

COMMISSIONE CANTONALE PER LA FORMAZIONE NEL COMMERCIO

Sessione **ESAMI 2017**

Sezione **IMPIEGATI DI COMMERCIO
FORMAZIONE ESTESA E DI BASE**

Materia **INGLESE**

Serie **1**

Luogo

data

candidato numero

cognome

nome

tempo accordato per l'esame **90 minuti**
numero massimo di punti **70 punti**
mezzi ausiliari **dizionario bilingue**

valutazione : *punti*

nota

perito

perito

*I Cantoni detengono il diritto d'uso degli esami ai fini scolastici.
Il testo d'esame non va utilizzato nelle classi fino al 30.06.2018
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PART 1

- Listen to two conversations.
- Fill in the missing information below using a word, numbers or letters.
- You will hear each conversation twice.
- You now have time to read the questions. (7x1=7pts)

Conversation 1

Departure date:

Price: \$.....

Arrival time in Helsinki: a.m.

Conversation 2

Customer's name: Tanja.....

Previous phone number:

Price for recent films: \$.....

Films must be returned by:

____ / 7 pts

PART 2

- You will hear five short recordings.
- For each recording, decide why the speaker joined the company.
- Write one letter (A-H) next to the number of the speaker.
- There is only one correct answer per speaker.
- There are three extra answers you do not need to use.
- You will hear the recordings twice.
- You now have time to read the questions. (5x1=5pts)

Speaker 1: A. The financial benefits are attractive.

Speaker 2: B. The promotion prospects are good.

Speaker 3: C. The job is less demanding.

Speaker 4: D. There is a wide variety of work on offer.

Speaker 5: E. It is close to home.

F. The managers' futuristic ideas convinced the speaker.

G. The company offers relevant training opportunities.

H. The interview process was friendly.

____ / 5 pts

PART 3

- Listen to a dialogue between a recruiter and an applicant.
- For each question, choose one answer A, B or C.
- There is only one correct answer per question.
- You will hear the recording twice.
- You now have time to read the questions. (8x1=8pts)

1. Miss Blake...

- A. heard that the company was looking for a marketing assistant.
- B. saw an advertisement for the job in the newspapers.
- C. was told by Mr Thompson about the job vacancy.

2. Miss Blake's work experience...

- A. is indirectly related to marketing.
- B. is a solid one.
- C. is non-existent.

3. Miss Blake...

- A. speaks German as her mother tongue.
- B. speaks Italian as her mother tongue.
- C. speaks both English and Spanish fluently.

4. Miss Blake...

- A. will certainly have to travel alone for her job.
- B. will probably have to accompany her manager on some business trips.
- C. might have to travel with a diplomat.

5. For Miss Blake...

- A. getting a good salary is a priority.
- B. obtaining this post is a priority.
- C. being promoted is not a priority.

6. Miss Blake's interest in shopping...

- A. could be useful for the job.
- B. is totally useless for the job.
- C. is just something that occupies her from time to time.

7. The recruiter...

- A. feels that the lack of experience and skills might be a problem.
- B. is polite but realises Miss Blake is not the right candidate.
- C. seems to be convinced by the applicant's skills and qualities.

8. The recruiter will contact Miss Blake...

- A. in a week.
- B. the following week.
- C. by Friday.

____ / 8 pts

WRITE YOUR ANSWERS ON THE
ANSWER SHEET

ANSWER SHEET

PART 1

Conversation 1

Departure date:
Price:	\$
Arrival time in Helsinki: a.m.

Conversation 2

Customer's name:	Tanja
Previous phone number:
Price for recent films:	\$
Films must be returned by:

PART 2

Speaker	1	2	3	4	5
Answer A-H					

PART 3

Question	1	2	3	4	5	6	7	8
Answer A,B,C								

TOTAL ___ / 20 pts

Text A – Gaokao season: China embarks on dreaded national exams

1. _____

Gaokao is the notoriously hard exam that tests high school leavers on their Chinese, mathematics, English and another science or humanities subject of their choice. The exams last about 9 hours over a period of two days, depending on the province. Failing the Gaokao almost guarantees a lifetime of low-ranking employment, and family disappointment.

