

## Examen d'admission

<b>Examen d'admission</b>	<p><i>Discipline</i> : <b>Anglais (1<sup>e</sup> langue) - IBM</b></p> <p><i>Date</i> :</p> <p><i>Lieu de l'examen</i> : Lausanne</p> <p><i>Nombre de page(s) ci-après</i> : 9</p> <p><i>Durée de l'examen</i> : 90 minutes</p> <p><i>Moyen auxiliaire autorisé</i> : Aucun</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</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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ENTRANCE TEST – ENGLISH

Part I :	Reading	Maximum points :	15
Part II :	Grammar and Vocabulary	Maximum points :	25
Part III :	Writing	Maximum points :	20

Total 60

Score ..... / 60

## I. READING

Read the following extracts from an article on microfinance. Then do exercises a) and b) on page 4.

### MICROFINANCE

**A** Microfinance is often defined as financial services for poor and low-income clients. In practice, the term is often used more narrowly to refer to loans and other services from providers that identify themselves as microfinance institutions (MFIs). These institutions deliver very small loans to unsalaried borrowers, taking little or no collateral. More broadly, microfinance refers to a movement that envisions a world in which low-income households have permanent access to a range of high-quality financial services to finance their income-producing activities, build assets, stabilise consumption, and protect against risks. These services are not limited to credit, but include savings, insurance, and money transfers.

**B** Microcredit refers to very small loans for unsalaried borrowers with little or no collateral, provided by legally registered institutions. Microfinance typically refers to microcredit, savings, insurance, money transfers, and other financial products targeted at poor and low-income people.

**C** Typical microfinance clients are poor and low-income people that do not have access to other formal financial institutions. Microfinance clients are usually self-employed, household-based entrepreneurs. Their diverse micro-enterprises include small retail shops, street vending, artisanal manufacture, and service provision. In rural areas, micro-entrepreneurs often have small income-generating activities such as food-processing and trade; some, but far from all, are farmers.

**D** Most MFIs started as not-for-profit organisations like NGOs (non-governmental organisations), credit unions and other financial cooperatives, and state-owned development and postal savings banks. An increasing number of MFIs are now organised as for-profit entities, often because it is a requirement to obtaining a licence from banking authorities to offer savings services. For-profit MFIs may be organised as commercial banks that specialise in microfinance, or microfinance departments of full-service banks.

**E** The impact of microcredit has been studied more than the impact of other forms of microfinance. A harsh aspect of poverty is that income is often irregular and undependable. Access to credit helps the poor to smooth cash flows and avoid periods where access to food, clothing, shelter, or education is lost. Credit can make it easier to manage shocks like sickness of a wage earner, theft, or natural disasters. The poor use credit to build assets such as buying land, which gives them future security. Women participants in microcredit programmes often experience important self-empowerment.

**F** Financial services, particularly credit, are not appropriate for all people at all times. For loans that will be used for business purposes, microcredit best serves those who have identified an economic opportunity and can capitalise on it if they have access to a small amount of ready cash. Regardless of how loans are used, MFIs can provide long-term, stable credit access only when clients have both the willingness and ability to meet scheduled loan repayments. Microfinance is particularly inappropriate for the destitute, who may need grants or other public resources to improve their economic situation.

**G** Concerns often arise as to why microcredit interest rates are higher than the bank interest rates that wealthier people pay. The issue is cost: the administrative cost of making tiny loans is much higher in percentage terms than the cost of making a large loan. It takes a lot less staff time to make a single loan of \$100,000 than 1,000 loans of \$100 each. Besides loan size, other factors can make microcredit more expensive to deliver. MFIs may operate in areas that are remote or have a low population density, making lending more expensive. If an MFI wants to operate sustainably, it has to price its loans high enough to cover all its costs.

a) **READING COMPREHENSION**

Read the following FAQs (Frequently Asked Questions) from the UNCTAD website and match them to the content of sections A to G in the text. Write the letters (A – G) on the right.

- 1) How does microfinance help the poor ? .....
- 2) Who are microfinance clients ? .....
- 3) What kinds of institutions deliver microfinance ? .....
- 4) What is microfinance ? .....
- 5) When is microfinance NOT an appropriate tool ? .....
- 6) What is microcredit ? .....
- 7) Why do MFIs (microfinance institutions) charge high interest rates to poor people ? .....

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b) **VOCABULARY COMPREHENSION**

Find the words or compound words in the text corresponding to the following definitions.

- 1) sees .....
- 2) security guarantee you provide to a bank to get a loan .....
- 3) business people who work at home .....
- 4) organisations .....
- 5) necessity, condition .....
- 6) build on or take advantage of .....
- 7) extremely poor people .....
- 8) do business over the long term without support .....

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II. GRAMMAR AND VOCABULARY

a) **PROOF-READING**

Read the text below about a Welsh website.

- **In most of the lines 1 – 10, there is one extra word.** It is either grammatically incorrect or does not fit in with the meaning of the text. Some lines however are correct.
- If a line is correct, write **CORRECT** at the end of the line.
- If there is an extra word in the line, write **the extra word** in the space provided on the right.

