

МИНИСТЕРСТВО СЕЛЬСКОГО ХОЗЯЙСТВА
И ПРОДОВОЛЬСТВИЯ РЕСПУБЛИКИ БЕЛАРУСЬ

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Кафедра иностранных языков № 2

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АНГЛИЙСКИЙ ЯЗЫК

КОНТРОЛЬНЫЕ ТЕСТОВЫЕ ЗАДАНИЯ

*для студентов заочной формы обучения
факультета предпринимательства и управления*

Рекомендовано научно-методическим советом факультета
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ПРЕДИСЛОВИЕ

Предлагаемые контрольные тестовые задания предназначены для студентов заочного отделения экономического профиля агротехнического вуза. Оно составлено в соответствии с требованиями программы по иностранным языкам для неязыковых вузов и тематическим учебным планом кафедры иностранных языков № 2.

Целью данной методической разработки является систематизация и контроль знаний по грамматике и лексике английского языка.

В методической разработке грамматика представлена в виде специально разработанных авторами тестов, составленных на базе основных правил и исключений, которые входят в обязательный курс, изучаемый в вузе. В тестах используется экономическая лексика и наиболее типичные ситуации употребления грамматических явлений.

Методическая разработка состоит из двух контрольно-тестовых заданий, представленных пятью вариантами. Все тестовые задания составлены по одному принципу, что даёт возможность проверить знания по различным грамматическим темам: видовременные формы глагола: действительный залог и страдательный залог – формы Indefinite (Present, Past, Future), Continuous (Present, Past, Future), Perfect (Present, Past, Future); степени сравнения имен прилагательных и наречий; модальные глаголы и их эквиваленты; простые неличные формы глагола: причастия PI (Present Participle) и PII (Past Participle) и сложные формы причастия; инфинитив: сложные формы инфинитива (Indefinite, Continuous, Perfect, Perfect Continuous в действительном и страдательном залогах); инфинитивные обороты: инфинитивная конструкция «сложное подлежащее» (Complex Subject), инфинитивная конструкция «сложное дополнение» (Complex Object), оборот «for + существительное / местоимение + инфинитив»; герундий; условные предложения.

Особенностью изучения иностранного языка в заочной системе обучения является то, что большая часть языкового материала должна прорабатываться самостоятельно, поэтому студенту с первых дней занятий в вузе необходимо приучать себя к систематической работе по овладению иностранным языком, в соответствии с тематическим учебным планом кафедры иностранных языков № 2 БГАТУ.

Прежде чем выполнять то или иное грамматическое упражнение, следует внимательно изучить соответствующую грамматическую тему в любом учебнике по грамматике английского языка.

ТРЕБОВАНИЯ НА ЗАЧЕТЕ И ЭКЗАМЕНЕ

Зачёты и экзамены по английскому языку проводятся в соответствии с учебным планом вуза.

Зачёт. К зачёту допускаются студенты, выполнившие контрольные тестовые задания успешно и сдавшие тексты в объёме, предусмотренном программой, т.е. тексты учебника и учебных пособий по английскому языку по профилю вуза.

Сдать текст это значит:

- 1) бегло и без ошибок читать текст;
- 2) знать (выучить) текстовые термины к тексту;
- 3) грамотно переводить текст устно;
- 4) отвечать на вопросы к тексту на английском языке.

Для получения зачёта студент должен уметь:

1. Прочитать со словарём незнакомый текст на английском языке, содержащий изученный грамматический материал.
Форма проверки – письменный перевод.
Норма перевода – 600-800 печатных знаков в час.
2. Прочитать без словаря текст, содержащий изученный грамматический материал и 5-8 незнакомых слов на 500-600 печатных знаков.
Форма проверки понимания – передача содержания прочитанного на родном языке.
Время подготовки – 10 минут.

Экзамен. К экзамену по английскому языку допускаются студенты, имеющие зачёт, выполнившие контрольные тестовые задания успешно и сдавшие учебный материал по чтению.

На экзамене по английскому языку проверяются умения:

1. Читать со словарём текст по специальности вуза.
Форма проверки понимания – письменный перевод.
Норма перевода – 1000 печатных знаков в час.
 2. Читать без словаря текст, содержащий изученный грамматический материал и 5-8 незнакомых слов на 600-800 печатных знаков.
Форма проверки понимания – передача содержания прочитанного на родном языке.
Время подготовки – 10 минут.
- Кафедра иностранных языков № 2 БГАТУ желает Вам успехов в совершенствовании английского языка.

КОНТРОЛЬНЫЕ ТЕСТОВЫЕ ЗАДАНИЯ № 1

Для того чтобы правильно выполнить **контрольные тестовые задания № 1**, Вам необходимо изучить следующие грамматические разделы курса английского языка:

Модуль 1. Видовременные формы глагола: действительный залог и страдательный залог – формы Indefinite (Present, Past, Future), Continuous (Present, Past, Future), Perfect (Present, Past, Future).

Модуль 2. Имя прилагательное и наречие. Степени сравнения имен прилагательных и наречий. Конструкции типа «the more..... the better.....».

Модуль 3. Модальные глаголы и их эквиваленты.

Модуль 4. Простые неличные формы глагола: причастия: PI (Present Participle) и PII (Past Participle), сложные формы причастия.

ВАРИАНТ I

I. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 1* (видовременные формы глагола: действительный залог и страдательный залог) и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**.

► **Ответ запишите по образцу: №** упражнения, **№** задания, **№** правильного варианта ответа, например: **IX.9.a**.

1. The growth of small business _____ employment opportunities for people with low incomes.
a. create
b. will create
c. will be created
d. has been created
2. Last night he _____ by the police as he was driving home.
a. stopped
b. have stopped
c. was stopped
d. have been stopped

3. The last withdrawal _____ from the balance.

- a. was not subtracting
b. has not subtracted
c. did not subtract
d. has not been subtracted

4. When I entered the office, the manager _____ on the phone.

- a. is speaking
b. is spoken
c. spoke
d. was speaking

5. Entrepreneur is someone who starts a company, _____ business deals, and takes risks in order to make a profit.

- a. arranges
b. will arrange
c. arranged
d. has arranged

II. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 2* (Имя прилагательное и наречие. Степени сравнения имен прилагательных и наречий) и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу: №** упражнения, **№** задания, **№** правильного варианта ответа, например: **IX.9.a**.

1. The more adequate capital the business owner has, the _____ he risks.
a. less
b. least
c. little
2. Marketing is not confined to any particular type of economy, because goods must be exchanged in all economies except perhaps in the _____ one.
a. primitive
b. more primitive
c. most primitive

3. We can get more apartments into a building and get a _____ return on our investment.

- a. good
- b. better
- c. best

4. The _____ expensive equipment is ineffective in the hands of careless or disgruntled workers.

- a. most
- b. more
- c. many

5. My colleagues are _____ than the ones I worked before.

- a. friendly
- b. the friendliest
- c. more friendly

III. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 3 (Модальные глаголы и их эквиваленты)* и заполните пропуски в предложениях заданий, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу:** № упражнения, № задания, № правильного варианта ответа, например: **IX.9.a**.

1. The machines _____ be transported to the clients without delay.

- a. is to
- b. are to
- c. shouldn't

2. It is possible for a trader to obtain a guarantee for the price he _____ pay for a commodity in the future.

- a. will have to
- b. must
- c. had to

3. The subjects of every state _____ contribute towards the support of the government in proportion to their respective abilities.

- a. has to
- b. might
- c. ought to

4. We _____ deliver your spare parts in addition to the first consignment.

- a. can
- b. has to
- c. may

5. The manager _____ to clarify all the matters with the manufacturer next week only.

- a. could
- b. will be able
- c. ought to

IV. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 4 (простые неличные формы глагола: причастие PI (Present Participle) и PII (Past Participle) и сложные формы причастия)* и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**, используя грамматические формы причастия, указанные в скобках в конце каждого задания.

► **Ответ запишите по образцу:** № упражнения, № задания, № правильного варианта ответа, например: **IX.9.a**.

V. Прочитайте данный тематический текст и выберите один из двух вариантов перевода выделенных слов.

1. The meeting starts with one person _____ a bit late.

(PI Simple Active)

- | | |
|----------|---------|
| a. be | c. been |
| b. being | d. was |

2. _____ the matter we decided to accept their suggestion.

