

# Examen d'admission

<b>Examen d'admission</b>	<p><i>Discipline</i> : <b>English</b></p> <p><i>Date</i> : 06.06.2016</p> <p><i>Lieu de l'examen</i> : Lausanne</p> <p><i>Nombre de page(s) ci-après</i> : 6</p> <p><i>Durée de l'examen</i> : 60 minutes</p> <p><i>Moyen auxiliaire autorisé</i> : -</p>
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<b>Candidat-e</b>	<p><i>Nom</i> : ..... <i>Prénom</i> : .....</p> <p><i>Date de naissance</i> : .....</p> <p><i>Filière et lieu de formation choisis</i> : .....</p> <p>.....</p>
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<b>Correcteur- correctrice</b>	<p><i>Note obtenue</i> : .....</p> <p><i>Remarques sur l'examen</i> :</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p><i>Nom du correcteur</i> : .....</p> <p><i>Signature</i> : ..... <i>Date</i> : .....</p>
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**Universities of Applied Sciences,  
Schools of Business Administration  
HES – SO**

**Entrance Test (Version 1) – English  
2016**

This test will last 60 minutes and no materials are allowed. The test comprises 6 pages.

Section 1:	Reading and Vocabulary	Maximum points	15
Section 2:	Grammar and Vocabulary	Maximum points	25
Section 3:	Writing	Maximum points	20
Total points possible:			60

## Section 1: Reading and Vocabulary

From MarketLeader Online

Read the text which follows and do tasks 1, 2 and 3.

### Companies will have difficulty filling posts



FT Correspondent

1 Research shows that more than four in 10 of the UK's top companies will struggle to recruit graduates this year because of the low level of candidates. Employers said that although many university leavers had good academic qualifications, they lacked essential soft skills such as communication and verbal reasoning.

2 The findings by the Association of Graduate Recruiters showed that the recruitment shortfall in the graduate market is increasing: whereas fewer than a third of the blue-chip companies reported a problem two years ago, the figure grew to 43.3 per cent last year.

3 Carl Gilleard, chief executive of AGR, said: "The main shortfalls appear to be in industries where specific qualifications are essential, such as construction and engineering, and where applicants do not have the 'softer' skills such as team working, in addition to their academic achievements."

4 In the construction sector 83.3 per cent expect a recruitment shortfall this year, followed by 80 per cent of engineering and

industrial companies. Almost 60 per cent of professional services companies do not expect to fill all vacancies in the next recruitment cycle and exactly half of investment banks also expect a shortfall.

5 Starting salaries for new graduates will average £23,431, a rise of 2.1 per cent compared to the previous year. That was less than inflation and the smallest increase in six years, the AGR said. Last year the highest average salary of £36,000 was paid to graduates in investment banking and fund management.

6 The largest increases were reported by companies in the fast moving consumer goods sector, oil and energy, water and utilities, followed by financial services. London salaries continued to outstrip the rest of the country with an average graduate salary of £27,500, compared with £19,000 in the north-east and £22,000 in the south-east.

*Adapted from the Financial Times*

#### **Task 1**

**Maximum points: 3**

Read the text and decide which sentence below best sums it up. Only one sentence is correct.

- a There aren't enough people coming out of university to meet the demand for new graduates.
- b In the UK there are a lot of university leavers who can't find interesting jobs.
- c Many employers in the UK can't find suitable graduates for the jobs they are offering.

**Task 2**

**Maximum points: 8**

*Read the article again in more detail. Based on the information in the article, say if these statements are TRUE or FALSE. Circle the answer, TRUE or FALSE for each statement.*

- 1 Employers are not happy with graduates' academic qualifications. **TRUE / FALSE**
- 2 In paragraph 1, 'struggle' means 'experience difficulty'. **TRUE / FALSE**
- 3 In paragraph 1, 'lacked' means 'had'. **TRUE / FALSE**
- 4 If someone has good soft skills, they can communicate well. **TRUE / FALSE**
- 5 The building industry will have the most problems finding good staff. **TRUE / FALSE**
- 6 New graduates will be offered on average 2.1% more than last year. **TRUE / FALSE**
- 7 Investment banking offered graduates the highest salaries last year. **TRUE / FALSE**
- 8 In paragraph 6, 'outstrip' means 'be more than'. **TRUE / FALSE**

**Task 3**

**Maximum points: 4**

*Find the words or expressions in the text which match the following definitions:*

- 1 jobs in a company
- 2 to give a job to someone
- 3 people who have completed a first degree course at university
- 4 official records showing that you have finished a course
- 5 necessary
- 6 the quantity that is less than was expected or needed
- 7 large stable corporations
- 8 people who formally request a job or place at university

**Section 2: Grammar and Vocabulary**

**Task 4**

**Maximum points: 10**

Choose the best word to fill each gap from A, B, or C below. For each question 1 – 10, mark one letter (A, B or C). There is an example at the beginning (0).

