



**МІНІСТЕРСТВО ОСВІТИ І НАУКИ
УКРАЇНИ**

Державний біотехнологічний університет

**Факультет менеджменту,
адміністрування та права
Кафедра європейських мов**

**Методичні вказівки
для аудиторної та самостійної роботи
з дисципліни “Англійська мова за професійним
спрямуванням” для здобувачів першого
(бакалаврського) рівня вищої освіти
спеціальностей
075 маркетинг, 076 підприємство та торгівля,
072 фінанси, банківська справа, страхування та
фондовий ринок
051 економіка, 071 облік і оподаткування,
292 міжнародні економічні відносини
денної та заочної форми навчання**

Харків, 2025

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Методичні вказівки для аудиторної та самостійної роботи з дисципліни “Англійська мова за професійним спрямуванням” для здобувачів першого (бакалаврського) рівня вищої освіти спеціальностей 075 маркетинг, 076 підприємство та торгівля, 072 фінанси, банківська справа, страхування та фондовий ринок, 051 економіка, 071 облік і оподаткування, 292 міжнародні економічні відносини денної та заочної форми навчання. Анастасьєва О.А., Ємельянова Є.С., Колесник А.О., Муравйова О.М. Харків: ДБТУ, 2025. 36 с.

Методичні вказівки укладені із урахуванням навчальної програми курсу англійської мови за професійним спрямуванням та містять тести, спрямованні на опрацювання граматики та фахової лексики з метою формування іншомовної комунікативної компетенції.

РЕЦЕНЗЕНТИ:

Руденко С.М. - к. філол.н, професор кафедри європейських мов Державного біотехнологічного університету

Сухова А.В. - к. філол.н, доцент кафедри Ділової іноземної мови та перекладу НТУ "ХПІ"

Відповідальний за випуск: к.тех.н., доцент, зав. кафедри Колесник А.О.

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**Затверджено
рішенням Науково-методичної
ради факультету
МАП ДБТУ
Протокол №
від 26. 03. 2025 р**

Харків 2025

НАВЧАЛЬНЕ ВИДАННЯ

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Test 1

A. *In each sentence, select the **one** correct answer.*

1. Economics _____ a science.
a. is b. are c. be
2. The U.K. _____ an economic system based on private enterprise.
a. have b. has c. to have
3. As a scientist, the economist _____ in measuring the services which people render to each other.
a. interests b. interested c. is interested
4. Certain commodities have a _____ market than others.
a. more wide b. widest c. wider
5. The market price _____ the point where supply and demand meet.
a. shows b. show c. showed
6. In 2024 the Bank _____ 25% of its available assets in manufacturing projects.
a. has invested b. invested c. invests
7. Banks can _____ money from their customers in two distinct forms: on current account and on deposit account.
a. to receive b. receiving c. receive
8. Their business operates _____.
a. successfully b. successful c. success
9. The economist _____ to explain how the economic system works.
a. tries b. try c. to try
10. Last year this company _____ farmers with high-quality machines at a reasonable price.
a. providing b. provided c. provides

11. In today's seminar we _____ the economic problems of farming.

a. are discussing b. are discussed c. discusses

12. In theory, _____ four kinds of monopoly.

a. there are b. it is c. are

13. The economic freedom of a person _____ by laws and economic freedom of others.

a. limits b. limited c. is limited

14. In last issue of our journal we _____ the economic system of the USA.

a. analyzing b. were analyzed c. analyzed

15. The manager _____ work next month.

a. will begin b. began c. begin

16. We should _____ that food production and distribution are the basic activities in any economy.

a. understanding b. be understanding c. understand

17. Money _____ both means of exchange and measuring labour.

a. are b. is c. do

18. States always _____ important basic commodities.

a. monopolizes b. monopolize c. are monopolized

19. The American economic system _____ on free market principles.

a. is based b. bases c. is basing

20. _____ the budget for the next year the government analyzes the economic situation in the country.

a. plans b. planning c. planned

B. Which of the given Ukrainian sentences corresponds to the English one?

21. The company invested much money into scientific projects.

- a. Компанія інвестувала значні кошти в наукові проекти.
- b. Компанія буде інвестувати значні кошти в наукові проекти.

c. Компанія інвестує значні кошти в наукові проекти.