(PI Perfect Active)

- | | |
|-------------------|--------------------------|
| a. Discussing | c. Having discussed |
| b. Have discussed | d. Having been discussed |

3. Highly _____ workers will be more productive. (PII)

- | | |
|---------------------|---------------|
| a. motivate | c. motivating |
| b. having motivated | d. motivated |

4. The house _____ in this street now will be a new library.

(PI Simple Passive)

- | | |
|----------------|-----------------|
| a. being built | c. building |
| b. built | d. having built |

5. _____ by a good teacher he knew English well.

(PI Perfect Passive)

- | | |
|-----------------------|---------------------|
| a. having taught | c. have been taught |
| b. having been taught | d. being taught |

Text Art or Science?

Management 1 (**a**) управление, **б**) администрация) is the art and science of making appropriate choices. The function of management is becoming more **complex 2** (**a**) комплекс, **б**) сложный). The role of the manager today is much different from what it was many years ago. At the turn of the century the business manager's **objective 3** (**a**) цель, **б**) объект) was to keep his company running and to make a profit.

Most firms were production oriented. Few constraints affected management's decisions. Governmental agencies imposed little regulations on business.

The modern manager must now consider the environment in which the organization operates and be prepared to adopt a wider perspective. That is, the manager just have a good understanding of management principles, an **appreciation 4** (**a**) оценка, **б**) определение) of the current issues and broader objectives of the total economic, political, social, and ecological system in which we live, and he must **possess 5** (**a**) обладать, **б**) захватывать) the ability to analyze complex problems.

The modern manager should recognize and be able to **evaluate 6** (**a**) оценивать, **б**) определять) the needs of the total context in which his business functions. Modern management must possess the ability to make decisions that will **allocate 7** (**a**) распределять, **б**) выделять) scarce resources effectively. A major part of the manager's job will be to predict what the environment needs and what **changes 8** (**a**) изменения, **б**) замены) will occur in the future.

Management is the process by which these human **efforts 9** (**a**) усилия, **б**) достижения) are combined with each other and with material resources. Management encompasses both science and art. In designing plans and products, management must draw on technology and physical science, of course, and, the behavioral sciences also can contribute to management.

However, much you hear about "management science", in managing organizations it is necessary to draw on intuition and subjective judgement. The more decisions can be analyzed, the better the

results of business **activity 10** (**а**)деятельность, **б**)активность) are. But although the artistic side of management may be declining in its proportion of the whole process it will remain central and critical portion of your future jobs.

VI. Укажите ряд, в котором не все слова относятся к теме “**Art or Science**”.

1. management, business, company, firms, production
2. organization, economic, fury, manager, flue
3. decisions, effectively, plan, products, business activity

ВАРИАНТ II

I. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 1* (видо-временные формы глагола: действительный залог и страдательный залог) и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. The next meeting _____ on April 24th.

- | | |
|--------------|-----------------|
| a. will hold | c. will be held |
| b. holds | d. held |

2. Economics _____ simply «the science of wealth» during much of modern history.

- | | |
|---------------|-------------------|
| a. was called | c. will be called |
| b. calls | d. is called |

3. We _____ already _____ a slight drop in orders.

- | | |
|---------------------|----------------------|
| a. have noticed | c. have been noticed |
| b. had been noticed | d. notice |

4. If you _____ on credit, you will increase sales, even to the same customers to whom previously sold for cash only.

- | | |
|--------------|--------------|
| a. will sell | c. sold |
| b. sell | d. have sold |

5. James Rand _____ for a company which sold office equipment.

- | | |
|--------------|---------------|
| a. works | c. worked |
| b. will work | d. is working |

II. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 2* (Имя прилагательное и наречие. Степени сравнения имен прилагательных и наречий) и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. Depression is the time when business activity is at its _____ and unemployment is at its highest.

- | |
|-----------|
| a. lowest |
| b. lower |
| c. low |

2. Offices are also going to occupy less space, require fewer staff and allow _____ working weeks.

- | |
|-----------------|
| a. short |
| b. shortly |
| c. much shorter |

3. Small firms make decisions and implement them _____ .

- a. more quickly
- b. the most quickly
- c. quickly

4. The second form of business enterprises, the partnership, may have from two to 50 or _____ members.

- a. many
- b. more
- c. the most

5. The higher one goes up the hierarchy, the _____ is the skill of decision.

- a. necessary
- b. more necessary
- c. most necessary

III. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 3 (Модальные глаголы и их эквиваленты)* и заполните пропуски в предложениях заданий, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу: №** упражнения, **№** задания, **№** правильного варианта ответа, например: **IX.9.a**.

1. Whenever a member leaves or a new member is added, the firm _____ be reconstituted as a new partnership.

- a. could
- b. must
- c. had to

2. Although everyone _____ be at the meeting on time, the chairman will be a few minutes late.

- a. has to
- b. mustn't
- c. are to

3. You _____ guarantee a prompt delivery of the electronic devices.

- a. was to
- b. mustn't
- c. are to

4. Well, let me see if your terms are reasonable. We _____ to place another order soon.

- a. can
- b. could
- c. will be able

5. No, I _____ tell you what the discount is until I know how many you'd like to order.

- a. must
- b. can't
- c. needn't

IV. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 4 (простые неличные формы глагола: причастие PI (Present Participle) и PII (Past Participle) и сложные формы причастия)* и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**, используя грамматические формы причастия, указанные в скобках в конце каждого задания.

► **Ответ запишите по образцу: №** упражнения, **№** задания, **№** правильного варианта ответа, например: **IX.9.a**.

1. Bank system design progresses through several stages _____ more detailed in each stage. (PI Simple Active)

- a. become c. became
b. becoming d. having been becoming

2. He told her that it was impossible to have a form _____ in without a previous application. (PII)

- a. being filled c. filling
b. having filled d. filled

3. The manager went home _____ through all the orders received that day. (PI Perfect Active)

- a. looking c. having looked
b. being looked d. having been looked

4. The defects _____, the Buyer agreed to take the goods. (PI Perfect Passive)

- a. eliminated c. being eliminated
b. have been eliminated d. having been eliminated

5. When _____ the contract will give a good profit. (PII)

- a. sign c. signed
b. signing d. having signed

V. Прочитайте данный тематический текст и выберите один из двух вариантов перевода выделенных слов.

Text

Advantages of a Small Firm

Small firms actually have **advantages 1** (а)польза, б)преимущества) over large firms in many cases. One advantage of small firms is that they

often grow into large firms. Many of today's small firms will become giants in tomorrow's business world.

Small firms have **distinct 2** (а)определенные, б)отдельные) advantages in the following situations:

a) When firms try new products or ideas. The more **flexibility 3** (а)гибкость, б)пластичность) small firms have, the more quickly they make decisions and **implement 4** (а)исполнять, б)представлять) them.

b) When the personal attention of the owner is essential to daily operations. If the owner's presence is important to the growth of the business, it will be more successful if one person supervises.

c) Where personal services are dominant. Examples of this include beauty parlors, real estate offices, interior – decorating firms, TV repair shops. Small firms usually render medical and dental services.

d) When the **market 5** (а)торговля, б)рынок) for the product or service is mainly local. In some types of firms, it is not just economical to attempt a scale of operations that exceeds the local market **demand 6** (а)спрос, б)запрос).

e) When the industry has wide variations in demand or in styles. Examples of this include ladies' dress line, ornamental candles and lamp shades. These types of products do not just invite large firm development in most cases. The small flexible firm usually **adjusts 7** (а)приспосабливаться, б)подгонять) to the necessary variations of specialized products more easily.

f) When close rapport with personnel is essential. Small firm owners are usually closer to **employees 8** (а)служащий, б)работодатель). They know problems from daily conversations. As a result, they usually **maintain 9**(а)поддерживать, б)утверждать) better morale and efficiency in the firm, which is important in any business.

The individual firm has benefited from these and other advantages. Small firms in such fields as construction and the service industries have faced up well to their larger firm **competition 10** (а)соревнование, б)конкуренция). Insurance and small finance firms have also been very successful.

