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высшего образования  
«Владивостокский государственный университет»  
Колледж сервиса и дизайна

## **РАБОЧАЯ ПРОГРАММА УЧЕБНОЙ ДИСЦИПЛИНЫ**

**СГ.02 «ИНОСТРАННЫЙ ЯЗЫК В ПРОФЕССИОНАЛЬНОЙ ДЕЯТЕЛЬНОСТИ»**

программы подготовки специалистов среднего звена  
по специальности

**38.02.08 Торговое дело**

Форма обучения: очная

**2026 г.**

Рабочая программа учебной дисциплины СГ.02 Иностранный язык в профессиональной деятельности разработана в соответствии с требованиями Федерального государственного образовательного стандарта среднего профессионального образования по специальности 38.02.08 Торговое дело, утвержденного приказом Минпросвещения России от 09.07.2023, № 548, образовательной программой, рабочей программой учебной дисциплины.

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Рассмотрена на заседании ЦМК Филологии  
Протокол № 9 от «15» 05 2026 г.

Председатель ЦМК \_\_\_\_\_ И.А. Трушкина

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# 1. ОБЩАЯ ХАРАКТЕРИСТИКА РАБОЧЕЙ ПРОГРАММЫ УЧЕБНОЙ ДИСЦИПЛИНЫ

## «Иностранный язык в профессиональной деятельности» (наименование дисциплины)

### 1.1. Цель и место дисциплины в структуре образовательной программы

Цель дисциплины «Иностранный язык в профессиональной деятельности»: формирование навыков восприятия и обработки в соответствии с поставленной целью различную информацию на английском языке, полученную из печатных, аудиовизуальных и электронных источников информации в рамках профессиональной и социально-культурной сфер общения.

Дисциплина «Иностранный язык в профессиональной деятельности» включена в обязательную часть социально-гуманитарного цикла образовательной программы.

### 1.2. Планируемые результаты освоения дисциплины

Результаты освоения дисциплины соотносятся с планируемыми результатами освоения образовательной программы, представленными в матрице компетенций выпускника (п. 4.3 ОПОП-П).

В результате освоения дисциплины обучающийся должен:

| Код ОК, | Уметь                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Знать                                                                                                                                                                                                                                                                                                                                                                               | Владеть навыками |
|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| ОК.09   | <p>понимать общий смысл четко произнесенных высказываний на известные темы (профессиональные и бытовые);</p> <p>понимать тексты на базовые профессиональные темы;</p> <p>участвовать в диалогах на знакомые общие и профессиональные темы;</p> <p>строить простые высказывания о себе и о своей профессиональной деятельности;</p> <p>кратко обосновывать и объяснять свои действия (текущие и планируемые);</p> <p>писать простые связные сообщения на знакомые или интересующие профессиональные темы</p> | <p>правила построения простых и сложных предложений на профессиональные темы;</p> <p>основные общеупотребительные глаголы (бытовая и профессиональная лексика);</p> <p>лексический минимум, относящийся к описанию предметов, средств и процессов профессиональной деятельности;</p> <p>особенности произношения;</p> <p>правила чтения текстов профессиональной направленности</p> | -                |

### 1.3.Обоснование часов вариативной части ОПОП-П

| №№<br>п/п | Дополнительные знания, умения, навыки<br>(если указаны ПК) | №, наименование<br>темы                                 | Объем часов | Обоснование<br>включения в рабочую программу                                                                 |
|-----------|------------------------------------------------------------|---------------------------------------------------------|-------------|--------------------------------------------------------------------------------------------------------------|
| 1         | ОК.09                                                      | Тема 2.2<br>В универсаме (At the Department Store)      | 6           | Расширение лексического запаса обучающихся, улучшение качества использования всех видов речевой деятельности |
| 2         | ОК.09                                                      | Тема 2.3<br>Упаковка товаров (Packaging and Containers) | 2           | Расширение лексического запаса обучающихся, улучшение качества использования всех видов речевой деятельности |
| 3         | ОК.09                                                      | Тема 2.4<br>Торговля (Trade)                            | 10          | Расширение лексического запаса обучающихся, улучшение качества использования всех видов речевой деятельности |
| 4         | ОК.09                                                      | Тема 2.6<br>Деловая переписка (Business Correspondence) | 14          | Расширение лексического запаса обучающихся, улучшение качества использования всех видов речевой деятельности |

## 2. СТРУКТУРА И СОДЕРЖАНИЕ ДИСЦИПЛИНЫ

### 2.1. Трудоемкость освоения дисциплины

| Наименование составных частей дисциплины                    | Объем в часах | В т.ч. в форме<br>практ. подготовки |
|-------------------------------------------------------------|---------------|-------------------------------------|
| Учебные занятия                                             | 70            | 70                                  |
| Самостоятельная работа                                      | 8             | 8                                   |
| Промежуточная аттестация в форме (дифференцированный зачет) | -             | -                                   |
| Всего                                                       | 78            | 78                                  |

