**Université A/Rahmane Mira – Béjaia Faculté : SEGC**

**Département des Sciences Economiques M1 EMB**

**Examen d’anglais des affaires Enseignant : Mr BEZZOUH B.**

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**1.Read the article and choose the correct answer (*a, b, c*,** or ***d*). (5 pts)**

 James Dyson, millionaire inventor and successful British businessman, has surprised his country by deciding to move production to the far east.

 The 54-year-old design engineer is well known for his invention of a powerful vacuum cleaner that operates without a bag. Dyson spent 15 years trying to persuade the banks to support his ideas and enable him to set up production of the new vacuum cleaners. Now, after six years in business, his factory in a small town in the west of England produces 8,000 vacuum cleaners a day. Moving the main production facility to Malaysia will result in a loss of 800 jobs. Both the UK government and the unions have expressed their horror at the decision.

 The company, which employs 1,800 people in total, said it had decided to move production because of the success of a plant it established in Malaysia two years ago. Labour costs at the Malaysian plant are only £ 1.50 an hour. In the UK they are £ 4.10 an hour. But the quality of the Malaysian cleaners is as high as the British-made ones.

 A number of other companies have also moved production to lower cost countries in recent months. Many people fear for the future of British manufacturing if this trend continues.

 Dyson believes the move will enable the company to cut production costs by 30 percent. He plans to put the savings into research and development in a drive to create new technology products for the future. The R&D department will continue to be based in Britain.

 The company achieved sales of 220 million £ in 2000 and spends around 10 percent of turnover on new product development. Dyson described R&D as the ‘heart and soul’ of the business. He said the decision to cut back the UK workforce was a sad and difficult one.

 **From *the Guardian***

**1.James Dyson….. 6.The company….**

a) has been in business for a long time. a) has a factory in Malaysia now.

b) started his business with a bank loan. b) has no experience in manufacturing in Malaysia.

c) developed a new product. c) tried to Malaysia two years ago but it was not successful.

d) has a factory in London. d) had a factory in Malaysia for two years ,then closed it.

**2.Dyson’s product….. 7.Dyson wants to spend more money on….**

a) is a new technology product. a) Research and Development.

b) sells only in Britain. b) selling.

c) was first produced 15 years ago. c) better production facilities.

d) sells only in the far East. d) his staff.

**3.Dyson wants to move the production to 8.How much did Dyson spend on R&D in the year 2000 ?**

 **Malaysia because……**

a) his main markets are in the far East. a) £200,000.

b) production is cheaper than in the UK. b) £2.2 million.

c) he lives there. c) £22 million.

d) many other British companies are based there. d) £220 million.

**4.Dyson’s move will enable him to….. 9.How does Dyson feel about moving to Malaysia ?**

a) keep some production in the UK. a) He is strongly happy about it.

b) have his R&D department in Malaysia. b) He is sorry that people will lose their jobs

c) put more money in R&D. c) He is not sure about the decision at the moment.

d) reduce the cost of R&D . d) He wants to live in Malaysia.

**5. Dyson’s decision has ‘surprised his country’. 10.Dyson says that the R&D is the ‘heart and soul’ of the**

 **This means that the British people….. business. He means….**

a) think it is a good idea. a) it is the most difficult part.

b) have expected this decision. b) it is the most important part.

c) have not expect this decision. c) it is the most expensive part.

d) do not think it will make a difference to d) it is the cheapest part.

 the British manufacturing**.**

**2.Find the appropriate word corresponding to each definition related to personal finance.**

 ***An example has been given to you.* (3 pts)**

|  |  |
| --- | --- |
| **Definition** | **Word** |
| ***Money paid monthly by an employer*** | ***Salary*** |
| Money lent to purchase property / house. | ……………………….. |
| Money paid to finance government spending. | ………………………… |
| Money added to someone’s usual pay for good financial result | ………………………… |
|  |  |
| Money received for working extra hours | ………………………… |
| Money paid for the use of a house or flat | ………………………… |
| Money spent on every day needs such as food. | …………………………. |

**3. Give four word partnerships to get what people want from work. (2 pts)**

**4. Explain briefly and precisely the following expressions. ( 2 pts)**

a) He has **to meet a deadline :** ……………………………………………………………………………………………..

b) She often has **salary increments** :………………………………………………………………………………………

c) They often **talk shop** :………………………………………………………………………………………………………..

d) John is my **opposite number** :……………………………………………………………………………………………

**5. Ask questions to which the underlined words are the answers. (2 pts)**

a) The manager will find a new agent **to act for the company.**

b) Income per capita rose **fast** last Spring.

c) She intends to see **the Managing Director.**

d) We must **export more and import less.**

**Writing:** Write an argumentative composition of **about** **100 words** in whichyou state your opinionabout a job you personally like to apply for. Illustrate your choice. **(6 pts)**