VI. Укажите ряд, в котором не все слова относятся к теме "Advantages of a small firm"

1. competition, maintain, insurance, employees, efficiency
2. demand, market, operations, personal services, firms
3. advantages, business world, thunder, products, stream

ВАРИАНТ III

I. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 1 (видо-временные формы глагола: действительный залог и страдательный залог)* и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. Three thousand people _____ by this company.
a. employ c. employed
b. are employed d. are employing
2. Bankruptcy is the status of a debtor who _____ by judicial process to be unable to pay his debts.
a. declares c. is declaring
b. has been declared d. has declared
3. He _____ the price of the new model by 2 tomorrow.
a. will discuss c. discuss
b. will have discussed d. is discussing
4. Last week the manager _____ all the queries of the engineers about the new model.
a. answered c. had answered
b. was answering d. had been answering
5. For this job we _____ for someone who is prepared to take and maintain the initiative.
a. are looked c. will look
b. have looked d. are looking

II. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 2 (Имя прилагательное и наречие. Степени сравнения имен прилагательных и наречий)* и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. I'd like to buy your telephone equipment _____ than your company offers.
a. more cheap
b. cheap
c. cheaper
2. The _____ we study human brain, the more we realize that no one existing computer can approach it.
a. much more
b. more
c. most
3. The professor of our University made a report concerning the _____ achievements in economics.
a. late
b. later
c. latest
4. The savings banks now get more of the cash and the commercial banks want a _____ share than they've been getting.
a. biggest
b. big
c. bigger

5. I definitely think that the prices are our _____.

- a. lowest
- b. lower
- c. low

III. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал **модуля 3 (Модальные глаголы и их эквиваленты)** и заполните пропуски в предложениях заданий, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. A six month guarantee from the date of delivery _____ be offered.

- a. have to
- b. is to
- c. need

2. I must say that your price is not attractive to us. _____ you give us a 10% discount?

- a. Must
- b. Need
- c. Can

3. We wouldn't probably go to work if we _____ satisfy the basic needs without working.

- a. can
- b. could
- c. must

4. If your terms are reasonable, we _____ to place another order soon.

- a. can
- b. may
- c. will be able

5. The total quantity of the goods the Sellers _____ offer this year is limited.

- a. have to
- b. had to
- c. won't have to

IV. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал **модуля 4 (простые неличные формы глагола: причастие PI (Present Participle) и PII (Past Participle) и сложные формы причастия)** и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**, используя грамматические формы причастия, указанные в скобках в конце каждого задания.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. I saw the secretary _____ on the computer while we were signing the contract yesterday. **(PI Simple Active)**

- a. work
- b. working
- c. worked
- d. being worked

2. The money _____ to old-age pensioners is barely enough to live on. **(PII)**

- a. given
- b. giving
- c. give
- d. being given

3. Any Japanese company created harmony _____ decision through consensus. **(PI Perfect Active)**

- | | |
|-----------|---------------------|
| a. making | c. having made |
| b. made | d. having been made |

4. Their address _____, we couldn't write them. **(PI Perfect Passive)**

- | | |
|------------|---------------------|
| a. lost | c. having been lost |
| b. loosing | d. having lost |

5. The professor told the students about the experiments now _____ on in the laboratory of the University.

(PI Simple Passive)

- | | |
|-------------------|------------------------|
| a. carried | c. having been carried |
| b. having carried | d. being carried |

V. Прочитайте данный тематический текст и выберите один из двух вариантов перевода выделенных слов.

Text
Selling on credit

There are few axioms in the world of business, but one of them is "if you sell on credit you will increase **sales 1** (**а**)объем продаж, **б**)налоги), even to the same **customers 2** (**а**)продавцы, **б**)покупатели) to whom you previously sold for cash only". This alluring proposition has great appeal to small business firms. Sales are the foundation of **profits 3** (**а**) польза, **б**) прибыль), and anything that will help to increase sales commands the attention of competent business owners.

Trade credit is a credit extended from one business firm to another. **Consumer credit 4** (**а**) потребительский кредит, **б**)активный покупатель) is a credit given by retailers to their customers, who are the final users of the products or services sold. Manufacturers and wholesalers almost always sell on a credit

basis. Retail sales on credit are about half of the total retail sales in the country.

Our business world doesn't operate without credit. There is not enough currency and coin in the country to finance business **transactions 5** (**а**)операции, **б**)переговоры) carried on every day. Total bank deposits exceed the actual money in the country several times over. The key is a credit extended throughout the economy. A good credit standing is essential to business success. Business owners always look for good credit standing of firms or individuals to whom they **grant 6** (**а**)предполагают, **б**)предоставляют) credit.

There are at least three basic types of consumer credit accounts: Revolving accounts, Installment accounts, Budget accounts.

Open accounts are ordinary charge accounts. With this type of **account 7** (**а**)счет, **б**)отчет) the customer charges all purchases throughout the month. **Revolving 8** (**а**)регулируемые, **б**)оборотные) accounts are for customers who live with external **indebtedness 9** (**а**)задолженность, **б**)обязанность), and pay a certain amount or a specified **percentage 10** (**а**)процентное отчисление, **б**)процентное содержание) of the total charges at the end of each month. Installment accounts make possible the sale on credit of larger purchases. Budget accounts handle payments that ordinarily fall between short-term open accounts and longer term installment accounts.

VI. Укажите ряд, в котором не все слова относятся к теме "Selling on credit".

1. percentage, sales, tights, credit, palm
2. customers, business firms, operate, transactions, grant
3. sell, profits, owners, currency, economy

ВАРИАНТ IV

I. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 1* (видо-временные формы глагола: действительный залог и страдательный залог) и заполните пропуски в

заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. Holding company is a company that _____ enough voting stock in one or more other companies to exercise control over them.

- a. own
- b. will own
- c. owns
- d. owned

2. He told me that he _____ a well-paid job at a publishing house.

- a. offered
- b. was offering
- c. was offered
- d. had been offered

3. The new model of computer _____ widely _____ in the United States nowadays.

- a. are advertised
- b. is being advertised
- c. is advertising
- d. was being advertised

4. We _____ a fall in profits last year as our cost had nearly doubled.

- a. were expecting
- b. had been expecting
- c. expected
- d. had expected

5. Your manager and I have been talking about this affair today. That is why I _____ to see you.

- a. come
- b. have come
- c. will come
- d. has come

II. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 2 (Имя прилагательное и наречие. Степени сравнения имен прилагательных и наречий)* и заполните про-

пуски в заданиях, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. The use of a holding company is legally _____ and less expensive than other means of gaining control of another company.

- a. simple
- b. simpler
- c. the simplest

2. The more decisions can be analyzed, the _____ the results of business activity are.

- a. good
- b. best
- c. better

3. Our teacher speaks English very _____ and correctly.

- a. fast
- b. faster
- c. the fastest

4. The exhibition featured the _____ computer technology achievements.

- a. late
- b. later
- c. latest

5. Unfortunately, we cannot promise delivery _____ than at the end of the year as we are heavy with orders now.

- a. early
- b. earlier
- c. earliest

III. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 3 (Модальные глаголы и их эквиваленты)* и заполните пропуски в предложениях заданий, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу:** № упражнения, № задания, № правильного варианта ответа, например: **IX.9.a**.

1. He _____ sign a contract in Great Britain this month.
a. is to
b. are to
c. was to
2. The firm _____ give you a 5% discount if your order reaches us by December 1st.
a. could
b. had to
c. can
3. We sell computers and _____ regular supplies.
a. can
b. need
c. may
4. I saw him an hour ago. He _____ still be in his office now.
a. must
b. may
c. need
5. She has been studying hard for the exam, so she _____ pass.
a. ought to
b. have to
c. is to

IV. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 4 (простые неличные формы глагола: причастие PI (Present Participle) и PII (Past Participle) и сложные формы причастия)* и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**, используя грамматические формы причастия, указанные в скобках в конце каждого задания.

► **Ответ запишите по образцу:** № упражнения, № задания, № правильного варианта ответа, например: **IX.9.a**.