2. _____

Studying for Gaokao is all-consuming, often at the expense of the necessities of life. Professional Gaokao nannies are highly educated students or recent graduates that move in with students to study with them in the run up to the exam. For example Zhao Yang, a Shanghai university freshman, is paid a daily wage of 300 yuan (\$ 45) to study with his client, also at night. However, these nannies are not a solution to every student need, because they are sometimes weak in terms of cooking and cleaning.

3. _____

To save on time spent travelling to the test centre (which can then be better spent revising for the exam) some parents opt to pay for a hotel for their child. Many hotels offer special Gaokao packages for students, with hotels in Beijing charging up to 2,000 yuan per night. But despite high prices, many rooms have been fully booked.

4. _____

Maotanchang hosts perhaps China's most famous Gaokao bootcamp. Almost 20,000 students, four times the town's population, come to the town in eastern Anhui province every year to attend the preparation course at Maotanchang High School. The programme can cost up to \$ 8,000. Mobile phones and laptops are forbidden in this school, and the dormitories are designed without electrical plugs. The local government has also shut down all forms of entertainment in town, leaving the students no choice but to do what they came for: study!

5. _____

The exam rooms are strictly monitored to prevent cheating. But from hidden earphones and watches, to T-shirts with receivers, students have tried almost all means and ways to cheat. In previous years authorities have installed metal detectors at entrances. Last year, officials in Henan province even deployed a drone carrying a radio scanner. And this year, those that try to cheat could face up to seven years in prison, and will also be banned from taking any other national education examinations for three years.

6. _____

Some desperate parents are prepared to pay several million yuan to hire people to take the Gaokao on behalf of their children. The surrogates used their real photos on forged identity cards with the personal information of the real exam-takers. Surrogates can earn up to 25,000 yuan if the test score results allow the student to enter a top university.

Task 1 – Match paragraphs 1-6 with headings A-G. There is one heading that you do not need to use. Write your answers in the grid below. (6x1=6 pts)

- A) Strict training
- B) Less commuting
- C) Security systems and tough punishments
- D) What is the Gaokao?
- E) Fake applicants
- F) Low-ranking and luxurious accommodation
- G) Gaokao caretakers

Paragraph 1-6	1	2	3	4	5	6
Heading A-G						

___ / 6 pts

Task 2 – Decide whether statements 1-5 are True (T) or False (F). Correct false statements. No correction: 0 points. Write your answers in the grid below. (5x1=5 pts)

	T	F
1. If you don't pass the Gaokao exam, you will be considered a failure for the rest of your life.		
2. Gaokao nannies receive a wage of \$ 45 per hour.		
3. Maotanchang has a population of about 5,000 people.		
4. Students that are caught cheating can no longer take other national education examinations.		
5. Some parents are willing to pay a lot of money to someone who successfully passes the Gaokao in the place of their child.		

___ / 5 pts

Task 3 – Decide which statement (A, B or C) is true. There is only one correct statement. (4x1=4 pts)

1) Gaokao nannies...

- A are good cooks.
- B have all finished university.
- C help students revise.

2) Gaokao packages for students...

- A are only offered by hotels in Beijing.
- B are offered by some hotels all over China.
- C are affordable for all families.

3) In Maotanchang Gaokao bootcamp...

- A students can study and enjoy all forms of entertainment in town.
- B programmes cost no less than \$ 8,000.
- C students can't have electronic devices.

4) Government and educational authorities...

- A try to safeguard the fairness of the tests.
- B help parents financially.
- C don't allow students to wear a watch.