22. After the presentation we'll have a very important meeting.

a. Після презентації в нас була дуже важлива зустріч.

b. Після презентації в нас буде дуже важлива зустріч.

c. Після презентації в нас відбувається дуже важлива зустріч.

23. Does he work in our department?

a. Він працює в нашому відділі?

b. Він працював в нашому відділі?

c. Він буде працювати в нашому відділі?

24. With the new manager our firm doubled its profit.

a. З новим менеджером наша фірма подвоїть прибуток.

b. З новим менеджером наша фірма подвоює прибуток.

c. З новим менеджером наша фірма подвоїла прибуток.

25. We won't change our plan.

a. Ми хочемо змінити наш план.

b. Ми не будемо змінювати план.

c. Ми не змінювали план.

C. Complete the sentences with the appropriate auxiliary verb.

a. is b. did c. does d. was e. will f. do g. be h. are

26. How ____ the bank make its main profit?

27. ____ the national economy of the USA suffer from the crisis in 2008-2009?

28. We ____ discussing economic problems.
29. This enterprise ____ not produce enough machines last year.
30. Why ____ most people work?
31. How much profit _____ the enterprise get next year?
32. No one participant of the economic system can ____ absolutely free.
33. What ____ we call the work which people do?
34. This machine _____ produced by our plant last year.
35. The science of economics ____ based upon the facts.

D. Fill in the gaps with the appropriate prepositions.

- a. for b. in (2) c. of d. on e. by f. to
g. within h. over i. from

36. He is interested __ Economics.
37. They paid quite a lot of money ____ that car.
38. The supply ____ furniture and household goods can be adjusted to suit the market.
39. The employer pays money __ the worker.
40. How much do you spend ____ food monthly?
41. In economics, money is a standard ____ which the value of things is judged.
42. The law permits certain producers, authors and inventors a full monopoly ____ the sale of their own products.
43. Most national authorities monopolize the postal services _____ their borders.
44. There is always an element of risk ____ providing capital for new business.
45. The practical problems business are different ____ the theory.

E. Match the words in A with the words or word combinations which mean the same in B.

- | A | B |
|---------------------------|----------------|
| 46. produce | a. boss |
| 47. buy | b. basic needs |
| 48. essential commodities | c. manufacture |
| 49. employee | d. acquire |
| 50. employer | e. worker |

<i>Total</i>	ECTS mark	Mark

Test 2

A. Match the words in A with their opposites in B.

A	B
1. reduce	a. expensive
2. sell	b. loss
3. stable	c. increase
4. cheap	d. fluctuating
5. profit	e. buy

B. Choose the word which best completes each sentence.

- | | |
|--------------|---------------|
| a. economics | d. economic |
| b. economist | e. economical |
| c. economy | |

6. To buy the most expensive materials and machinery is not _____.

7. This term we started studying _____.

8. Adam Smith is a famous _____.

9. The _____ of the country recovered after the crisis.

10. The political situation influences the _____ development significantly.

- | | |
|----------------|----------------|
| f. consume | i. consumable |
| g. consumer | j. consumptive |
| h. consumption | |

11. To save our planet we must reduce the _____ of natural resources.

12. The _____ demand stimulates demand on the market.

13. Most goods are not _____ after the expire date.

14. A _____ wants high-quality goods at a reasonable price.
15. Nowadays people in the developed countries _____ too much sugar.

C. Match the words in A with their Ukrainian equivalents in B.

A	B
16. market	a. працедавець
17. supply	b. ринок
18. goods	c. економіст
19. employer	d. пропозиція
20. money	e. забезпечувати
21. demand	f. товари
22. labour	g. промисловість
23. economist	h. ціна
24. services	i. гроші
25. consumer	j. економіка
26. manufacturer	k. попит
27. industry	l. споживач
28. provide	m. праця
29. price	n. послуги
30. economy	o. виробник

D. Match the word combinations in A with their Ukrainian equivalent in B.

A	B
31. to earn one's living	a. коливання цін
32. economic activity	b. приватна власність
33. underdeveloped countries	c. економічна свобода
34. basic needs	d. змішана економіка
35. open market	e. країни, що розвиваються

- | | |
|---------------------------|---------------------------|
| 36. economic freedom | f. національні економічні |
| 37. private property | умови |
| 38. fluctuation of prices | g. основні потреби |
| 39. national economic | h. заробляти на життя |
| conditions | i. економічна діяльність |
| 40. mixed economy | j. вільний ринок |

E.. Complete the CV text using the following words and word combinations.