1. Cash flow is the movement of money _____ into a business as income and going out as wages, materials, etc.
(PI Simple Active)
a. coming
b. being come
c. came
d. having came
2. _____ a strategy, a company must then decide which tactics will be most effective in achieving strategy goals.
(PI Perfect Active)
a. Developing
b. Developed
c. Having developed
d. Having been developed
3. Credit rating is a judgement _____ by a financial institution about how likely a person or business is to pay their debts. **(PII)**
a. making
b. made
c. having made
d. having been made
4. When _____ by the director, he immediately went to the study. **(PI Simple Passive)**
a. being called
b. having called
c. having been called
d. called

5. After the information _____, he gave it to her colleagues.
(PI Perfect Passive)

- a. received c. having received
b. being received d. having been received

V. Прочитайте данный тематический текст и выберите один из двух вариантов перевода выделенных слов.

Text

How to become a manager

No university, professor or book can make you a manager. Only you can do this, and you can become a manager only by managing. Of course, you can learn the skills that are extremely helpful, particularly in such clearly defined areas as **accounting 1** (**а**)бухгалтерское дело, **б**)бухгалтерская фирма), statistics, law, and finance. But this will not make you a manager.

Experience 2 (**а**)впечатление, **б**)опыт) is the only teacher. Experience is, however, is not the uniformly effective teacher. An old aphorism criticizes the person who has worked for 20 years but has only reexperienced the first year 20 times.

Learning 3 (**а**)образованность, **б**)изучение) is not automatic. What university can do is to provide you with some **insights 4** (**а**)сообразительность, **б**)деловая хватка) and intellectual tools to be applied against your experience. Most of you are practical people; certainly most managers are. You are concerned about doing things than about thinking about them. You are more concerned with action than with **contemplation 5** (**а**)размышление, **б**)предположение).

Most business students and managers are uneasy about theory. It is abstract and difficult, too unrelated to real problems; it seems 'too theoretical'. But theory is very important because you and all men and women of action are also theorists. No matter how pragmatic you consider yourself, no matter how rooted in reality a manager **views 6** (**а**)взгляды , **б**)оценивать) himself, you and he operate on theories.

You all **possess 7** (**а**)полагать, **б**)обладать) your own theories about motivation, **authority 8** (**а**)полномочия, **б**)власть), objectives and change. You will need them – and you will have them whether you know it or not. And also you must understand the more you learn the better chances of **promotion 9** (**а**)содействие , **б**)продвижение) you have. You will be the best manager if you are aware of your assumptions and you examine them periodically and modify them when necessary. Nothing is as practical as a good theory. A great deal of management theory and practice must be described as 'common sense'. For the **objectives 10** (**а**)цели, **б**)намереваться) of management may be defined as the formulation of priorities and plans.

VI. Укажите ряд, в котором не все слова относятся к теме "How to become a manager"

1. manager, accounting, finance, experience, action
2. statistics, management, business, objectives, authority
3. views, pollution, motivation, promotion, fog

ВАРИАНТ V

I. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 1* (видо-временные формы глагола: действительный залог и страдательный залог) и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**.

► Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.

1. Modern bankruptcy laws _____ the salvage of an enterprise in financial difficulties.

- a. includes c. are included
b. include d. included

2. Our office _____ business contacts with England lately.

- a. has established
- b. are establishing
- c. will establish
- d. established

3. The world _____ warmer and warmer nowadays.

- a. got
- b. has got
- c. is getting
- d. is being got

4. I _____ to the director soon.

- a. introduce
- b. was introduced
- c. am introduced
- d. will be introduced

5. I found the idea of going to Hereford very upsetting because I _____ a very nice job a couple of weeks before.

- a. am promised
- b. had been promised
- c. was promised
- d. have been promised

II. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 2 (Имя прилагательное и наречие. Степени сравнения имен прилагательных и наречий)* и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу:** № упражнения, № задания, № правильного варианта ответа, например: **IX.9.a.**

1. The better your business training is, the _____ chances of business failure you have.

- a. few
- b. fewer
- c. fewest

2. The secretary speaks English as _____ as her chief does.

- a. well
- b. better
- c. the best

3. In many countries advertising is the _____ source of income for the media through which it is conducted.

- a. important
- b. more important
- c. most important

4. If you are considering setting up your own business, an accountant is the _____ person to give you financial advice.

- a. good
- b. better
- c. best

5. Long-term financing is money that will be used for _____ period than one year.

- a. long
- b. longer
- c. longest

III. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 3 (Модальные глаголы и их эквиваленты)* и заполните пропуски в предложениях заданий, выбрав один из предложенных вариантов ответов **a, b** или **c**.

► **Ответ запишите по образцу:** № упражнения, № задания, № правильного варианта ответа, например: **IX.9.a.**

1. To understand and predict actions we _____ to observe and describe them.

- a. can
- b. should
- c. need

2. By the 1920s advertising agencies _____ plan and execute complete advertising campaigns.

- a. may
- b. could
- c. must

3. He always comes at 10 sharp. So he _____ be in his office now.

- a. must
- b. may
- c. need

4. At your age you _____ be earning your living.

- a. has to
- b. ought to
- c. may

5. Credit _____ be extended by public or private institutions to finance business activities, agricultural operations, consumer expenditures or government projects.

- a. have to
- b. need
- c. may

IV. К каждому заданию даны варианты ответов, из которых только один является верным. Внимательно изучите грамматический материал *модуля 4* (простые неличные формы глагола:

причастие **PI (Present Participle)** и **PII (Past Participle)** и сложные формы причастия) и заполните пропуски в заданиях, выбрав один из предложенных вариантов ответов **a, b, c** или **d**, используя грамматические формы причастия, указанные в скобках в конце каждого задания.

► **Ответ запишите по образцу: № упражнения, № задания, № правильного варианта ответа, например: IX.9.a.**

1. _____ home, he remembered, that he had forgotten to send an important business letter. (**PI Simple Active**)

- a. Returning
- b. Having returned
- c. Returned
- d. Being returned

2. _____ to specialists, he decided to make an order. (**PI Perfect Active**)

- a. Talking
- b. Having talked
- c. Being talked
- d. Having been talked

3. They let him know of the decision _____ by the business committee. (**PII**)

- a. taking
- b. having taken
- c. taken
- d. having been taken

4. The problem _____ is known to many people. (**PI Simple Passive**)

- a. investigating
- b. being investigated
- c. investigated
- d. having been investigated

5. _____, I advised them to establish business contacts with England. (**PI Perfect Passive**)

- a. Consulted
- b. Having consulted
- c. Being consulted
- d. Having been consulted

V. Прочитайте данный тематический текст и выберите один из двух вариантов перевода выделенных слов.

Text
Business activities

Business is the **exchange 1** (**а**) обмен, **б**)биржа) of goods and services, and money, on an arm's length (objective) basis, that results in mutual benefit or **profit 2** (**а**)полезность, **б**)прибыль) for both parties involved. An individual **engages 3** (**а**)заниматься, **б**)заставлять) in business because he or she believes that the rewards or possible future sacrifices, of business.

Business activities are events that involve making and carrying out the operating, investing, and financing decisions that deal with business **assets 4** (**а**)перспективы, **б**)активы) or obligations.

In a profit-seeking business, there are three types of business activities that correspond to three types of business decisions. Operating activities are the profit-making activities of the **enterprise 5** (**а**)предприимчивость, **б**)предприятие). They include those business activities that generate **revenues 6** (**а**)доходы, **б**)сборы), such as selling merchandise for cash or on credit or providing services for a fee. They also include activities that result in increased **expenses 7** (**а**)счета, **б**)затраты), such as purchasing goods for manufacture or resale, paying wages, or combining goods and labor to manufacture products.

Investing activities include the purchase and a sale long-term asset in addition to other major items used in business operations. There are some investing institutions which include **insurance 8** (**а**)страховые, **б**)акционерные) companies, pension funds, investment trust and unit trusts. Together they account for a vast resource of funds, which are invested in **securities 9** (**а**)ценные бумаги, **б**)средства защиты) and other assets for example; recent surveys indicate that the institutions own about 60 per cent of the shares of British companies and corporations listed on the London Stock Exchange.

Financing activities are activities that involve **obtaining 10** (**а**)приобретение, **б**)применение) the cash or using other non-cash means to pay for investments in long-term assets, and to repay money borrowed from creditors, and to provide a return to owners.