Statement 1-4	1	2	3	4
Answer A,B or C				

___ / 4 pts

Task 4 – Find synonyms in the text using one or two words. (5x1=5 pts)

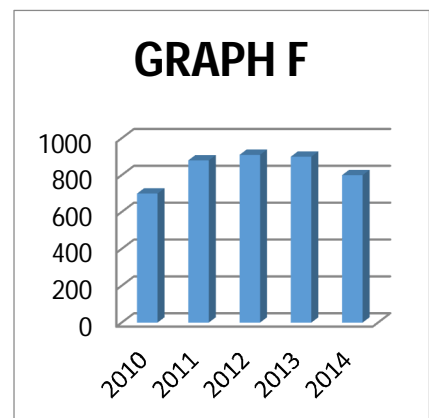
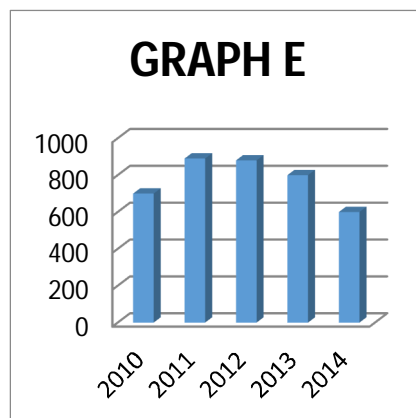
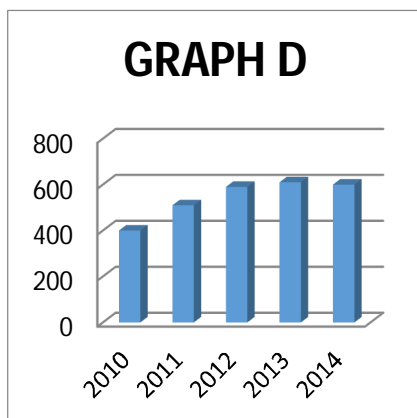
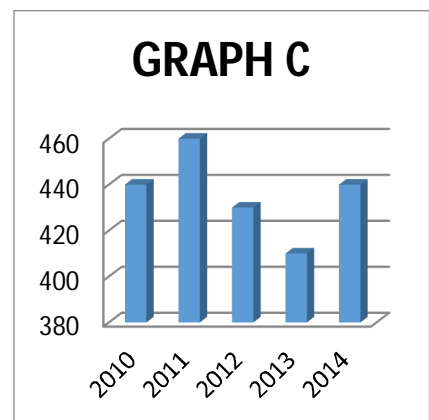
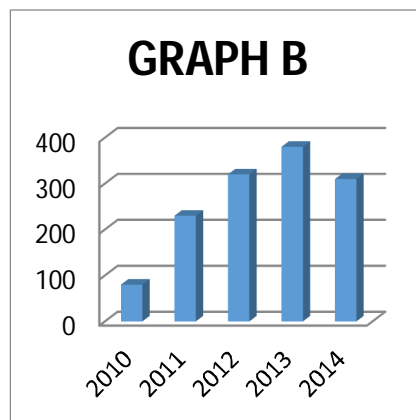
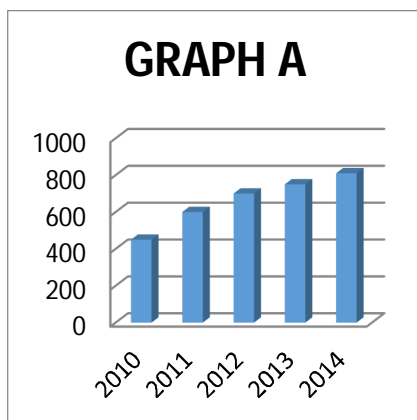
- 1. humble (paragraph 1)
- 2. choose (paragraph 3)
- 3. prohibited (paragraph 4)
- 4. made use of (paragraph 5)
- 5. substitutes (paragraph 6)

___ / 5 pts

Text B – Understanding graphs

Read the reports on the sales results of different divisions of Sony and match each one to the correct graph.