*Adapted from BEC Vantage Masterclass, OUP*

**Motivation in the workplace**

There are many (0) A you can offer to help motivate people and each has different (1) \_\_\_\_\_. Some of the most commonly used are recognition, money, health and help with child care. If you are not in a (2) \_\_\_\_\_ to offer financial incentives like pay rises and (3) \_\_\_\_\_, it is still possible to motivate staff by ensuring that the non-financial perks you offer are (4) \_\_\_\_\_ to them. For example, you might offer a parking (5) \_\_\_\_\_ to someone who drives to work.

To get the most from your staff, first (6) \_\_\_\_\_ the individuals in the team. That will give you a better idea of the best (7) \_\_\_\_\_ in which to motivate them to (8) \_\_\_\_\_ their maximum potential. To get the best results from your team, it is important to (9) \_\_\_\_\_ each individual's specific skills and talents and treat people on their own (10) \_\_\_\_\_. Also remember that at different stages of their careers, people will be motivated by different things.

- |    |              |            |                |
|----|--------------|------------|----------------|
| 0  | A incentives | B goals    | C inspirations |
| 1  | A reasons    | B effects  | C influences   |
| 2  | A site       | B place    | C position     |
| 3  | A bonuses    | B profits  | C extras       |
| 4  | A pleasant   | B liked    | C attractive   |
| 5  | A opening    | B space    | C gap          |
| 6  | A assess     | B estimate | C calculate    |
| 7  | A processes  | B methods  | C ways         |
| 8  | A complete   | B achieve  | C do           |
| 9  | A recognise  | B award    | C admit        |
| 10 | A merits     | B rights   | C goodness     |

**Task 5**

**Maximum points: 10**

Read the text below about dressing for your job. In some of the lines there is **one extra word**. Find the word and write it in **CAPITAL LETTERS** in the box provided. If the line is correct, i.e. there is no extra word, write **CORRECT** in the box provided. The first two lines have been done for you as examples.

<b>The right look for the job</b>		
0	How you look means a lot at work and experts agree that making a change	<b>CORRECT</b>
00	in your appearance can alter the way how your colleagues relate to you and	<b>HOW</b>
1	how you see yourself. Changing your appearance it doesn` t necessarily	
2	mean going to work in a formal business suit. One woman I know had been	
3	dressed conservatively for six years and then started wearing more casual	
4	clothes. However, if you don` t intend to stay in your job for long time, avoid	
5	spending a lot on a new image that could be totally wrong in your next job.	
6	Often it is the people you work with who have influence how you feel	
7	about your job. There will always be people who are difficult to deal with	
8	them. Tactics for dealing with difficult colleagues, include keeping your	
9	relationship as professional as possible, concentrating on do the task	
10	rather than the person, and being clear up about what you need from them.	

**Task 6**

**Maximum points: 5**

Complete the sentences below with a correct tense of the verbs provided in the box. You must choose an appropriate verb for each sentence. The first has been done as an example.

<b>go</b>	<b>study</b>	<b>leave</b>	<b>meet</b>	<b>live</b>	<b>work</b>
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0. I didn` t realise you had moved to Switzerland. How long have you been living here?
1. If I have time this weekend, I \_\_\_\_\_ to the cinema.
2. We \_\_\_\_\_ in Hamburg in 2012. We are married now and very happy!
3. He \_\_\_\_\_ for Nestlé since 2014. He likes it there and has a very high opinion of the company and how they treat their employees.
4. If I had known we were going to have a test, I \_\_\_\_\_ more.
5. The train was scheduled to leave at 18.02. I didn` t get to the station until 18.04, so when I arrived, the train\_\_\_\_\_.