VI. Укажите ряд, в котором не все слова относятся к теме "Business activities".

1. exchange, benefit, business, operating, credit
2. investing, enterprise, explanation, insurance, party
3. financing decision, revenues, expenses, securities, cash

КОНТРОЛЬНЫЕ ТЕСТОВЫЕ ЗАДАНИЯ № 2

Для выполнения **контрольных тестовых заданий № 2** Вам необходимо изучить следующие разделы грамматики курса английского языка:

Модуль 5. Инфинитив. Сложные формы инфинитива (Indefinite, Continuous, Perfect, Perfect Continuous в действительном и страдательном залогах).

Модуль 6. Инфинитивные обороты: инфинитивная конструкция «сложное подлежащее» (Complex Subject), инфинитивная конструкция «сложное дополнение» (Complex Object), оборот «for + существительное / местоимение + инфинитив».

Модуль 7. Герундий. Сложные формы герундия. Герундиальные обороты.

Модуль 8. Условные предложения: I-III типы (Conditional sentences: types I-III).

Вариант I

I. Заполните пропуски в предложениях подходящей **формой инфинитива**, выбрав **один** из предложенных вариантов ответа **a, b, c или d**.

1. The equipment ought long ago.

- a) to have replaced c) have been replaced
b) to have been replaced d) to have been replacing

2. There is every reason that the cargo will arrive in time.

- a) suppose c) to suppose
b) to be supposed d) to have supposed

3. We are glad at this company for such a long period.

- a) to have been working c) to be worked
b) to have been worked d) have been working

4. I am glad part in the discussion of this project.

- a) to have been taken c) to be taken
b) to have taken d) have taken

5. The price of the national currency must

- a) be falling c) to be fallen
b) to be falling d) to fall

6. Intermediate products are the goods and services as part of the gross national product.

- a) not be counted c) not to count
b) not to be counting d) not to be counted

II. Дополните предложения, содержащие **инфинитивные конструкции**, выбрав **один** из предложенных вариантов ответа **a, b, c или d**.

1. We thought part in that international specialized exhibition in Paris.

- a) he has taken c) he had taken
b) him have taken d) him to have taken

2. The free market is one way the economic problems as to what, how and for whom to produce.

- a) for society to solve c) for society solve
b) society to solve d) society solves

3. That firm negotiations for the purchase of sugar.

- a) are reported to be conducting c) reported to be conducting
b) is reported to be conducting d) reports to be conducting

4. It is necessary this contract.

- a) for he to sign
- b) he to sign
- c) him to sign
- d) for him to sign

5. The prices for consumer goods

- a) proved to have been raised
- b) is proved to have been raised
- c) was proved to have been raised
- d) proved have been raised

6. I heard upon all the main problems and they are looking forward to a new contract to be concluded with us.

- a) them have agreed
- b) them to have agreed
- c) they have agreed
- d) they to have agreed

III. Прочитайте предложения. Найдите все предложения, содержащие герундий. Номера выбранных Вами предложений запишите через запятую.

1. Having introduced new technology, the enterprise increased output.
2. We objected to the buyer's paying only part of the invoice amount.
3. He was proud of having been elected the Sales and Marketing Director of this company.
4. Knowing that their resources are unlimited, people make a decision how to allocate them in the best possible way.
5. The negotiating parties are discussing the clauses of the contract now.
6. We can't come to this conference without being invited.

IV. Выберите один из предложенных вариантов перевода подчеркнутых форм причастия и герундия.

1. The conference being held in our city is devoted to the problems of environmental protection.

- a) Конференция, проводившаяся ...
- b) Проведя конференцию, ...
- c) Конференция, которая проводится ...

2. We insisted on being informed by cable of the arrival of the ship.

- a) ..., чтобы мы информировали ...
- b) ..., чтобы нас информировали ...
- c) ..., чтобы, информируя нас ...

3. Having studied this course they were able to analyze the facts related to it.

- a) Изучив ...
- b) Изучая ...
- c) Изучающие ...

4. The letter having been written was taken to the post office and posted.

- a) Написав письмо, ...
- b) Написанное письмо ...
- c) После того как письмо было написано, ...

5. A group of scientists has informed the government about this production process influencing the environmental conditions.

- a) ... о влиянии ...
- b) ... влияя ...
- c) ... влиять...

6. I remember having been shown that contract.

- a) ..., что мне показывали
- b) ..., что я показывал ...
- c) ..., что мне показывают ...

for those seeking work. Higher standards of living require increased output per person.

VII. Составьте предложения из двух подходящих по смыслу частей согласно содержанию прочитанного текста.

- | | |
|--|--|
| 1. Without a system of distribution being performed, | a) it has to increase output per person. |
| 2. Full employment, economic growth and equitable distribution of income are | b) the economy would be forced to a lower order of production. |
| 3. If a country wants to have high standards of living | c) demand for and supply of goods and services interact to set their market price. |
| 4. The price mechanism takes place when | d) the main economic purposes for a country. |

Вариант II

I. Заполните пропуски в предложениях подходящей формой инфинитива, выбрав один из предложенных вариантов ответа а, b, c или d.

1. Our manager seems the terms of payment at this moment.
- | | |
|----------------------------|---------------------|
| a) to have been discussing | c) to be discussing |
| b) to have been discussed | d) to be discussed |
2. My friend was glad such an interesting job in this company.
- | | |
|--------------------|-----------------------|
| a) to have given | c) to have been given |
| b) have been given | d) have given |

3. Judging from the letters and papers on the writing-table he must since they left him in the morning.

- | | |
|------------------------|-------------------------|
| a) to have been worked | c) to be worked |
| b) have been working | d) to have been working |

4. The wage in this enterprise is too low qualified workers.

- | | |
|--------------------|---------------------|
| a) to be attracted | c) to be attracting |
| b) attract | d) to attract |

5. We have discussed the terms in the Letter of Credit to be opened by the buyer in favour of the seller.

- | | |
|----------------|---------------------|
| a) be included | c) to have included |
| b) to include | d) to be included |

6. We intended the contract with their company last week.

- | | |
|------------------------|-------------------------|
| a) to have signed | c) have signed |
| b) to have been signed | d) to have been signing |

II. Дополните предложения, содержащие инфинитивные конструкции, выбрав один из предложенных вариантов ответа.

1. This new business the situation in the market.

- | | |
|-----------------------------|----------------------------|
| a) were believed to improve | c) believed to improve |
| b) believes to improve | d) was believed to improve |

2. This is the problem.

- | | |
|----------------------|----------------------|
| a) for you to decide | c) for you decide |
| b) you to decide | d) for your deciding |

3. Increased output per worker in agriculture lets from agriculture to industry.

- | | |
|-----------------------------------|--------------------------------|
| a) more workers to be transferred | c) more workers transfer |
| b) more workers to transfer | d) more workers be transferred |

4., the owner invested his profit in new equipment.

- | | |
|---|---|
| a) For advanced technology be introduced | c) For advanced technology to introduce |
| b) For advanced technology to be introduced | d) Advanced technology to be introduced |

5. The manager expected in time.

- | | |
|----------------------------------|-------------------------------|
| a) raw materials to be delivered | c) raw materials be delivered |
| b) raw materials to deliver | d) raw materials deliver |

6. In making investment decision a financial manager a wide variety of information provided by all departments of the company.

- | | |
|-------------------|-----------------------|
| a) sure to use | c) is sure to be used |
| b) is sure to use | d) is sure use |

III. Прочитайте предложения. Найдите все предложения, содержащие герундий. Номера выбранных Вами предложений запишите через запятую.

1. They insisted on the goods being shipped at once.
2. Income is money of all kinds coming in regularly to a person, family or organization.
3. Only being provided with the required resources, an enterprise can work efficiently and increase its output.
4. Choosing proper decisions is of great importance in management.
5. I didn't know of the Managing Director's having signed the documents.
6. We are going to open a Letter of Credit with the Belagroprom Bank.

IV. Выберите один из предложенных вариантов перевода подчеркнутых форм причастия и герундия.

1. We visited one of the largest enterprises producing telephone equipment in our republic.

- a) ... производить ...
- b) ... производя ...
- c) ..., производящих ...

2. There is no fear of damaging the goods if they are packed in this manner.

- a) ... повредив товары ...
- b) ... повреждения товаров ...
- c) ... товары повреждают ...