## 2.2. Содержание дисциплины

| Наименование разделов и тем                                           | Содержание учебного материала, практических и лабораторных занятия                                                                                                                                                                                                                                                                                                                                                                 | Объем, ак. ч. / в том числе в форме практической подготовки, ак. ч. | Коды компетенций, формированию которых способствует элемент программы |
|-----------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------|-----------------------------------------------------------------------|
| <b>Раздел 1. Вводно-коррективный курс</b>                             |                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>24</b>                                                           |                                                                       |
| <b>Тема 1.1 Изучение иностранных языков. Этикет. О себе.</b>          | <b>Содержание</b>                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>12</b>                                                           | ОК 09                                                                 |
|                                                                       | Повторение основных правил чтения и произношения. Иностранный язык в повседневной жизни. Фонетические особенности английского языка. Правила чтения букв и буквосочетаний. Артикль. Виды коммуникативных предложений. Порядок слов в повествовательном, вопросительном и отрицательном предложениях. Спряжение глагола to be, to have/ to have got. Настоящее простое время (Present Simple). Личные и притяжательные местоимения. |                                                                     |                                                                       |
|                                                                       | <b>В том числе практических и лабораторных занятий</b>                                                                                                                                                                                                                                                                                                                                                                             |                                                                     |                                                                       |
|                                                                       | Практическое занятие № 1 Входной тест.                                                                                                                                                                                                                                                                                                                                                                                             | 2                                                                   |                                                                       |
|                                                                       | Практическое занятие № 2 Модели приветствий, обращений, представления, прощания, поздравлений; выражения согласия/несогласия.                                                                                                                                                                                                                                                                                                      | 2                                                                   |                                                                       |
|                                                                       | Практическое занятие № 3 Отработка произношения гласных и согласных звуков, чтения слов по транскрипции.                                                                                                                                                                                                                                                                                                                           | 2                                                                   |                                                                       |
|                                                                       | Практическое занятие № 4 Знакомство. Речевые клише.                                                                                                                                                                                                                                                                                                                                                                                | 2                                                                   |                                                                       |
|                                                                       | Практическое занятие № 5 Составление сообщения о себе. Составление диалога с использованием разговорных клише.                                                                                                                                                                                                                                                                                                                     | 2                                                                   |                                                                       |
|                                                                       | Практическое занятие № 6 Выполнение упражнений на употребление личных местоимений и глаголов to be, to have и конструкции there is/ are.                                                                                                                                                                                                                                                                                           | 2                                                                   |                                                                       |
|                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                     |                                                                       |
| <b>Тема 1.2. Решение стандартных ситуаций. Установление контакта.</b> | <b>Содержание</b>                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>12</b>                                                           | ОК 09                                                                 |
|                                                                       | Приветствие, прощание, представление себя и других людей в официальной и неофициальной обстановке. Видовременные группы глагола.                                                                                                                                                                                                                                                                                                   |                                                                     |                                                                       |
|                                                                       | <b>В том числе практических и лабораторных занятий</b>                                                                                                                                                                                                                                                                                                                                                                             |                                                                     |                                                                       |
|                                                                       | Практическое занятие № 7 Лексика по теме «Рабочий день». Модели просьб, обращений, извинения; выражения благодарности.                                                                                                                                                                                                                                                                                                             | 2                                                                   |                                                                       |
|                                                                       | Практическое занятие № 8 Грамматика. Настоящее простое время. Имя существительное: множественное число существительных, притяжатель-                                                                                                                                                                                                                                                                                               | 2                                                                   |                                                                       |