CV

- | | |
|-----------------------|------------------------------------|
| 41. Name | a. English, French |
| 42. Date of birth | b. British |
| 43. Nationality | c. Military history, football |
| 44. Education | d. Loopers, Chartered Accountants, |
| 45. Qualifications | 1990-94; |
| 46. Experience | Gabstock and Thring, Chartered |
| 47. Current position | Accountants, 1994-2002 |
| 48. Responsibilities | e. Assistant Manager, Power |
| 49. Languages | Enterprises UK |
| spoken | f. John Warren Webster |
| 50. Leisure interests | g. 08.09.1972 |
| | h. MA in Politics and Economics, |
| | 1988 |
| | i. General management of the |
| | company. Achieved 25% growth per |
| | year over the last 4 years |
| | j. Bootham School, York, 1980-84; |
| | Keyble College, Oxford, 1985-1988. |

<i>Total</i>	ECTS mark	Mark

Test 3

1. We _____ market survey and can make a decision now.
a. have carried out b. have to carry out c. will carry out
2. I contact _____ members of the management committee.
a. others b. another c. the other
3. Everybody _____ where their office is situated.
a. know b. knows c. is knowing
4. I _____ this talk into three parts and now I want to share them among you.
a. have divided b. has divided c. be dividing
5. Our office _____ two years ago.
a. renovated b. was renovating c. was renovated
6. I'd like to accept your invitation but unfortunately there's been a change of plan and so I _____ to decline it.
a. 'll have b. should have c. must
7. We _____ our new product on groups of consumers already.
a. has tested b. have a test c. have tested
8. _____ on our main business we sold off our peripheral businesses.
a. concentrating b. concentrate c. concentrated
9. The chief _____ about the market situation in time.
a. was informed b. were informed c. inform
10. We _____ carry out market surveys regularly.
a. are b. are to c. have
11. _____ a good specialist he deals with all the major aspects of the company's strategy.
a. be b. being c. to be

12. There was a fall in demand and we _____ to reduce our sales to the average level.

a. were forced b. were forcing c. have forced

13. I'm afraid she is not here – she _____ on holiday until next Monday.

a. has been b. is having c. is

14. Let's look at strengths and weaknesses of each applicant and we _____ a shortlist.

a. made b. will make c. have made

15. Analyzing the balance sheet _____ see the financial health of the enterprise.

a. one can b. it's possible c. one

16. It's not surprising he's working less hard. He _____ to leave the service.

a. is going b. goes c. will

17. We _____ a new product last month.

a. have launched b. launched c. will launch

18. This year he has gained _____ money than ever.

a. more b. most c. much

19. This company has got many vacancies. They _____ the personnel for a new department.

a. are recruiting b. recruits c. are recruited

20. The situation in their company is completely different. They _____ the business strategy.

a. are changed b. have changed c. have been changed

B. Complete the sentences with the appropriate auxiliary verb.

a. have b. did c. has d. will e.
was

21. _____ he accomplished the project yet?
22. He _____ seen in the office an hour ago.
23. _____ you go to the business seminar last month?
24. Our department _____ start a new project next week.
25. I _____ never been to their office in Kharkiv.

C. Complete each sentence with the necessary word.

a. a b. an c. the d. some e.
any

26. Usually foreign companies have _____ problems in Asia.
27. Have you received _____ documents? I sent them 2 days ago.
28. I've got an idea! I must fix it. Do we have _____ paper?
29. Would you like _____ cup of tea?
30. Finally he got rich and bought _____ airplane.
31. Your plan is clear. We don't have _____ questions.
32. Last month we started manufacturing _____ new product.
33. _____ meeting was very fruitful.
34. There is _____ new bank department round the corner.
35. Would you like _____ coffee?

D. Fill in the gaps with the appropriate prepositions (if necessary).

a. in (2) b. to (2) c. after d. between e. –
f. at h. with i. on

36. These meetings always start late. Could everyone make an effort to arrive _____ time.
37. He reports directly _____ Mr. Nannsen himself.

