedos.
5. B – O cuidado que se deve ter nas questões de inferência, quando você é levado a concluir sobre um assunto, é não deixar que sua conclusão esteja muito além ou muito aquém do que diz o autor do texto – aqui, com a praga e a devastação na Europa, é possível inferir que os produtores de vinhos europeus devam ter tido pesadas perdas financeiras. Não é possível inferir que: em (a), os missionários espanhóis não venderam seu vinho porque sabiam dos pequenos insetos que afetavam suas raízes; em (c), de 1824 a 1870 os produtores de vinhos norte-americanos não tiveram sucesso em exportar seu produto para a Europa; em (d), as raízes nativas resistiram a um terceiro surto da praga; em (e), não fosse pelos missionários espanhóis não haveria indústria de vinho nos Estados Unidos.
6. A – Os colonos experimentaram variadas espécies de uvas para melhorar a qualidade das uvas nativas de sabor forte. Nas demais opções lê-se: em (b), para imitar as variedades europeias mais delicadas; em (c), impedir que as parreiras importadas morressem no novo solo; em (d), continuar a receber palavras elogiosas dos viajantes; em (e), para agradar o gosto dos missionários.

7. **E** – Os produtores de vinho europeus e norte-americanos vêm enxertando mudas de parreiras europeias no solo americano há muito tempo. Nas demais opções: em **(a)**, vêm substituindo as raízes afetadas por pequenos insetos através de trabalho árduo; em **(b)**, devem ter melhorado as relações comerciais nesta época de economia global; em **(c)**, têm lutado contra o clima instável até hoje; em **(d)**, fracassaram em melhorar a qualidade dos vinhos que produzem.

Text 3: The End of Exuberant Consumption

8. **C** – Expressa no texto está a ideia de que os norte-americanos terminaram com sua farra consumista em 2007 devido a preços dos imóveis em queda e o aperto no crédito. Nas demais opções lê-se: em **(a)**, por causa de uma ressaca econômica e preços crescentes dos imóveis; em **(b)**, à medida que a recessão foi impulsionada por preços crescentes; em **(d)**, por causa da perda das riquezas e queda na dívida familiar; em **(e)**, à medida que a renda disponível declinou e a poupança pessoal subiu mais.
9. **B** – Está expressa no texto a ideia de que os consumidores norte-americanos provavelmente manterão seus gastos sob controle mesmo após o término da crise com a economia se recuperando. Nas demais opções lê-se: em **(a)**, planejam gastar mais do que nunca quando a economia se recuperar; em **(c)**, pretendem manter os preços dos imóveis em baixa a fim de obter crédito facilmente; em **(d)**, aumentarão seu interesse em comprar artigos à medida que o consumo diminui; em **(e)**, tem de deixar os gastos caírem vertiginosamente e fazer com as poupanças desmoronem.
10. **D** – Está expressamente declarado pelo autor do texto que se os norte- americanos continuarem a reduzir seu nível de dívidas e a aumentar poupanças o crescimento econômico será mais sustentável, embora menos acentuado. Nas demais opções: em **(a)**, parar de financiar suas compras de bens e serviços; em **(b)**, reduzir o nível de gastos e de poupança; em **(c)**, aumentar sua renda disponível e forçar os preços a cair; em **(e)**, continuarem a fechar suas carteiras de dinheiro e impulsionar a recessão.

MOCK TEST (5)

Text 1: Markets Foster Democracy

1. **B** – O autor do texto menciona no fragmento “**Citizens in a democracy must trust the government not to abridge their rights**” (*cidadãos numa democracia têm de acreditar que o governo não limitará seus direitos*); portanto, numa democracia os cidadãos devem crer que o governo reconhecerá seus direitos. Nas demais opções lemos que o governo: em **(a)**, poderá invadir seus direitos; em **(c)**, poderá privá-los dos seus direitos; em **(d)**, deveria fazê-los renunciar a seus direitos; em **(e)**, deve pressupor, ou seja, assumir sem maiores investigações, os direitos dos cidadãos.
2. **D** – Expressamente no texto está declarado que os cientistas sociais consideram o livre mercado como o cerne da sociedade civil. Nas demais: em **(a)**, propriedade privada; em **(b)**, poder governamental; em **(c)**, sindicatos trabalhistas; em **(e)**, os partidos políticos.
3. **E** – A palavra **therefore** (*portanto*), **as a discourse marker**, está indicando resultado, consequência. E não: condição **(a)**; comparação **(b)**; adição **(c)**, contraste **(d)**.
4. **D** – Quando o autor diz “**the buyer and the seller must compromise on the price of their bargain**” (*o comprador e o vendedor devem entrar em acordo quando ao preço da negociação*). Portanto, ambas as partes devem fazer concessões. Cuidado com a palavra **compromise**, um dos famosos **false friends**, pois não significa comprometer(-se) ou compromisso. Nas demais opções, relativamente ao preço, temos: em **(a)**, compensá-lo; em **(b)**, fazer negócios comuns; em **(c)**, dar-se bem com ele; em **(e)**, adia-lo.
5. **C** – Após a leitura atenta do texto chega-se à conclusão que o autor, com o título **Markets foster democracy**, quer dizer que os mercados promovem, incentivam a democracia. Nas demais opções, lê-se que os mercados: em **(a)**, protegem a democracia; em **(b)**, bloqueiam a democracia; em **(d)**, freiam a democracia; em **(e)**, limitam a democracia.

Text 2: Executive Compensation

6. **A** – De acordo com o autor, algo que afetaria o mercado de empregados altamente qualificados e traria benefícios seria uma regulamentação excessivamente severa. Nas demais opções: em **(b)**, desenvolver orientação ampliada; em **(c)**, práticas remuneratórias saudáveis; em **(d)**, forças globais marcantes; em **(e)**, supervisão dos acionistas e dos próprios supervisores.
7. **B** – Nenhuma empresa quer ser a primeira a parecer que reduz a remuneração mesmo que isso possa provar ser do interesse de longo prazo da empresa. Em **(a)**, porque isso não seria do interesse de longo prazo da empresa; em **(c)**, porque ninguém em seu juízo perfeito aprovaria tal medida; em **(d)**, já que isso poderia significar demonstrar fraqueza e falta de atratividade; em **(e)**, porque isso poderia representar perder uma grande fatia de mercado.
8. **C** – In the fragment: “but they also **must** not provide incentives for managers and employees”

(*mas eles também não devem fornecer incentivos para os gerentes e empregados*) ou seja, o modal verb **must** expressa algo que é recomendável que não se faça. Não expressa: em (a), **possibility** (*possibilidade*); em (b), **contrast** (*contraste*); em (d), **emphasis** (*ênfase*); em (e), **prohibition** (*proibição*).

9. C – A palavra **however** (*entretanto*) indica *contraste*. Em (a), **addition** (*acréscimo*); em (b), **emphasis** (*ênfase*); em (d), **consequence** (*consequência*); em (e), **exemplification** (*exemplificação*).

10. E – Apenas substituí os verbos por sinônimos aqui. Leia-se: as instituições financeiras devem fazer esforços para melhorar suas práticas remuneratórias se quiserem atrair, manter e estimular empregados talentosos. Nas demais, lê-se: em (a), oferecer incentivos aos gerentes e empregados de risco; em (b), conceber um sistema de remuneração que sirva a todos os tipos de empresas; em (c), evitar práticas remuneratórias comuns impropriamente projetadas; em (d), enfrentar assuntos empresariais e de infraestrutura.

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