|                                                                |                                                                                                                                                                                                                                                                                            |          |       |
|----------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-------|
|                                                                | ный падеж существительных, исчисляемые и неисчисляемые существительные. Неопределенный артикль a (an). Определенный артикль the.                                                                                                                                                           |          |       |
|                                                                | Практическое занятие № 9 Отработка произношения дифтонгов, чтение дифтонгов по транскрипции, постановка интонации и ударения.                                                                                                                                                              | 2        |       |
|                                                                | Практическое занятие № 10 Знакомство. Речевые клише.                                                                                                                                                                                                                                       | 2        |       |
|                                                                | Практическое занятие № 11 Выполнение грамматических упражнений на употребление артикля с существительными в единственном и во множественном числе; образование притяжательного падежа; образование утвердительных, отрицательных и вопросительных предложений в настоящем простом времени. | 2        |       |
|                                                                | Практическое занятие № 12 Revision                                                                                                                                                                                                                                                         | 2        |       |
| <b>Раздел 2. Профессиональный раздел</b>                       |                                                                                                                                                                                                                                                                                            |          |       |
| <b>Тема 2.1. Разновидности магазинов (Many Types of Shops)</b> | <b>Содержание</b>                                                                                                                                                                                                                                                                          | <b>8</b> | OK 09 |
|                                                                | Профессиональная терминология. Виды магазинов, наименование товаров, характерных для различных видов магазинов, совершение покупок.                                                                                                                                                        |          |       |
|                                                                | <b>В том числе практических и лабораторных занятий</b>                                                                                                                                                                                                                                     |          |       |
|                                                                | Практическое занятие № 13 At the Supermarket                                                                                                                                                                                                                                               | 2        |       |
|                                                                | Практическое занятие № 14 At the Baker's, At the Dairy, At the Fishmonger's                                                                                                                                                                                                                | 2        |       |
|                                                                | Практическое занятие № 15 At the Confectioner's shop, At the Greengrocer's                                                                                                                                                                                                                 | 2        |       |
|                                                                | Практическое занятие № 16 At the Butcher's, At the Grocery                                                                                                                                                                                                                                 | 2        |       |
|                                                                | <b>В том числе самостоятельная работа обучающихся</b><br>Составить план-схему магазина (на выбор) с указанием всех отделов и предлагаемым товаром.                                                                                                                                         | <b>4</b> |       |
| <b>Тема 2.2. В универмаге (At the Department Store)</b>        | <b>Содержание</b>                                                                                                                                                                                                                                                                          | <b>6</b> | OK 09 |
|                                                                | Профессиональная терминология. Виды отделов в универмагах, наименование товаров, характерных для различных видов отделов, совершение покупок.                                                                                                                                              |          |       |
|                                                                | <b>В том числе практических и лабораторных занятий</b>                                                                                                                                                                                                                                     |          |       |
|                                                                | Практическое занятие № 17 In the Clothing Department of a store<br>In the Foot wear Department of a store                                                                                                                                                                                  | 2        |       |
|                                                                | Практическое занятие № 18 In the Haberdashery Department of a store<br>In the Department of Household essentials and beauty products                                                                                                                                                       | 2        |       |
|                                                                | Практическое занятие № 19 Gifts & Souvenirs<br>In the Household Appliances Department of a store                                                                                                                                                                                           | 2        |       |
| <b>Тема 2.3. Упаковка товаров</b>                              | <b>Содержание</b>                                                                                                                                                                                                                                                                          | <b>4</b> |       |

|                                                                    |                                                                                                                                                |           |       |
|--------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-------|
| <b>(Packaging and Containers)</b>                                  | Профессиональная терминология. Разновидности упаковки в розничной и оптовой торговле.                                                          |           | OK 09 |
|                                                                    | <b>В том числе практических и лабораторных занятий</b>                                                                                         |           |       |
|                                                                    | Практическое занятие № 20 Types of Packaging                                                                                                   | 2         |       |
|                                                                    | Практическое занятие № 21 Types of Containers                                                                                                  | 2         |       |
| <b>Тема 2.4. Торговля (Trade)</b>                                  | <b>Содержание</b>                                                                                                                              | <b>10</b> | OK 09 |
|                                                                    | Профессиональная терминология. Виды торговли.                                                                                                  |           |       |
|                                                                    | <b>В том числе практических и лабораторных занятий</b>                                                                                         |           |       |
|                                                                    | Практическое занятие № 22 Trade                                                                                                                | 2         |       |
|                                                                    | Практическое занятие № 23 History of trade                                                                                                     | 2         |       |
|                                                                    | Практическое занятие № 24 International trade                                                                                                  | 2         |       |
|                                                                    | Практическое занятие № 25 Distribution channels and sales                                                                                      | 2         |       |
|                                                                    | Практическое занятие № 26 Retailing                                                                                                            | 2         |       |
| <b>Тема 2.5. Цена (Price)</b>                                      | <b>Содержание</b>                                                                                                                              | <b>4</b>  | OK 09 |
|                                                                    | Профессиональная терминология. Цена, ценообразование.                                                                                          |           |       |
|                                                                    | <b>В том числе практических и лабораторных занятий</b>                                                                                         |           |       |
|                                                                    | Практическое занятие № 27 Price                                                                                                                | 2         |       |
|                                                                    | Практическое занятие № 28 Pricing Policy                                                                                                       | 2         |       |
|                                                                    | <b>В том числе самостоятельная работа обучающихся</b><br>Самостоятельная работа обучающегося, подготовка рефератов, презентаций по теме: Money | <b>4</b>  |       |
| <b>Тема 2.6. Деловая переписка (Business Correspondence)</b>       | <b>Содержание</b>                                                                                                                              | <b>14</b> | OK 09 |
|                                                                    | Профессиональная терминология. Правила оформления писем, виды писем. Контракт.                                                                 |           |       |
|                                                                    | <b>В том числе практических и лабораторных занятий</b>                                                                                         |           |       |
|                                                                    | Практическое занятие № 29 Rules of writing business correspondence                                                                             | 2         |       |
|                                                                    | Практическое занятие № 30 Letters of Inquiry                                                                                                   | 2         |       |
|                                                                    | Практическое занятие № 31 Answers to Inquiries                                                                                                 | 2         |       |
|                                                                    | Практическое занятие № 32 The Order                                                                                                            | 2         |       |
|                                                                    | Практическое занятие № 33 Complaint Letters                                                                                                    | 2         |       |
|                                                                    | Практическое занятие № 34 Packing, marking and transportation                                                                                  | 2         |       |
|                                                                    | Практическое занятие № 35 Contract                                                                                                             | 2         |       |
| <b>Промежуточная аттестация в форме дифференцированного зачета</b> |                                                                                                                                                |           |       |

|              |           |  |
|--------------|-----------|--|
| <b>Bcero</b> | <b>78</b> |  |
|--------------|-----------|--|

### 3. УСЛОВИЯ РЕАЛИЗАЦИИ ДИСЦИПЛИНЫ

#### 3.1. Материально-техническое обеспечение

Реализация учебной дисциплины требует наличия учебного кабинета «Иностранного языка».