38. I look _____ a department of about 30 people.
39. Our department is also involved _____ two international projects.
40. She's working _____ a very important account at the moment.
41. I listen carefully _____ what our customers say.
42. He also monitors _____ the general situation in the market.
43. The chief accountant handles _____ the major accounts herself.
44. There is clearly a strong link _____ pay and productivity.
45. We need a much stronger focus _____ needs of our customers.

E. Mark the 'odd' one out in each of these groups of business words.

a	b	c	d
46. firm	company	enterprise	chief
47. plant	factory	office	works
48. sell	make	produce	manufacture
49. client	customer	consumer	employee
50. salary	research	pay	income

<i>Total</i>	ECTS mark	Mark

Test 4

A. Mark the 'odd' one out in each of these groups of business words.

a	b	c	d
1. manager	profit	executive	business person
2. export	division	section	department
3. assistant	bookkeeper	deputy	subordinate
4. timetable	plan	schedule	market
5. staff	personnel	product	workforce
6. aim	target	reach	objective
7. sack	dismiss	hire	fire
8. lay off	employ	take on	recruit
9. busy	engaged	unavailable	employed
10. discuss	call	phone	ring

*B. Each of the given words is the opposite of an underlined word.
Complete each sentence with the correct word.*

a. loss b. fire c. fall d. sell off e. reduce

11. It's simple: we have to increase our prices and _____ our costs.

12. It's easier to hire people when times are good than to _____ them when times are hard.

13. You can see the general position if you look at the profit and _____ account in front of you.

14. We expect a rise in sales next year followed by a steady _____ for two years after that.

15. Our strategy is to acquire large, inefficient companies and then _____ the profitable parts.

C. Choose the word which best completes each sentence.

a. produce b. production c. producer d. productive e. productivity

16. These methods helped us to increase labour _____.

17. These economic measures will support the national _____.

18. Now we can _____ all the component parts at our enterprise.

19. Our today's meeting was very _____.

20. The _____ was decreased as a result of the world's crises.

D. Match the verbs in A with the sentence-ending from the column B to make sentences that describe a manager's responsibilities.

A

21. He thinks

22. He focuses

23. He motivates

24. He overcomes

25. He identifies

26. He adds

27. He reduces

28. He leads

29. He builds

30. He resolves

B

a. costs.

b. organizations.

c. market opportunities.

d. changes.

e. performance.

f. results.

g. profits.

h. strategically.

i. people.

j. winning teams.

- | | |
|--------------------------------|---------------------|
| 31. He transforms | k. conflicts. |
| 32. He manages and facilitates | l. obstacles. |
| 33. He measures | m. value. |
| 34. He maximizes | n. on the customer. |
| 35. He gets | o. by example. |

E. Match the word combinations in A with their Ukrainian equivalent in B.

- | A | B |
|-----------------------|----------------------------|
| 36. loanable money | a. купувальна спроможність |
| 37. purchasing power | b. природна монополія |
| 38. national currency | c. засіб обміну |
| 39. natural monopoly | d. національна валюта |
| 40. means of exchange | e. гроші, що позичаються |

F. Match the statements about an imaginary country's economy in column A (91-100) with their equivalents in column B (a-j).

- | A | B |
|--|--|
| 41. There 20 mln. people in the country who can work. 1 mln. people don't have jobs. | a. The exchange rate is stable. |
| 42. Some enterprises are private and some are state-owned. | b. The standard rate of income tax is 30%. |
| 43. Last year the size of the economy was \$100 billion. This year it is \$101 billion . | c. The manufacturing sector is larger than service sector. |
| | d. The unemployment rate is 5%. |

44. Prices are much higher this year. e. People are afraid of recession.
45. Banking, tourism and insurance are important to the country's economy. f. The growth rate was 1%.
46. The production of machines and tools is the most important part of the economy. g. The economy has a large service sector.
47. The economic situation is now bad. There is a danger that the economy will get smaller. h. Trade union membership is about 10% of the whole workforce.
48. Most of people have to pay about a third of their income to the government.
49. Today we can buy 10 country's monetary units for 1 US dollar. Last year it was the same. i. The country has a mixed economy.
50. Two million workers are members of labour organization. j. The rate of inflation is high.