3. Having fulfilled the terms of the contract our company refused to admit the claims of their firm.

- a) Выполняя ...
- b) Выполнив ...
- c) Выполнение ...

4. The large building being built here is our new office.

- a) ..., строящееся ...
- b) ..., построенное ...
- c) ..., строя ...

5. The bookkeeper remembered having recorded the data concerning this transaction on the computer.

- a) ... запись ...
- b) ... записывая ...
- c) ..., что записал ...

6. At the general meeting the stockholders agreed to a new Production Manager being employed by the company.

- a) ..., что компания наймет ...
- b) ..., что компания наняла ...
- c) ..., что, нанимая, компания

V. Заполните пропуски в условных предложениях, выбрав один из предложенных вариантов ответа.

1. If he called on them yesterday, they him their quotation.

- a) give
- b) would have given
- c) would give
- d) will give

2. If effective demand is sufficient, there a high level of economic activity.

- a) will be
- b) would be
- c) would have been
- d) is

3. If I our director yesterday, I should have told him that you had returned from your business trip.

- a) will see
- b) see
- c) saw
- d) had seen

4. Will I get any discount if I in cash?

- a) paid
- b) had paid
- c) pay
- d) will pay

5. If we new highly efficient equipment, we would decrease the production cost.

- a) apply
- b) will apply
- c) had applied
- d) applied

6. If they had used the latest scientific achievements, they higher profits.

- a) would have got
- b) would get
- c) will get
- d) get

VI. Прочитайте текст. Выберите подходящее по смыслу слово из предлагаемых в скобках вариантов.

Theory of Supply

The theory of supply is the theory of how much ...1... (A. *output* / B. *money*) firms choose to produce. The principal assumption of the supply theory is that the producer will maintain the level of output at which he maximizes his ...2... (A. *profit* / B. *costs*).

Profit can be defined in terms of revenue and costs. Revenue is what the firm earns by selling goods or services in a given period such as a year. ...3... (A. *Costs* / B. *Profit*) are the expenses which are necessary for producing and selling goods or services during the period. Profit is the revenue from selling the output minus the costs of ...4... (A. *outputs* / B. *inputs*) used.

Costs should include opportunity costs (альтернативные издержки) of all ...5... (A. *resources* / B. *goods*) used in production. Opportunity cost of a commodity is the amount an input can obtain in its best alternative use. In particular, costs include the owner's time and effort in running a business. Costs also include the opportunity cost of the financial capital used in the firm.

Aiming to get higher profits, firms obtain each output level as cheaply as possible. Firms choose the optimal output level to receive ...6... (A. *the highest* / B. *the lowest*) profits. This decision can be described in terms of marginal costs and marginal ...7... (A. *profit* / B. *revenue*).

Marginal cost is the increase in total cost when one additional unit of output is produced. Marginal revenue is the corresponding change in total revenue from ...8... (A. *buying* / B. *selling*) one more unit of output.

As the individual firm has to be a price-taker, each firm's marginal revenue is the prevailing market price. Profits are the highest at the

output level at which marginal cost is equal to marginal revenue. If profits are negative at this output level, the firm should close down.

An increase in marginal costs ...9... (A. receives / B. reduces) output. A rise in marginal revenue increases output. The optimal quantity also depends on the output prices as well as on the input costs. Of course, the optimal supply ...10... (A. quantity / B. quality) is affected by such noneconomic factors as technology, environment, etc.

Making economic forecasts, it is necessary to know the effect of a price change on the whole output rather than the supply of individual firms.

VII. Составьте предложения из двух подходящих по смыслу частей согласно содержанию прочитанного текста.

- | | |
|--|---|
| 1. The amount of output firms want to offer | a) profits are the highest. |
| 2. Profit is | b) depends on costs and revenues. |
| 3. When marginal revenue is equal marginal costs | c) an input can obtain in its best use elsewhere. |
| 4. Opportunity costs is the amount | d) revenue minus costs. |

Вариант III

I. Заполните пропуски в предложениях подходящей формой инфинитива, выбрав один из предложенных вариантов ответа **a, b, c** или **d**.

1. this model of equipment is profitable for producers.
- | | |
|------------------------------|-------------------|
| a) To be manufactured | c) To manufacture |
| b) To have been manufactured | d) Manufacture |

2. I don't know where our chief engineer is. He may to London on business.

- | | |
|-----------------|----------------------|
| a) to have gone | c) to have been gone |
| b) have gone | d) to be gone |

3. We are quite happy scientific information with your laboratory for a number of years.

- | | |
|----------------------------|-------------------------|
| a) to have been exchanging | c) have been exchanging |
| b) to have been exchanged | d) to be exchanged |

4. The Gross National Product per head is an important characteristic in determining living standards.

- | | |
|----------------|---------------------|
| a) to consider | c) to be considered |
| b) consider | d) be considered |

5. Money must as a medium of exchange for hundreds of years.

- | | |
|-----------------|----------------------|
| a) to have used | c) to have been used |
| b) have used | d) have been used |

6. They seem their quotation now.

- | | |
|--------------------------|--------------------------------|
| a) to be looking through | c) to have looked through |
| b) to be looked through | d) to have been looked through |

II. Дополните предложения, содержащие инфинитивные конструкции, выбрав один из предложенных вариантов ответа.

1., firms have to increase efficiency of labour.

- | | |
|-------------------------------------|---------------------------------|
| a) For higher profit to be obtained | c) Higher profit to be obtained |
| b) For higher profit be obtained | d) For higher profit to obtain |

2. to have been conducting negotiations for a long time.

- a) They said
- b) Them said
- c) Them are said
- d) They are said

3. We don't expect the land as he has enough money to purchase it.

- a) the farmer leasing
- b) the farmer leased
- c) the farmer to lease
- d) the farmer lease

4. It's not easy foreign language.

- a) for I to learn
- b) for I learn
- c) for me learn
- d) for me to learn

5. With every additional purchase the consumer's satisfaction although prices remain the same.

- a) is likely to decrease
- b) likely to decrease
- c) is likely decrease
- d) likely decrease

6. He watched of the office.

- a) they walk out
- b) they to walk out
- c) them walk out
- d) them to walk out

III. Прочитайте предложения. Найдите все предложения, содержащие герундий. Номера выбранных Вами предложений запишите через запятую.

1. Reducing our imports, we decrease the exports of others.
2. Having decreased the retail price, the new company was able to attract thousands of customers.
3. The manager knows of the company having suffered losses recently.

4. The negotiations are still far from being ended.

5. The buyers examined the goods carefully before concluding the contract.
6. The manager is looking through the enquires received from their customers.

IV. Выберите один из предложенных вариантов перевода подчеркнутых форм причастия и герундия.

1. The director was against the idea of a preliminary meeting being held before the main conference.

- a) ...проведя ...
- b) ...проводя ...
- c) ...проведения ...

2. Looking through the documents the manager asked the secretary to contact with their competitors.

- a) Просматривая ...
- b) Просмотрев ...
- c) Просматривающий ...

3. A person bringing good news is always welcome.

- a) Человеку, который приносит ...
- b) Человек приносит ...
- c) Приносящий человек ...

4. The manager didn't blame me for not fulfilling the clauses of the contract but he insisted on knowing the whole truth.

- a) ..., чтобы знать ...
- b) ... зная ...
- c) ... знание

5. Having discussed all the clauses of the contract we decided to sign it.

- a) Обсуждаемый ...
- b) Обсуждая ...
- c) Обсудив ...

6. The difference in the results obtained appears to be due to the equipment depreciation having been calculated by different methods.

- a) ...подсчитав ...
- b) ... считая ...
- c) ... было подсчитано ...

V. Заполните пропуски в условных предложениях, выбрав один из предложенных вариантов ответа.

1. The director won't see you unless you him at least two days in advance.

- a) had phoned
- b) phoned
- c) will phone
- d) phone

2. Many companies their stable position in the market if recession (спад производства) continues.

- a) lose
- b) will lose
- c) would lose
- d) would have lost

3. If I were you, I them for more detailed information on the machine tools advertised.

- a) would ask
- b) will ask
- c) ask
- d) would have asked

4. If the available resources had been used economically, they the production costs and would have ensured higher profits.