Оборудование учебного кабинета:

- посадочные места по количеству обучающихся;
- рабочее место преподавателя;
- комплект учебно-наглядных пособий «Страноведение»;
- грамматические таблицы;
- дидактические материалы;
- пособия для мультимедийного оборудования.
- методические рекомендации по созданию презентаций
- методические рекомендации по грамматике английского языка

Технические средства обучения:

Мультимедийный комплект (проектор CASIO XJ-V2, экран LUMIEN Eco Picture) – 1 шт., персональный компьютер Lenovo ThinkCentre – 21 шт., наушники Sanako SLHO7 – 21 шт., колонки Microlab 2.0 SOLO4C – 1 шт., стол – 21 шт., стул – 21 шт.

Лицензионное программное обеспечение:

OS Windows 10, Microsoft Office 10, Nibelung 3.8, Toefl, словари – Multitran, AB-BYY Lingvo

#### 3.2. Учебно-методическое обеспечение

##### 3.2.1. Основные печатные и/или электронные издания

1. Карпова, Т. А., Английский язык с тестовыми заданиями + eПриложение : учебник / Т. А. Карпова, А. С. Восковская, М. В. Мельничук. — Москва : КноРус, 2023. — 264 с. — ISBN 978-5-406-11798-9. — URL: <https://book.ru/books/950189>

2. Пестова, М. С. Английский язык: перевод коммерческой документации (B2) : учебное пособие для среднего профессионального образования / М. С. Пестова. — 2-е изд., испр. и доп. — Москва : Издательство Юрайт, 2022. — 191 с. — (Профессиональное образование). — ISBN 978-5-534-12172-8. — Текст : электронный // ЭБС Юрайт [сайт]. — URL: <https://urait.ru/bcode/456513>

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6. <http://lib.mtuci.ru/libdocs/> - Электронный Каталог библиотеки МТУСИ;

7. <https://www.rsl.ru/> - Российская государственная библиотека (РГБ);

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9. <http://www.gpntb.ru/> - Государственная публичная научно-техническая библиотека (ГПНТБ);

10. <https://book.ru> Электронно-библиотечной системе BOOK.ru

11. <https://www.iprbookshop.ru/> - электронная библиотечная система IPRBooks;

12. <https://profspo.ru/> - комплексный электронный образовательный ресурс ПРОФОБРАЗОВАНИЕ;

13. <https://catalog.prosv.ru/category/14> и <https://media.prosv.ru/> - Свободный доступ к методической литературе и информационным материалам для подготовки к дистанционным урокам;

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#### 4. КОНТРОЛЬ И ОЦЕНКА РЕЗУЛЬТАТОВ ОСВОЕНИЯ ДИСЦИПЛИНЫ

| Результаты обучения                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Показатели освоённости компетенций                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Методы оценки                                                                                                                                            |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Знает:</p> <ul style="list-style-type: none"> <li>- правила построения простых и сложных предложений на профессиональные темы;</li> <li>- основные общеупотребительные глаголы (бытовая и профессиональная лексика);</li> <li>- лексический минимум, относящийся к описанию предметов, средств и процессов профессиональной деятельности;</li> <li>- особенности произношения;</li> <li>правила чтения текстов профессиональной направленности</li> </ul> <p>Умеет:</p> <ul style="list-style-type: none"> <li>- понимать общий смысл четко произнесенных высказываний на известные темы (профессиональные и бытовые);</li> <li>- понимать тексты на базовые профессиональные темы;</li> <li>- участвовать в диалогах на знакомые общие и профессиональные темы;</li> <li>- строить простые высказывания о себе и о своей профессиональной деятельности;</li> <li>- кратко обосновывать и объяснять свои действия (текущие и планируемые);</li> <li>- писать простые связные сообщения на знакомые или интересующие профессиональные темы</li> </ul> | <p>Адекватное использование профессиональной терминологии на иностранном языке.</p> <p>Владение лексическим и грамматическим минимумом.</p> <p>Правильное построение простых предложений, диалогов в утвердительной и вопросительной форме.</p> <p>Логичное построение диалогического общения в соответствии с коммуникативной задачей;</p> <p>Демонстрация умения речевого взаимодействия с партнёром: способность начать, поддержать и закончить разговор.</p> <p>Соответствие лексических единиц и грамматических структур поставленной коммуникативной задаче.</p> <p>Логичное построение монологического высказывания в соответствии с коммуникативной задачей, сформулированной в задании.</p> <p>Уместное использование лексических единиц и грамматических структур.</p> | <p>Письменный/устный опрос</p> <p>Тестирование</p> <p>Лексический/грамматический диктант</p> <p>Оценка результатов выполнения самостоятельной работы</p> |