<i>Total</i>	ECTS mark	Mark

Test 5

A. In each sentence, select the **one** correct answer.

1. A decent balance between work and personal life ____ very highly.

- a. rates b. was rated c. were rated

2. Most people say she's one of the ____ managers.

- a. good b. best c. better

3. So, if we pay an extra \$500, you ____ us a five year warranty.

- a. will give b. give c. gave

4. Would you like me ____ it for you?

- a. type b. typed c. to type

5. I ____ sorry to have to say this.

- a. be b. is c. am

6. What ____ the career structure like where you work?

- a. be b. is c. are

7. Sorry, I ____ come yesterday.

- a. can't b. won't c. couldn't

8. We ____ about 40 vehicles now.

- a. are talking b. were talking c. will be talking

9. She ____ for her creativity.

- a. has been praised b. is praised c. had been praised

10. She allowed us ____ our own ideas.

- a. develop b. developed c. to develop

11. The next meeting ____ in five weeks.

- a. will be b. was c. is

12. They ____ until next Monday.

- a. have finished b. had finished c. won't have finished

13. I often ____ with important customers.
a. deal b. am dealing c. will deal
14. Such situations are the ____ frequent in business.
a. more b. most c. many
15. They need ____ harder.
a. work b. works c. to work
16. Prospects for the company ____ good.
a. is b. are c. be
17. A fax is quicker and ____ than a letter.
a. most urgent b. urgent c. more urgent
18. You ____ Frau Graber at a meeting in Geneva several weeks ago.
a. met b. will meet c. meet
19. They ____ two magazines by the end of the year.
a. launched b. will launch c. will have launched
20. He ____ an important company that later became Pergamon Press.
a. run b. ran c. runs

B. Which of the given Ukrainian sentences corresponds to the English one?

21. What's your main concern?
a. Чим ви стурбовані?
b. Чому ви радієте?
c. Чого ви боїтеся?
22. It might be quite difficult to make him change his mind.
a. Його важко заставити змінити свою думку.

b. Можливо важко буде переконати його змінити свою думку.

c. Необхідно переконати його змінити свою думку.

23. Tell them what your goals are.

a. Скажіть їм, яка ваша мета.

b. Скажіть їм, які ваші цілі.

c. Скажіть їм, що ви будете робити.

24. What job did you have before this one?

a. Яку роботу ви виконували до цього?

b. Яку роботу ви будете виконувати?

c. Яку роботу ви виконали?

25. Business life is a permanent negotiation with other people.

a. Бізнес – це постійні угоди з іншими людьми.

b. Бізнес – це постійні зустрічі з іншими людьми.

c. Бізнес – це постійні перемовини з іншими людьми.

C. Complete the sentences with the appropriate auxiliary verb.

a. has been (2) b. did (2) c. are (2) d. is (3)
e. do

26. How many computer magazines ____ they publish last week?

27. Where ____ he ____ living since 1999?

28. ____ he involved in scandal?

29. How ____ results measured?

30. What systems or processes ____ you have for ensuring the quality of your products or services?

31. What “quality” training ____ given to staff?

32. How ____ operating staff encouraged to make improvements to processes and systems?
33. How long ____ SOFTBANK ____ in business?
34. ____ teams employed to deal with quality issues?
35. When ____ you send your CV?

D. Fill in the gaps with the appropriate prepositions.

- | | | | |
|-----------|------------|-------|---------|
| a. in (3) | b. for (2) | c. of | d. upon |
| | e. by (2) | f. at | |

36. How many people are involved ____ this business?
37. The advantage ____ direct marketing is that it enables us to cut out the middle man.
38. What company do you work ____ ?
39. Thank you ____ your letter of January 27.
40. I'm sorry about the delay ____ replying.
41. You met Mr Brown ____ a meeting.
42. How long have been ____ this business?
43. What effect does the weather have ____ us, people?
44. I'm sorry, I was delayed ____ traffic.
45. They will have launched two new products ____ the end of the month.

