

UNIVERSIDAD DE CASTILLA-LA MANCHA

Prueba de Aptitud para el Acceso a la Universidad (Bachillerato L.O.G.S.E.)

IDIOMA EXTRANJERO: Inglés

- ❑ No se permite el uso de diccionario ni de ningún otro material didáctico.
- ❑ Las preguntas deberán ser respondidas en Inglés.
- ❑ Duración de la prueba: 1 hora y 30 minutos.

INTERNATIONAL BUSINESSPEOPLE

A culture's sense of beauty and good taste is expressed in many ways. Therefore, anyone interested in being a successful international businessman or businesswoman should be aware of some considerations such as the following:

Colours are of particular interest because of their symbolic meanings. Colours can be deceptive because they mean different things to different cultures: Green is a relaxing colour to us, but it is repugnant to people in Asian countries, where it connotes the illness and death of the jungle.

Local customs, etiquette and protocol change too. For instance, the normal working week in Saudi Arabia is from Saturday to Wednesday.

Expressions of appreciation (giving and receiving presents) can also be a delicate subject in many countries. Doing it badly may be worse than not doing it at all: gift giving is very important in Japanese society but, if you get a small wrapped package, you should always thank the giver and open the present later.

The proverb "When in Rome, do as the Romans do" applies to the businesspeople as well as the tourists. Getting used to a country's business etiquette can make or break a sale, particularly in countries where thousand-year-old traditions can dictate the rules for proper behaviour.

QUESTIONS

I. **READING COMPREHENSION. (2 POINTS) (0.5 points for each correct answer)**

Add TRUE or FALSE and copy the evidence from the text to support your answer. **NO** marks are given for only true or false.

1. Colours mean the same thing everywhere.
2. Green makes you feel less tense in Western cultures.
3. Working days in Saudi Arabia are the same as in Spain.
4. If you get a present in Japan, you must open it immediately.

II. **EXPRESSING THE MAIN IDEAS. (1 POINT) (0.5 points for each correct answer)**

Answer the following questions according to the information given in the text. Where possible, use your own words.

1. What do you think businesspeople should know before travelling to a foreign country?
2. After reading the text, how would you explain the proverb "When in Rome, do as the Romans do"?

III. LEXICON/ PHONETICS. (1 POINT). Choose ONLY ONE of the options.

A. LEXICON. (1 POINT) (0.25 points for each correct answer)

Find words or phrases in the text that mean the same as these given.

- (a) Sickness.
- (b) A thick tropical forest with many large plants growing very close together.
- (c) Gifts.
- (d) A short well-known statement that contains advice about life in general.

B. PHONETICS. (1 POINT) (0.25 points for each correct answer)

- (a) Write two words from the text that have the same diphthong as "pay" /eɪ/ (Underline the part of the word which contains the diphthong).
- (b) Which of the following words has the same vowel as "blue" /u:/: 1. Rules, 2. Us, 3. Such.
- (c) Is the "-ed" pronounced voiced /d/ or voiceless /t/ in "wrapped"?

IV. USE OF ENGLISH. (3 POINTS) (0.5 for each correct answer)

Rewrite the following sentences starting with the words given.

- 1. The man said to us: "Keep off the grass!".
The man
- 2. They didn't tell me the secret.
I
- 3. I'm sure they are at home. The lights are on.
They
- 4. I didn't invite Beth. I had forgotten her telephone number.
If
- 5. Shakespeare was a famous writer. He wrote beautiful sonnets.
Shakespeare,
- 6. Someone knocked at the door. The dog woke up.
The dog

V. COMPOSITION. (3 POINTS)

Write a composition of about 100 words on **ONE** of the following topics. Specify your option.

- ▶ What are the advantages and disadvantages of being an international businessman/businesswoman?
- ▶ Would you like to travel to a foreign country? Where? Why? (or "Why not?" if your answer to the first question was "No")