Министерство науки и высшего образования Российской Федерации  
Федеральное государственное бюджетное образовательное учреждение  
высшего образования  
«Владивостокский государственный университет»  
Колледж сервиса и дизайна

**ФОНД ОЦЕНОЧНЫХ СРЕДСТВ**  
для проведения текущего контроля и промежуточной аттестации  
по учебной дисциплине  
СГ.02 Иностранный язык в профессиональной деятельности  
программы подготовки  
квалифицированных рабочих и служащих  
38.02.08 Торговое дело

Форма обучения: очная

ФОНД оценочных средств для проведения текущего контроля и промежуточной аттестации по учебной дисциплине ОП.07 «Иностранный язык в профессиональной деятельности» разработан в соответствии с требованиями ФГОС СПО по специальности / профессии 38.02.08 Торговое дело, утвержденного приказом Минобрнауки РФ от 19.07.20236, №548, примерной образовательной программой, рабочей программой учебной дисциплины.

Разработчик(и): И.А. Трушкина, преподаватель

Рассмотрено и одобрено на заседании цикловой методической комиссии филологии

Протокол № 9 от «15» мая 2026 г.

Председатель ЦМК



И.А. Трушкина

## 1 Общие сведения

Фонд оценочных средств (далее – ФОС) предназначен для контроля и оценки образовательных достижений обучающихся, освоивших программу учебной дисциплины ОП.07 «Иностранный язык в профессиональной деятельности».

ФОС включает в себя контрольные материалы для проведения текущего контроля успеваемости и промежуточной аттестации по дисциплине, которая проводится в форме экзамена (с использованием оценочного средства - устный опрос в форме ответов на вопросы билетов).

## 2 Планируемые результаты обучения по дисциплине, обеспечивающие результаты освоения образовательной программы

| Код ОК, ПК <sup>1</sup> | Код результата обучения <sup>1</sup> | Наименование результата обучения                                                                                                                                                                                                        |
|-------------------------|--------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| ОК 09                   | 31                                   | использовать правила построения простых и сложных предложений на профессиональные темы; основные общеупотребительные глаголы (бытовая и профессиональная лексика);                                                                      |
|                         | 32                                   | употреблять в речи лексический минимум, относящийся к описанию предметов, средств и процессов профессиональной деятельности; особенности произношения; правила чтения текстов профессиональной направленности                           |
|                         | У1                                   | понимать общий смысл четко произнесенных высказываний на известные темы (профессиональные и бытовые); тексты на базовые профессиональные темы; участвовать в диалогах на знакомые общие и профессиональные темы;                        |
|                         | У2                                   | строить простые высказывания о себе и о своей профессиональной деятельности; кратко обосновывать и объяснять свои действия (текущие и планируемые); писать простые связные сообщения на знакомые или интересующие профессиональные темы |

## 3 Соответствие оценочных средств контролируемым результатам обучения

### 3.1 Средства, применяемые для оценки уровня практической подготовки

| Краткое наименование раздела (модуля) / темы дисциплины | Код результата обучения | Показатель овладения результатами обучения                                                                                                                                                                    | Наименование оценочного средства и представление его в КОС             |                                                                                                        |
|---------------------------------------------------------|-------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
|                                                         |                         |                                                                                                                                                                                                               | Текущий контроль                                                       | Промежуточная аттестация                                                                               |
| Раздел 1. Вводно-коррективный курс                      |                         |                                                                                                                                                                                                               |                                                                        |                                                                                                        |
| Тема 1.1<br>Практические занятия №1-6                   | 31                      | использовать правила построения простых и сложных предложений на профессиональные темы; основные общеупотребительные глаголы (бытовая и профессиональная лексика);                                            | Выполнение заданий п 5.1<br>Входной тест<br>Task 1<br>Task 2<br>Task 3 | Выполнение заданий п 6.1<br>Вариант 1<br>Вариант 2<br>Вариант 3<br>Вариант 4<br>Вариант 5<br>Вариант 6 |
|                                                         | 32                      | употреблять в речи лексический минимум, относящийся к описанию предметов, средств и процессов профессиональной деятельности; особенности произношения; правила чтения текстов профессиональной направленности |                                                                        |                                                                                                        |