- a) would cover
- b) would have covered
- c) will cover
- d) cover

5. The company more qualified workers, if it had higher goodwill in the market than its competitors.

- a) can employ
- b) could employ
- c) could have employed
- d) employ

6. The agriculturists would have had smaller losses if it the dry summer weather.

- a) isn't
- b) won't be
- c) wasn't
- d) had not been

VI. Прочитайте текст. Выберите подходящее по смыслу слово из предлагаемых в скобках вариантов.

Foreign Trade

Foreign trade means ...1... (A. *exchange* / B. *change*) of goods and services between nations, but speaking in strictly economic terms, international trade today is between producers and ...2... (A. *consumers* / B. *competitors*) or between producers in different parts of the globe. Nations do not trade, only economic units such as agricultural, industrial and service enterprises can participate in trade.

Goods can be defined as finished products, as intermediate goods used in producing other goods, or as agricultural products and food-stuffs. International trade enables a nation to specialize in those goods it can ...3... (A. *sell* / B. *produce*) most cheaply and efficiently and it is one of the greatest advantages of trade. On the other hand, trade also enables a country to ...4... (A. *consume* / B. *produce*) more it can produce if it depends only on its own resources.

Different aspects of ...5... (A. *national* / B. *international*) trade and its role in the domestic economy are known to have been developed by many famous ...6... (A. *psychologists* / B. *economists*). In 1776 the Scottish economist Adam Smith proposed his theory. According to Smith's theory, it is essential that a country trading internationally should specialize in those goods in which it has an absolute advantage –

i.e., the ones it can produce more cheaply and efficiently than its trading partners can.

International trade leads to more efficient and increased world production, allows countries to consume a larger and more diverse amount of goods, expands the number of potential markets in which a country can ...7... (A. *buy* / B. *sell*) its goods. The increased international demand for goods results in greater production and more extensive use of raw materials and labor, which means the growth of domestic ...8... (A. *employment* / B. *unemployment*).

Within each economy the importance of foreign trade varies. Some nations ...9... (A. *export* / B. *import*) only to expand their domestic market. Other nations depend on trade for a large part of their national ...10... (A. *income* / B. *costs*) and it is often important for them to develop import of manufactured goods in order to supply the ones for domestic consumption.

VII. Составьте предложения из двух подходящих по смыслу частей согласно содержанию прочитанного текста.

- | | |
|--|---|
| 1. Promoting foreign trade | a) gain from trade relations, as countries can consume large and more diverse amounts of goods. |
| 2. In accordance with economic theory, | b) the governments want to expand the potential market for the goods of their countries. |
| 3. Both the buying and the selling nations | c) producers from different countries participate in foreign trade as economic units. |
| 4. The principle of absolute advantage assumes | d) that a country should specialize in producing those goods which it can produce more cheaply than its trading partners. |

Вариант IV

I. Заполните пропуски в предложениях подходящей *формой инфинитива*, выбрав один из предложенных вариантов ответа **a, b, c** или **d**.

- The exchange rate must by that time.
a) to be falling
b) to have fallen
c) to be fallen
d) have fallen
- The information is too outdated for the analysis of the present-day situation.
a) to use
b) be used
c) to be used
d) to have used
- Managers study the situation in the market in order how many goods to produce.
a) to know
b) to be known
c) to have known
d) to have been known
- One form of money or another seems in all societies since time immemorial (с незапамятных времен).
a) to have been used
b) have been used
c) to have used
d) have used
- Economic conditions are assumed all the time.
a) be changing
b) to be changing
c) to be changed
d) to have been changed
- He is known at this joint venture for many years.
a) to be worked
b) have been working
c) to have been working
d) to have been worked

II. Дополните предложения, содержащие инфинитивные конструкции, выбрав один из предложенных вариантов ответа.

1. A subsidy money or other resources provided by the government to support a business activity or a person.

- a) known to be
- b) is known be
- c) is known to be
- d) knows to be

2. The present-day condition in the energy market makes from energy-intensive methods.

- a) farm technology moves away
- b) farm technology move away
- c) farm technology to move away
- d) farm technology moved away

3. The production costs in the enterprise are too high profitably.

- a) for it to work
- b) for it work
- c) for its to work
- d) for its work

4. Does the representative of the firm want right now?

- a) the contract to sign
- b) the contract sign
- c) the contract be signed
- d) the contract to be signed

5. New banking services into life rapidly.

- a) seem to come
- b) seems to come
- c) is seemed to come
- d) are seemed to come

6. He decided it was the moment his whole life.

- a) for he to change
- b) for his to change
- c) for him change
- d) for him to change

III. Прочитайте предложения. Найдите все предложения, содержащие герундий. Номера выбранных Вами предложений запишите через запятую.

1. The manager is signing the contract with the British company at this moment.
2. Investors insisted on being informed about the financial position of the project they supported.
3. On receiving the answer of the firm we handed all the documents to our legal adviser.
4. The planning of the firm performance is one of the essential tasks of the manager.
5. Serving as a means of exchange, money is essential in economy.
6. The agent informed the seller of the buyer's having insured the cargo.

IV. Выберите один из предложенных вариантов перевода подчеркнутых форм причастия и герундия.

1. There is little probability of their delegation arriving without delay due to the weather conditions.
 - a) ..., что их делегация прибыла без задержки ...
 - b) ... их делегации, прибывающей без задержки ...
 - c) ..., что их делегация прибует без задержки ...
2. The manager of our company is looking forward to being sent to London on business.
 - a) ..., что его отправят ...
 - b) ..., что он отправит ...
 - c) ..., что его отправили ...

3. Having signed the letter the director asked the secretary to send it off at once.

- a) Подписанное ...
- b) Подписываемая ...
- c) Подписав ...

4. Increasing labour productivity in any industry one can become more competitive in the market.

- a) Увеличение производительности труда ...
- b) Увеличивая производительность труда ...
- c) Увеличенная производительность труда ...

5. Having been well prepared for the negotiations, our manager could answer all the questions.

- a) Хорошо подготавливаемый ...
- b) Хорошо подготовленный ...
- c) Хорошо подготовив ...

6. The two companies are alike in producing manufactured goods.

- a) ... в производимых ...
- b) ... тем, что производят ...
- c) ... при производстве ...

V. Заполните пропуски в условных предложениях, выбрав один из предложенных вариантов ответа.

1. You won't pass your exams unless you hard.

- a) will work
- b) worked
- c) are working
- d) work

2. Were he in Minsk now, he in the discussion.

- a) will take part
- b) would take part
- c) would have taken part
- d) took part

3. Provided the managers all aspects of business activity thoroughly, the company would have earned more revenue.

- a) had considered
- b) considered
- c) consider
- d) had been considered

4. If too much money is available, its value and it will result in inflation.

- a) will decrease
- b) decreases
- c) would decrease
- d) would have decreased

5. If we the documents tomorrow, we should start loading the goods on Saturday

- a) receive
- b) will receive
- c) received
- d) had received

6. I it yesterday if I had known that the matter was urgent.

- a) will be able to do
- b) can do
- c) could have done
- d) could do

VI. Прочитайте текст. Выберите подходящее по смыслу слово из предлагаемых в скобках вариантов.

Theory of Demand

Consumer demand is the quantities of a particular good that an individual consumer wants and is able to ...1... (A. *buy* / B. *sell*) as the price varies, if all other factors influencing ...2... (A. *demand* / B. *supply*) are constant.

Consumer demand is the relationship between the quantity demanded for the good and its ...3... (A. *profit* / B. *price*). The factors assumed constant are prices of other goods, income, and a number of noneconomic factors.

The theory of demand is based on the assumption that the consumer having budget constraint seeks to reach the maximum possible level of

utility, that is, to ...4... (A. *maximize* / B. *minimize*) utility, but he usually prefers to obtain more rather than less. The consumer has to solve the problem of choice. Provided he is to maintain a given level of utility, increases in the quantity of one good must be followed by reductions in the ...5... (A. *quality* / B. *quantity*) of the other good. The consumer has to choose the specific goods within the limits imposed by his budget.

