**Bouchereb Tahar Secondary School** **Level: 2nd year Management and Economy**

**THIRD TERM EXAM**

**Part ONE : READING**

*Read the text carefully then do the activities below:*

**SALES CONSULTANT**

Due to expansion within our multinational dealership an opportunity exits for an additional ambitious sales consultant to become part of Sydney’s leading Toyota dealers. If **you** are an enthusiastic, self motivated person, have a positive attitude and a high level of customer service, bring your skills across Toyota, a powerful brand that opens doors.

If you feel you have what **it** takes, call Gary Kemp for a confidential interview or e mail a resume.

Tel: 9204 6444 e mail: Kemp @.com.au.

***From: THE DAILY TELEGRAPH August11, 2007.***

**Comprehension:**

1-**Read the text and circle the letter that corresponds to the correct answer:**

**The text is :**

**A –a letter b-An advertisement c-a newspaper article**

### 

### 2-Say if the following statements are true or false according to the text

### The company looks for an experienced accountant.

b) The sales consultant will work in London .

c) Applicants must apply through emails only.

d) The applicant will be subject to an interview

**3) Answer the following questions according to the text:**

1. What is the company above looking for?
2. Why does it require the services of an additional sales person?
3. Who would be suitable for the position?

**4)who or what do the underlined words refer to in the text?**

you§ 1→………………. it§2→……………….

### B/text exploration:

**1- Find in the text words that match with the following definitions:** **2pts**

A chance or a possibility ...…................……. §1.

Trusted with secret matters .............................…§2.

**2- Complete the table as shown in the example: (1,5 pt)**

|  |  |
| --- | --- |
| **Verb** | **Noun** |
| **To apologise** | **Apology** |
| **To apply** | **..................................** |
| **.....................................** | **Education** |
| **To enquire** | **...................................** |

**2- Re-write the following sentences using the link words between brackets :**

a-In order to increase the sales, the companies employed experts in marketing **(In order that)**

b-The companies………………………………………………………………………. ………………………………………………………………………………………

a-The government refuses the rise of wages so as not to cause inflation**. (so that)**

b-The government ………………………………………………………………………

……………………………………………………………………………………………..

**3-Put the verbs between brackets into the correct form:**

He (work) in the sales department for two months ,and he (master ) already all the selling techniques .

4- **Classify the following words according to the pronunciation of the final “s”:**

**Sales-managers-taxes-jobs**

|  |  |  |
| --- | --- | --- |
| /s/ | /z/ | /iz/ |
|  |  |  |

5- **Fill in each gap with one word from the list below:**

Some business provides sells

A sales consultant is a person who…1….. analysis and training to help a …..2……

improve its sales**.** ……3…..people also use this term interchangeably with that of sales associate or [salesperson](http://www.wisegeekedu.com/what-does-a-salesperson-do.htm), a person who …..4….things to other people.

**Part TWO : WRITTEN EXPRESSION 5 pts**

Choose ***one*** of the following topics:

**Topic One:** Suppose you want to apply for the job mentioned above. Write a letter of application to Mr Gary Kemp.

**Topic two:** Women's participatioon in the building of a society has become of paramount importance.Write an essay explainig this importance and showing the benefits that we can get from the empowerment of women.

**Your teachers of English**.