E. Match the words in A with the words or word combinations which have similar meaning in B.

- | | |
|------------------------|----------------|
| A | B |
| 46. you'll get the job | a. personnel |
| 47. definitely | b. perhaps |
| 48. staff | c. opportunity |

49. probably

d. you're bound to get the job

50. chance

e. exactly

<i>Total</i>	ECTS mark	Mark

Test 6

A. Match the words in A with their opposites in B.

A

B

- | | |
|---------------|-----------------|
| 1. lose | a. fail |
| 2. employment | b. remember |
| 3. increase | c. unemployment |
| 4. success | d. find |
| 5. forget | e. decrease |

B. Choose the word which best completes each sentence.

- | | |
|-----------|----------------|
| a. policy | b. politicians |
|-----------|----------------|
6. As ___ go, few are as unforgettable as Margaret Thatcher.
- | | |
|--------------|---------------|
| c. investors | d. investment |
|--------------|---------------|
7. This will be welcome news to ___ who suffered heavy losses in 2007.
- | | |
|------------------|--------------|
| e. advertisement | f. advertise |
|------------------|--------------|
8. There's an ___ in the paper.
- | | |
|---------|-----------|
| e. fall | f. fallen |
|---------|-----------|
9. GDP had ___ to -0.5% and only managed to reach 0.5% in the following year.
- | | |
|-------------|------------|
| g. received | h. receive |
|-------------|------------|
10. We ___ the last consignment six weeks ago.
- | | |
|-------------|----------------|
| i. describe | j. description |
|-------------|----------------|
11. He had to write his own job ___.
- | | |
|-----------------|-------------|
| k. disagreement | l. disagree |
|-----------------|-------------|
12. He has a serious ___ with his boss.
- | | |
|--------------|---------------|
| m. succeeded | n. successful |
|--------------|---------------|
13. He ___ in running his business.
- | | |
|-------------|-----------|
| o. ignorant | p. ignore |
|-------------|-----------|

14. I wouldn't ____ the opinions of my colleagues.

q. productivity r. productive

15. The consultant felt that ____ could be improved.

C. Match the words and word combinations in A with their Ukrainian equivalents in B.

A

B

16. inflation

a. радити

17. advise

b. швидко

18. rapidly

c. інфляція

19. suggest

d. податки

20. collaboration

e. співробітництво

21. advertise

f. залишатися

22. taxis

g. споживач

23. stay

h. нагадувати

24. contract

i. вирішувати

25. expenditures

j. скорочувати

26. customer

k. рекламувати

27. remind

l. вважати

28. decide

m. витрати

29. cause

n. причина

30. reduce

o. угода

D. Match the word combinations in A with their Ukrainian equivalent in B.

A

B

31. reduce costs

a. велика кількість

32. influence on

b. робочий персонал

33. Curriculum Vitae

c. ринковий механізм

34. recent recession

d. недавній спад

- | | |
|---------------------------|-------------------------|
| 35. large numbers | e. комп'ютерний словник |
| 36. market mechanism | f. скорочувати видатки |
| 37. detected errors | g. визначені помилки |
| 38. computer's dictionary | h. захищати довідки |
| 39. operating staff | i. впливати на |
| 40. protect environment | j. резюме |

E. Complete the text using the following words and word combinations.

- a. plan b. profit c. success
41. I spent a long time doing research and making business ___ before I started the company.
- a. download b. losses c. income
42. I had no ___ and all my family and friends worried.
- a. anything b. something c. somewhere
43. They couldn't understand why I wasn't doing ___, but I was thinking.
- a. over b. with c. from
44. I wanted a business I could fall in love ____.
- a. delayed b. unique c. current
45. This business had to be ___ and original.
- a. mismanagement b. uncertainty c. reorganization
46. Executives who fail to meet the aspirations of their employees can be accused of ____.
- a. efficiently b. unusually c. undoubtedly
47. The new measures restrict employees' autonomy and will ___ act as a disincentive.
- a. realign b. renew c. involve