| Краткое наименование раздела (модуля) / темы дисциплины | Код результата обучения | Показатель овладения результатами обучения                                                                                                                                                                                              | Наименование оценочного средства и представление его в КОС |                                                                                                           |
|---------------------------------------------------------|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
|                                                         |                         |                                                                                                                                                                                                                                         | Текущий контроль                                           | Промежуточная аттестация                                                                                  |
|                                                         | У1                      | понимать общий смысл четко произнесенных высказываний на известные темы (профессиональные и бытовые); тексты на базовые профессиональные темы; участвовать в диалогах на знакомые общие и профессиональные темы;                        |                                                            |                                                                                                           |
|                                                         | У2                      | строить простые высказывания о себе и о своей профессиональной деятельности; кратко обосновывать и объяснять свои действия (текущие и планируемые); писать простые связные сообщения на знакомые или интересующие профессиональные темы |                                                            |                                                                                                           |
| Тема 1.2<br>Практические задания № 7-12                 | 31                      | использовать правила построения простых и сложных предложений на профессиональные темы; основные общеупотребительные глаголы (бытовая и профессиональная лексика);                                                                      | Выполнение заданий п 5.1<br>Task 4<br>Task 5<br>Task 6     | Выполнение заданий п 6.1<br>Вариант 7<br>Вариант 8<br>Вариант 9<br>Вариант 10<br>Вариант 11<br>Вариант 12 |
|                                                         | 32                      | употреблять в речи лексический минимум, относящийся к описанию предметов, средств и процессов профессиональной деятельности; особенности произношения; правила чтения текстов профессиональной направленности                           |                                                            |                                                                                                           |
|                                                         | У1                      | понимать общий смысл четко произнесенных высказываний на известные темы (профессиональные и бытовые); тексты на базовые профессиональные темы; участвовать в диалогах на знакомые общие и профессиональные темы;                        |                                                            |                                                                                                           |
|                                                         | У2                      | строить простые высказывания о себе и о своей профессиональной деятельности; кратко обосновывать и объяснять свои действия (текущие и планируемые); писать простые связные сообщения на знакомые или интересующие профессиональные темы |                                                            |                                                                                                           |
| Раздел 2 Профессиональный раздел                        |                         |                                                                                                                                                                                                                                         |                                                            |                                                                                                           |
| Тема 2.1<br>Практические задания № 12-16                | 31                      | Пользоваться профессиональной терминологии сферы индустрии питания, социально-культурных и ситуационно обусловленных пра-                                                                                                               | Выполнение заданий п 5.1<br>Task 7                         | Выполнение заданий п 6.1<br>Вариант 13                                                                    |

| Краткое наименование раздела (модуля) / темы дисциплины | Код результата обучения | Показатель овладения результатами обучения                                                                                                                                                                       | Наименование оценочного средства и представление его в КОС |                                        |
|---------------------------------------------------------|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|----------------------------------------|
|                                                         |                         |                                                                                                                                                                                                                  | Текущий контроль                                           | Промежуточная аттестация               |
|                                                         |                         | вил общения на иностранном языке                                                                                                                                                                                 |                                                            |                                        |
|                                                         | 32                      | Использовать лексический и грамматический минимум, необходимый для чтения и перевода (со словарем) иностранных текстов профессиональной направленности                                                           |                                                            |                                        |
|                                                         | У1                      | Использовать языковые средства для общения (устного и письменного) на иностранном языке на профессиональные и повседневные темы; владеть техникой перевода (со словарем) профессионально ориентированных текстов |                                                            |                                        |
|                                                         | У2                      | Совершенствовать устную и письменную речь, пополнять словарный запас лексикой профессиональной направленности, а также лексическими единицами, необходимыми для разговорно-бытового общения                      |                                                            |                                        |
| Тема 2.2<br>Практические задания № 17-19                | 31                      | Пользоваться профессиональной терминологии сферы индустрии питания, социально-культурных и ситуационно обусловленных правил общения на иностранном языке                                                         | Выполнение заданий п 5.1<br>Task 8                         | Выполнение заданий п 6.1<br>Вариант 14 |
|                                                         | 32                      | Использовать лексический и грамматический минимум, необходимый для чтения и перевода (со словарем) иностранных текстов профессиональной направленности                                                           |                                                            |                                        |
|                                                         | У1                      | Использовать языковые средства для общения (устного и письменного) на иностранном языке на профессиональные и повседневные темы; владеть техникой перевода (со словарем) профессионально ориентированных текстов |                                                            |                                        |
|                                                         | У2                      | Совершенствовать устную и письменную речь, пополнять словарный запас лексикой профессиональной направленности, а также лексическими единицами, необходимо-                                                       |                                                            |                                        |