LANGLOFFAN CHEESE		
Leon Downey had been making cheese for hardly 20 years when he	0.	hardly
set up his website in 1977. By that time, he still had built up a solid	00.	still
reputation as an independent producer when offering high quality	1.	.....
cheeses, so the website was forming a natural extension of his	2.	.....
existing family-run business. The initial outlay was too small : the	3.	.....
site cost £350 to set up, and at the beginning, ISP charges were only	4.	.....
£300 a year. Downey got put in early – he was the first Welsh cheese	5.	.....
maker, he says, to have a website, and he was astute enough to	6.	.....
register for the domain name, reasoning that no one would have	7.	.....
heard of Langloffan cheese. ‘If someone’s been looking for Welsh	8.	.....
cheese, they’re going to put a “Welsh cheese” in the search engine.’	9.	.....
The decision has paid off – the site now gets 29,000 hits once a	10.	.....
month.		

b) **VOCABULARY**

Read the text below about Wolseley PLC, the world's number one distributor of heating and plumbing products to the professional market. The company is pursuing a vigorous strategy of international expansion.

- Choose the correct word to fill each gap from **A, B, C** or **D**.
- For each question **1 – 10**, circle the correct letter (**A, B, C** or **D**). There is an example at the beginning (**0**).

**EXPANDING ABROAD**

**Our strategy**

The strategic direction of Wolseley is .....(0)..... to its future success. Here are the main drivers in that overall strategy.

**Growing through acquisitions and organic growth**

Our target is double-digit growth, year on year. We aim to achieve this through a combination of organic growth, including new branch openings and acquisitions. We continually .....(1)..... and evaluate possible acquisitions, .....(2)..... particular attention to evidence of a sound financial position and the ability of the .....(3)..... company to grow.

**Continuous improvement**

Although we set the highest standards in .....(4)..... of sustained growth and profitability, we are never complacent. The .....(5)..... of double-digit growth demands continuous improvement from all Wolseley businesses.

**Leveraging our international position**

With almost 4,000 branches in 14 countries, we have access to a tremendous pool of experience and expertise that we are increasingly leveraging in order to share benefits across the business. We plan to develop a diverse footprint through an international supply .....(6)....., the establishment of synergies across our European businesses, increased global .....(7)..... and international purchasing.

**Enhancing our business diversity**

Construction, plumbing and heating professionals depend on Wolseley for the timely and .....(8)..... delivery of a vast range of products. We aim to increase their choice through a strategy of diversification : of geography, of lines of business and of products and services.

**Developing our human resources**

We rely on people on the .....(9)..... to drive sales. We continue to expand our .....(10)..... to developing human resources, ensuring that we attract and retain the best and brightest people.

- (0) **A** main                       **B** key                      **C** chief                      **D** prime
- 1) **A** follow                      **B** monitor                      **C** track                      **D** trace
- 2) **A** placing                      **B** drawing                      **C** directing                      **D** paying
- 3) **A** objective                      **B** aim                      **C** target                      **D** focus
- 4) **A** terms                      **B** ways                      **C** means                      **D** types
- 5) **A** chase                      **B** search                      **C** pursuit                      **D** quest
- 6) **A** line                      **B** link                      **C** sequence                      **D** chain
- 7) **A** finding                      **B** locating                      **C** sourcing                      **D** procuring
- 8) **A** reliable                      **B** faithful                      **C** trustworthy                      **D** sure
- 9) **A** field                      **B** location                      **C** place                      **D** ground
- 10) **A** promise                      **B** commitment                      **C** undertaking                      **D** dedication

c) **GRAMMAR - VERBS**

Complete the following sentences with the appropriate form of the verbs between brackets..

- 1) ..... talented staff is only one part of an HR department's many functions. .... and ..... them are the others. (recruit / train / retain)
- 2) You ..... to use a dictionary during the test. Please, give the copy back when the exam ..... (not allow / finish)
- 3) I'm annoyed, I really needed these figures ! She should ..... them to me yesterday. (send)
- 4) He thinks ..... self-employed might ..... more rewarding than ..... for someone else. (be / be / work)
- 5) It's already 10:30 a.m. and we ..... for more than an hour. We now have ..... the meeting. (wait / start)
- 6) When my ex-colleague ..... the room, I ..... him because he ..... a beard. He looked totally different ! (enter / recognise / grow)
- 7) Since computers ..... to the public in the early 1980's, technology ..... a great deal. (first introduce / change)
- 8) Usually, Mark ..... as an accountant for P&G, but currently he ..... English at a language school in London. (work / study)
- 9) Nobody here speaks Spanish. Too bad Gloria isn't here. If she ..... with us, she ..... as our interpreter. (be / act)
- 10) Helen isn't going to come to our conference because nobody told her to. But she ..... if someone ..... her. (come / invite)



### III. WRITING

#### **BUSINESS LETTER**

*Write a letter of 150 – 200 words considering the situation below.*

You work for a company which produces ready-prepared food for restaurants. On several occasions recently, one of your main customers has been late in settling their account. This has caused your company cashflow and other problems.

*Write a letter to the customer (on the next page), including the following points :*

- Complaining about the late payment
- Explaining the consequences for your business
- Saying what you will do if payment is not made