48. A company can ____ itself around a clear business goal only when it succeeds in engaging its employees in that goal.

- a. unavoidable b. unlimited c. irreversible

49. The move towards the creation of a shared vision is ____ and lies at the heart of a people-centered strategy.

- a. available b. bimonthly c. early

50. Our project manager wants us to submit a detailed ____ progress report.

<i>Total</i>	ECTS mark	Mark

Test 7

A. In each sentence, select the **one** correct answer.

1. Later that day, the manager _____ the woman and asked her to come back to the store.

- a. phone b. phoned c. will phone

2. I _____ a new quality control program.

- a. to set up b. set up c. am setting up

3. I'm sure, you _____ this place.

- a. enjoyed b. to enjoy c. will
enjoy

4. When the factory closed, 2000 people _____ redundant.

- a. were made b. makes c. to make

5. Our main activities _____ construction, real estate, and civil engineering.

- a. be b. is c. are

6. Our turnover _____ about \$10 million.

- a. be b. is c. are

7. Currently we _____ about 8,500 people.

- a. employ b. employs c. to employ

8. We _____ overseas subsidiaries in Germany and in the UK.

- a. have b. to have c. has

9. Our headquarters _____ in Stockholm, Sweden.

- a. to be b. are c. was

10. The _____ transaction that most people ever undertake is the purchase of a house.

- a. biggest b. big c. bigger

11. Money, like fire and wheel, _____ around for a very long time.

- a. will have been b. have been c.
had been
12. The sales manager ____ me I should apply to you.
a. tell b. have told c. told
13. I often ____ with important customers.
a. deal b. am dealing c. will deal
14. I'm much happier at Computex because my colleagues are ____ friendly.
a. much b. more c. many
15. They need ____ harder.
a. work b. works c. to work
16. There ____ still many difficulties for credit card companies that want to expand in continental Europe.
a. is b. are c. be
17. This is the ____ company.
a. most rich b. richer c. richest
18. He ____ a lot of time with our clients yesterday.
a. spent b. spends c. spend
19. A new product ____ in a month.
a. was launched b. will be launched c.
is launched
20. The following figures shows how the consumer dollar ____.
a. is spent b. spends c. spent

B. Which of the given Ukrainian sentences corresponds to the English one?

21. Human's economic activity provides people with excellent goods and services.

a) Економічна діяльність *забезпечує* нас відмінними товарами і послугами.

b)*забезпечувала*.....

c)*буде забезпечувати*.....

22. Money is a medium of exchange.

a) Гроші – це товар товарів.

b) Гроші – це засіб обміну.

c) Гроші – це обмін товару на товар.

23. Psychiatrists and psychologists have explanations of our behavior in the supermarket.

a) Психіатри і психологи мають свої власні пояснення нашої поведінки в супермаркеті.

b) Психіатри і психологи мають свої власні пояснення стосовно нашого вибору товарів.

c) Психіатри і психологи висвітлили свої погляди на наш вибір товарів.

24. Why do we buy and consume so many goods and services?

a) Чому ми *купували і споживали* так багато товарів і послуг?

b)*будемо купувати і споживати*.....?

c)*купуємо*.....?

25. The goal of economic theory is to explain and predict our consumption choices.

a) Мета економічної теорії полягає в тому щоб пояснити і передбачити *наші* *преференції* у сфері споживання.

b)*наш вибір*.....

c)*наші уподобання*.....

C. Complete the sentences with the appropriate auxiliary verb.

- a. is b. are (3) c. does d. do (2)
e. did f. have been g. will

26. When ____ you get up?
27. Where ____ the flower market situated?
28. Where ____ you from?
29. Why ____ he learn English?
30. What line of business ____ you in?
31. ____ the students of your University take part in research last year?
32. ____ you interested in this job?
33. How long ____ you ____ learning English?
34. How often ____ you have breaks?
35. When ____ you start your business?

D. Fill in the gaps with the appropriate prepositions.

- a. in (2) b. with c. of (2) d. on (3)
e. to (2)

36. He was very nervous before his talk because he was unaccustomed ____ making speeches.
37. That's an interesting point you are making but I'm not sure it's relevant ____ the discussion.
38. The Minister said she was confident that there were clear signs ____ economic recovery.
39. ____ hot weather the counter staff may remove their jackets but they mustn't take off their ties.
40. I don't feel qualified to comment ____ the refinancing package because I was not involved in the negotiations.
41. The Managing Director disagreed ____ the Finance Director about the direction the company should take.