The concept of marginal utility is of great importance for solving the utility maximization problem. The marginal ...6... (A. *revenue* / B. *utility*) of a good is the additional utility obtained from consuming an additional unit of the good. The marginal utility from consuming a good decreases as more of that good is ...7... (A. *consumed* / B. *produced*). The income should be allocated among all possible choices so that the marginal utility per dollar of expenditure on each good is equal to the marginal utility per dollar of expenditure on every other good.

A price ...8... (A. *decrease* / B. *increase*) will result in a reduction in the quantity demanded. This relationship between the quantity demanded of a good and its price is called the law of demand. As the marginal utility from each additional unit of the good consumed decreases, the consumer will want to buy more of this good only if its price is ...9... (A. *risen* / B. *reduced*).

Market demand is the quantities of a good that all consumers in a particular market want and are able to buy as price varies and as all other factors are assumed constant. Market demand depends not only on the factors affecting individual demands, but also on the number of ...10... (A. *consumers* / B. *sellers*) in the market.

VII. Составьте предложения из двух подходящих по смыслу частей согласно содержанию прочитанного текста.

- | | |
|--|---|
| 1. The consumer having budget constraint seeks | a) results from a price increase. |
| 2. A reduction in the quantity demanded | b) reduction in the quantity of the other good. |

- | | |
|--|-------------------------------|
| 3. The relationship between the quantity demanded for the good and its price | c) to maximize utility. |
| 4. Increases in the quantity of one good must be followed by | d) is called consumer demand. |

Вариант V

I. Заполните пропуски в предложениях подходящей *формой инфинитива*, выбрав один из предложенных вариантов ответа а, b, c или d.

- | | | |
|--|--------------------|---------------------------|
| 1. Too high prices of resources in production is the problem of many enterprises. | a) to be used | c) to have been used |
| | b) to use | d) to have used |
| 2. The government must at a scheme to stimulate domestic investment. | a) to work | c) to be working |
| | b) to have worked | d) be working |
| 3. The factory may of its supplies of raw materials. | a) to have run out | c) to be run out |
| | b) have run out | d) to have been run out |
| 4. It is common, in economics, to understand labour as an effort needed human needs. | a) to satisfy | c) to have satisfied |
| | b) to be satisfied | d) to have been satisfied |

5. We found the prices for consumer goods

- a) to have raised
- b) have raised
- c) to have been raised
- d) have been raised

6. My brother is glad at this enterprise for such a long period.

- a) to be worked
- b) have been working
- c) to have been working
- d) to have been worked

II. Дополните предложения, содержащие инфинитивные конструкции, выбрав один из предложенных вариантов ответа.

1. Every producer the market carefully before starting the production of new goods.

- a) supposes to study
- b) suppose to study
- c) supposed to study
- d) is supposed to study

2. I insist us the catalogues, price-lists and other documents.

- a) you to send
- b) you send
- c) you be sent
- d) you to be sent

3. It's difficult work these days.

- a) for unskilled people to be found
- b) unskilled people to find
- c) for unskilled people to find
- d) for unskilled people find

4. Economic system the particular way in which the economic activity in a country is organized.

- a) says to be
- b) are said to be
- c) is said to be
- d) said to be

5. I'll just ring the office. The boss is waiting her back.

- a) I to ring
- b) for I to ring
- c) for my ring
- d) for me to ring

6. Everybody believed the new machine in the shop.

- a) him be examining
- b) him to be examining
- c) he to be examining
- d) his to be examining

III. Прочитайте предложения. Найдите все предложения, содержащие герундий. Номера выбранных Вами предложений запишите через запятую.

1. The manager insisted on cash flows being regularly monitored.

2. There are some factors influencing demand for a good, such as the prices of other goods, consumer incomes and some others.

3. Resources can be a serious factor limiting production.

4. The manager was informed of the accountant's department having completed the trial balance.

5. After developing the new markets the manufacturer made up his mind to cut down the prices.

6. The General Director is speaking on the phone with the representative of the foreign company.

IV. Выберите один из предложенных вариантов перевода подчеркнутых форм причастия и герундия.

1. When drawing up a contract for the sale of goods it is necessary to give a detailed description of them.

- a) Составленный контракт ...
- b) Составив контракт ...
- c) Составляя контракт ...

2. A new firm can't enter the market without its goods being distinguished from others by means of an original trademark.

- a) ...товары отличались ...
- b) ... отличающиеся товары ...
- c) ... отличая товары ...

3. Having been sent to the wrong address the letter didn't reach the manager.

- a) Посылать письмо ...
- b) Так как письмо посылают ...
- c) Так как письмо было послано ...

4. We have sent our invitations to the companies participating in the exhibition.

- a) ... участвуя ...
- b) ... участвующим ...
- c) ... участие ...

5. We insisted on the cases being taken to the warehouse immediately.

- a) ..., чтобы ящики, отнесенные ...
- b) ..., чтобы ящики отнесли ...
- c) ..., чтобы, отнеся ящики, ...

6. Having done all the necessary work I decided to go home.

- a) Сделав ...
- b) Делая ...
- c) Делать ...

V. Заполните пропуски в условных предложениях, выбрав один из предложенных вариантов ответа.

1. If I were you, I their offer.

- a) would have accepted
- b) would accept
- c) will accept
- d) accepted

2. If the output, the company's costs per unit of the goods produced will go up.

- a) decreased
- b) had decreased
- c) will decrease
- d) decreases

3. Unless the irrigation because of the extremely hot weather, the agriculturists would have obtained higher profits from selling vegetables and fruits.

- a) had been required
- b) was required
- c) required
- d) had required

4. Unless the old equipment in time, the company's produce wouldn't be competitive in the market.

- a) were replaced
- b) replaced
- c) had been replaced
- d) had replaced

5. The company a higher sales level if the retail price is decreased.

- a) would achieve
- b) would have achieved
- c) will achieve
- d) achieves

6. You him there if you had called at nine o'clock.

- a) may find
- b) may have found
- c) might find
- d) might have found

VI. Прочитайте текст. Выберите подходящее по смыслу слово из предлагаемых в скобках вариантов.

Forms of Business Ownership

Business is a commercial enterprise performing all those functions that govern the production, distribution, and ...1... (A. *sale* / B. *purchase*) of

goods and services for the benefit of the buyer and the ...2... (A. *costs* / B. *profit*) of the seller. Since the beginning of the era of economic progress old ways of running business have been modified, and new forms of business organization have been introduced. Sole proprietorship, partnership, and corporation are the main three forms of business ownership.

A sole proprietorship is a business owned by one person, in which all the profits belong to the ...3... (A. *employee* / B. *owner*). If single owners are able to invest large amounts of capital, they run great risk of losing it all because they are personally liable for all the debts of their businesses. A sole proprietorship may also have difficulty hiring and keeping good ...4... (A. *employees* / B. *owners*), because the business will dissolve when the owner retires or dies.

A ...5... (A. *partnership* / B. *corporation*) is an association of two or more persons who carry on a business jointly for the purpose of profit. The partnership is easy to establish, and its profits are not subjected to federal corporation taxes. The major disadvantage of the partnership is unlimited liability of each partner for the ...6... (A. *debts* / B. *profit*) of the business.

A business corporation is an organization created by law that allows people to associate together for the purpose of making profit. Corporations are also known as joint-stock ...7... (A. *plants* / B. *companies*) because they are jointly owned by different persons who receive shares of stock in exchange for an investment of money in the company.

The corporation has a number of ...8... (A. *advantages* / B. *disadvantages*). Investors can limit their personal liability to the amount of money they have invested. ...9... (A. *Goods* / B. *Money*) to operate the business is obtained by the sale of stocks to the general public and this enables the corporation to exist independently of its owners. The corporation also finds it easier to borrow money from banks and it is also a successful means for attracting large amounts of ...10... (A. *devices* / B. *capital*).

VII. Составьте предложения из двух подходящих по смыслу частей согласно содержанию прочитанного текста.

- | | |
|---|---|
| 1. The shares of corporation are sold to those | a) one should consider all aspects before making a decision. |
| 2. A sole proprietorship is | b) to combine their financial assets, property and a variety of abilities for obtaining higher profits. |
| 3. Each form of ownership possessing both benefits and drawbacks, | c) who are interested in investing and risking their money in the enterprise. |
| 4. It is the partnership form of the ownership that makes it possible for two or more persons | d) one of the three main forms of business ownership. |

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