There is one extra graph that you not need to use. (5x1=5 pts)



1. Music Group sales went up slightly in 2011, then fell slightly in 2012 and 2013. But best-selling record releases by many well-known artists led to recovery in 2014. _____
2. There was a sharp increase in Audio Equipment sales in 2011 and another increase in 2012. But European market conditions were difficult in 2013 and 2014 and as a result, sales fell. _____
3. Other sales increased steadily between 2010 and 2014 as a result of the strong performance of semiconductors, telephones and CD-Rom drivers. _____

4. There was a dramatic rise in Pictures Group sales in 2011 and sales continued to increase in 2012 and 2013. But the strong yen resulted in a fall in 2014, with lower sales than in 2012. _____
5. Video Equipment sales rose up sharply in 2011, but then fell in 2012 and 2013. The decline in the camcorder market led to a further sharp drop in 2014. _____

___ / 5 pts

WRITE YOUR ANSWERS ON THE
ANSWER SHEET

ANSWER SHEET

TEXT A, Task 1

Paragraph 1-6	1	2	3	4	5	6
Heading A-G						

TEXT A, Task 2

	T/F	Correction (if False)
1
2
3
4
5

TEXT A, Task 3

Statement 1-4	1	2	3	4
Answer A,B,C				

TEXT A, Task 4

1	2	3	4	5

TEXT B

Sentence 1-5	1	2	3	4	5
Graph A-F					

TOTAL ___ / 25 pts

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___ / 15 pts

TOTAL ___ / 25 pts

VALUTAZIONE

Compito A (10 punti)

Punti	Comunicazione completa delle informazioni
3	La produzione scritta contiene tutti i punti da trattare.
2	Nella produzione scritta manca un punto.
1	Nella produzione scritta mancano due punti.
0	Nella produzione scritta mancano più di due punti.

Punti	Comprensibilità della produzione scritta (Fluency)
3	La produzione scritta risulta comprensibile grazie ad una formulazione chiara e corretta.
2	La formulazione risulta talvolta poco chiara e ciò crea alcuni problemi di comprensione.
1	La formulazione risulta spesso poco chiara e ciò crea diversi problemi di comprensione.
0	La produzione scritta risulta incomprensibile.

Punti	Correttezza (Accuracy). Strutture di base elencate nei programmi scolastici 1°-3° anno
4	La produzione scritta presenta solo alcuni errori grammaticali e/o sintattici che non compromettono la comprensione del messaggio.
3	La produzione scritta contiene frequenti errori grammaticali e/o sintattici che però non compromettono la comprensione del messaggio.
2	La produzione scritta presenta errori grammaticali e/o sintattici che possono compromettere la comprensione del messaggio.
1	La produzione scritta contiene errori grammaticali e/o sintattici che ostacolano la comprensione del messaggio.
0	La produzione scritta risulta incomprensibile.

VALUTAZIONE

Compito B (15 punti)

Punti	Comunicazione completa delle informazioni
4	La produzione scritta contiene tutti i punti da trattare.
3	Nella produzione scritta manca un punto.
2	Nella produzione scritta mancano due punti.
1	Nella produzione scritta mancano tre punti.
0	Nella produzione scritta mancano più di tre punti.

Punti	Comprensibilità della produzione scritta
4	La produzione risulta comprensibile grazie ad una formulazione chiara e corretta.
3	Un punto non è comprensibile.
2	Due punti non sono comprensibili.
1	Tre punti non sono comprensibili.
0	Più di tre punti non sono comprensibili.

Punti	Correttezza (Accuracy). Strutture di base elencate nei programmi scolastici 1°-3° anno
3	La produzione scritta presenta alcuni errori grammaticali e/o sintattici che però non compromettono la comprensione del messaggio.
2	La produzione scritta presenta errori grammaticali e/o sintattici che a tratti rendono difficile la comprensione del messaggio.
1	La produzione scritta presenta frequenti errori grammaticali e/o sintattici che possono compromettere la comprensione del messaggio.
0	La produzione scritta risulta incomprensibile.

Punti	Lessico
4	Il vocabolario generico e specifico è adeguato e consente di svolgere i compiti assegnati con relativa facilità.
3	Il vocabolario permette di risolvere i compiti assegnati, anche se con qualche difficoltà.
2	Il vocabolario è limitato e permette di risolvere solo una parte dei compiti assegnati.
1	Il vocabolario è molto limitato e rende molto difficile risolvere i compiti assegnati.
0	Il vocabolario non permette di risolvere i compiti assegnati.