| Краткое наименование раздела (модуля) / темы дисциплины | Код результата обучения | Показатель овладения результатами обучения                                                                                                                                                                       | Наименование оценочного средства и представление его в КОС |                                        |
|---------------------------------------------------------|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|----------------------------------------|
|                                                         |                         |                                                                                                                                                                                                                  | Текущий контроль                                           | Промежуточная аттестация               |
|                                                         |                         | димыми для разговорно-бытового общения                                                                                                                                                                           |                                                            |                                        |
| Тема 2.3<br>Практические задания № 20-21                | 31                      | Пользоваться профессиональной терминологии сферы индустрии питания, социально-культурных и ситуационно обусловленных правил общения на иностранном языке                                                         | Выполнение заданий п 5.1<br>Task 9                         | Выполнение заданий п 6.1<br>Вариант 15 |
|                                                         | 32                      | Использовать лексический и грамматический минимум, необходимый для чтения и перевода (со словарем) иностранных текстов профессиональной направленности                                                           |                                                            |                                        |
|                                                         | У1                      | Использовать языковые средства для общения (устного и письменного) на иностранном языке на профессиональные и повседневные темы; владеть техникой перевода (со словарем) профессионально ориентированных текстов |                                                            |                                        |
|                                                         | У2                      | Совершенствовать устную и письменную речь, пополнять словарный запас лексикой профессиональной направленности, а также лексическими единицами, необходимыми для разговорно-бытового общения                      |                                                            |                                        |
| Тема 2.4<br>Практические задания № 22-26                | 31                      | Пользоваться профессиональной терминологии сферы индустрии питания, социально-культурных и ситуационно обусловленных правил общения на иностранном языке                                                         | Выполнение заданий п 5.1<br>Task 10                        | Выполнение заданий п 6.1<br>Вариант 16 |
|                                                         | 32                      | Использовать лексический и грамматический минимум, необходимый для чтения и перевода (со словарем) иностранных текстов профессиональной направленности                                                           |                                                            |                                        |
|                                                         | У1                      | Использовать языковые средства для общения (устного и письменного) на иностранном языке на профессиональные и повседневные темы; владеть техникой перевода (со словарем) профессионально ориентированных текстов |                                                            |                                        |

| Краткое наименование раздела (модуля) / темы дисциплины | Код результата обучения | Показатель овладения результатами обучения                                                                                                                                                                       | Наименование оценочного средства и представление его в КОС |                                        |
|---------------------------------------------------------|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|----------------------------------------|
|                                                         |                         |                                                                                                                                                                                                                  | Текущий контроль                                           | Промежуточная аттестация               |
|                                                         | У2                      | Совершенствовать устную и письменную речь, пополнять словарный запас лексикой профессиональной направленности, а также лексическими единицами, необходимыми для разговорно-бытового общения                      |                                                            |                                        |
| Тема 2.5<br>Практические задания № 27-28                | 31                      | Пользоваться профессиональной терминологии сферы индустрии питания, социально-культурных и ситуационно обусловленных правил общения на иностранном языке                                                         | Выполнение заданий п 5.1<br>Task 11                        | Выполнение заданий п 6.1<br>Вариант 17 |
|                                                         | 32                      | Использовать лексический и грамматический минимум, необходимый для чтения и перевода (со словарем) иностранных текстов профессиональной направленности                                                           |                                                            |                                        |
|                                                         | У1                      | Использовать языковые средства для общения (устного и письменного) на иностранном языке на профессиональные и повседневные темы; владеть техникой перевода (со словарем) профессионально ориентированных текстов |                                                            |                                        |
|                                                         | У2                      | Совершенствовать устную и письменную речь, пополнять словарный запас лексикой профессиональной направленности, а также лексическими единицами, необходимыми для разговорно-бытового общения                      |                                                            |                                        |
| Тема 2.6<br>Практические задания № 29-35                | 31                      | Пользоваться профессиональной терминологии сферы индустрии питания, социально-культурных и ситуационно обусловленных правил общения на иностранном языке                                                         | Выполнение заданий п 5.1<br>Task 12                        | Выполнение заданий п 6.1<br>Вариант 18 |
|                                                         | 32                      | Использовать лексический и грамматический минимум, необходимый для чтения и перевода (со словарем) иностранных текстов профессиональной направленности                                                           |                                                            |                                        |
|                                                         | У1                      | Использовать языковые средства                                                                                                                                                                                   |                                                            |                                        |

| Краткое наименование раздела (модуля) / темы дисциплины | Код результата обучения | Показатель овладения результатами обучения                                                                                                                                                  | Наименование оценочного средства и представление его в КОС |                          |
|---------------------------------------------------------|-------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|--------------------------|
|                                                         |                         |                                                                                                                                                                                             | Текущий контроль                                           | Промежуточная аттестация |
|                                                         |                         | для общения (устного и письменного) на иностранном языке на профессиональные и повседневные темы; владеть техникой перевода (со словарем) профессионально ориентированных текстов           |                                                            |                          |
|                                                         | У2                      | Совершенствовать устную и письменную речь, пополнять словарный запас лексикой профессиональной направленности, а также лексическими единицами, необходимыми для разговорно-бытового общения |                                                            |                          |

## 5. Примеры оценочных средств для проведения текущей аттестации

### 5.1 Примеры тестовых заданий

#### Входной тест

Choose the right variant.