42. The advantage ____ direct marketing is that it enables us to cut out the middle man.

43. What effect will this new directive have ____ the company?

44. The government has spent less ____ defense since the cold war ended.

45. There has been a dramatic rise ____ the Nikkei Index.

E. Match the words in A with the words or word combinations which have similar meaning in B.

A

B

46. look for

a. earn

47. obtain

b. profit

48. rescue

c. search

49. benefit

d. payment

50. salary

e. save

<i>Total</i>	ECTS mark	Mark

Test 8

A. Match the words in A with their opposites in B.

- | A | B |
|-----------|-----------|
| 1. lend | a. sell |
| 2. demand | b. common |
| 3. buy | c. borrow |
| 4. few | d. supply |
| 5. rare | e. many |

B. Choose the word which best completes each sentence.

- | | |
|--------------|----------------|
| a. consumers | b. consumption |
|--------------|----------------|
6. Sociopsychiatric theories explain why ____ desire certain goods.
7. The goal of economic theory is to explain and predict these ____ choices.
- | | |
|-----------|---------------|
| c. profit | d. profitable |
|-----------|---------------|
8. When farming is ____, existing farmers expand their farms.
9. Because of low barriers to entry, economic ____ doesn't last long in agriculture.
- | | |
|-------------|---------------|
| e. maintain | f. maintained |
|-------------|---------------|
10. Competition in agriculture is ____ by low barriers to entry.
11. Like other competitive firms, US farmers can ____ economic profits only if they achieve continuing cost reductions.
- | | |
|--------------|----------------|
| g. different | h. differently |
|--------------|----------------|
12. Economists say men spend money ____ from women.
13. ____ factors influence upon people's choice.
- | | |
|--------------|---------------|
| i. succeeded | j. successful |
|--------------|---------------|

14. Good managers find ways to make their organizations ____.

15. They ____ in solving the problem.

C. Match the words and word combinations in A with their Ukrainian equivalents in B.

A	B
16. competition	a. досвід
17. available	b. зникати
18. obviously	c. попит
19. undersell	d. конкуренція
20. cooperation	e. співробітництво
21. achieve	f. складати перелік
22. securities	g. споживач
23. itemize	h. поведінка
24. aggregate	i. доступний
25. costs	j. цінні папери
26. consumer	k. продавати дешевше
27. experience	l. сумарний
28. disappear	m. витрати
29. demand	n. досягати
30. behavior	o. очевидно

D. Match the word combinations in A with their Ukrainian equivalent in B.

A	B
31. opportunity cost	a. занепокоєння про престиж
32. in stock	b. робоча сила
33. advanced machinery	c. ціна вибору
34. labor force	d. кошик споживача

- | | |
|---------------------------|-------------------------------|
| 35. factor market | е. найнята робоча сила |
| 36. effective competition | ф. є у продажу |
| 37. existing resources | г. ринок факторів виробництва |
| 38. status concern | h. реальна конкуренція |
| 39. hired labor | і. сучасна техніка |
| 40. shopping bag | j. наявні ресурси |

E. Complete the text using the following words and word combinations.

- | | | |
|------------|---------|-------------|
| a. planned | b. plan | c. planning |
|------------|---------|-------------|
41. People ____ to do business in Japan should know a few things about the country, its traditions and its people.
- | | | |
|-----------|---------|------------|
| a. retire | b. hire | c. provide |
|-----------|---------|------------|
42. First of all, you should ____ a good interpreter – someone who speaks the language and who knows the customs and traditions.
- | | | |
|---------------|------------|--------------|
| a. should not | b. can not | c. would not |
|---------------|------------|--------------|
43. Many people in Japan shake hands when they meet, but you ____ (93) be too fast.
- | | | |
|------------|-------------|-----------|
| a. anybody | b. somebody | c. nobody |
|------------|-------------|-----------|
44. When ____ (98) gives you their business card, you should look at it and read it carefully.
- | | | |
|---------------------|--------------------------|-----------------------------|
| a. had to attend it | b. must have attended it | c. should have attended it. |
|---------------------|--------------------------|-----------------------------|
45. We had a one-week seminar on team building last May. Maybe they ____.
- | | | |
|----------|---------|---------|
| a. could | b. must | c. will |
|----------|---------|---------|
46. But I thought the overall objective ____ have been clear.
- | | | |
|----------------------|----------------|--------------------|
| a. should have dealt | b. had to deal | c. must have dealt |
|----------------------|----------------|--------------------|

47. How do you think she ____ with that?

- a. must b. may c. might

48. The trainer ____ have encouraged everyone to express themselves.

- a. may b. should c. must

49. I don't think the trainer ____ have spent so much time on such private matters.

- a. predict b. attend c. provide

50. Experts ____ that there will be a marked shift from financial and technological capital to human capita

<i>Total</i>	ECTS mark	Mark

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