- I don't remember ... that I'm sure you're mistaken.  
a) to say; b) say; c) saying; d) to have said.
- There were two answers, and ... was right.  
a) neither; b) no one; c) no; d) not any.
- This dress is ... as the one I had before.  
a) plenty the same; b) very similar; c) very same; d) much the same.
- He ... here from 1955 to 1960.  
a) worked; b) works; c) has been working; d) has worked.
- He's... his sister.  
a) much taller that; b) much more taller than; c) much taller than; d) more taller than.
- Be careful you don't... your keys!  
a) lost; b) loosen; c) lose; d) loose.
- What they say may be true; you never can...  
a) say; b) tell; c) remember; d) recognise.
- He didn't move, but just... where he fell.  
a) lain; b) lay; c) laid; d) lied.
- I haven't had a reply to the invitation I sent you last week. ... to my patty?  
a) Shall you come; b) Are you coming; c) Do you come; d) Should you come,
- That man reminds me ... my history teacher.  
a) from; b) of; c) about; d) on.
- The children hadn't met ... their grandparents or their uncle before.  
a) or, b) neither; c) nor, d) either.
- Before she started university, Jane ... in the States for six months working as a nanny.  
a) lives; b) has been living; c) has lived; d) had lived.
- He was ... tired to go on.  
a) to; b) enough; c) so; d) too.
- I ... saw Michael two years ago.  
a) lastly; b) last time; c) last; d) the last time.
- I like the red dress and the pink shoes. The trouble is that they don't ...very well.

- a) match not each other; b) match themselves; c) go with each other; d) go on with the other.
16. He's as polite as his brother is ...polite. (подобрать префикс)  
a) im; b) non; c) dis; d) un.
17. It's been quite a long time ... I had a holiday abroad,  
a) ago; b) since; c) for; d) when.
18. You ... pay for this information. It's free.  
a) oughtn't to; b) don't have to; c) shouldn't to; d) mustn't.
19. ... quite a lot of rain forecast for today.  
a) It has; b) Is; c) It's; d) There's.
20. I'm free this evening. ... we go out to dinner?  
a) Will; b) Would; c) Shall; d) Won't.
21. I need a holiday, ... I?  
a) need not; b) aren't; c) don't; d) need.
22. Most of the cattle ... under the trees.  
a) is laying; b) is lying; c) are lying; d) are laying.
23. Children seem to find computers easy, but many adults aren't used to ... with microtechnology.  
a) work; b) working; c) a work; d) the work.
24. Parents were made ... the school reconstruction,  
a) finance; b) to financing; c) to finance; d) financing.
25. The children have made lots of new friends since we ... to this town.  
a) have moved; b) moving; c) moved; d) have been moved.
26. I don't understand this sentence. Could you tell me what ...?  
a) this word means; b) means this word; c) does mean this word; d) does this word mean.
27. ... of the three boys got a prize,  
a) A few; b) Both; c) Each; d) Every.
28. The agency intended to let each applicant... in the interview.  
a) participate; b) to participate; c) so as to participate; d) participating.
29. All the children in this family are gifted, but this one is ... gifted of all.  
a) little; b) the less; c) the least; d) un- .
30. He enjoyed ... computer games at first, but after a while he got bored with them.  
a) to play; b) playing; c) make play; d) having played.
31. We haven't managed to meet... three years.  
a) since; b) for; c) after; d) last.
32. Nothing is wrong,...?  
a) can it; b) is it; c) isn't it; d) can't be.
33. A meeting of the society will be ... on Tuesday evening at 6 o'clock.  
a) made; b) taken; c) held; d) placed.
34. May I apologize ... being so late?  
a) myself for; b) for; c) -; d) myself.
35. All the furniture in this room ... antique.  
a) are; b) are made of; c) have; d) is.
36. ... traffic in the city center.  
a) There's always many; b) It is always heavy; c) There's always heavy; d) It is always much.
37. You'll find the travel agency ... the end of the street.  
a) by; b) in; c) on; d) at.
38. She ... the piano since she was ten.  
a) has been playing; b) is playing; c) has played; d) had played.
39. Doing these exercises may be good ... me, but I hate every minute of it.  
a) to; b) for; c) on; d) at.
40. She heard Miss Drake ... that Ann was really happy.  
a) tell; b) to tell; c) say; d) to say.
41. You have bought a FIAT. You ... a BMW.  
a) should have bought; b) would have bought; c) had better buy; d) would rather have bought.
42. Poor Jack — he lost his homework, and he ... do it again,  
a) needs; b) ought; c) shall; d) has to.
43. The food at the party was horrible, I've never eaten ... awful food!  
a) such a; b) such; c) such an d) so.

44. "I'm not very hungry". — "..."  
 a) Neither do I; b) I am; c) So am I; d) Nor I am.  
 45. The... from London to Bristol takes two hours by car.  
 a) travel; b) journey; c) voyage; d) driving.  
 46. Open the window, ... you?  
 a) must; b) need; c) will; d) do.  
 47. You must try not to ... so many mistakes.  
 a) do; b) tell; c) make; d) perform.  
 48. Helen asked me if... the film called "Star wars".  
 a) have I seen; b) have you seen; c) had I seen; d) I had seen.  
 49. I promise that I... to work on time every morning in future,  
 a) get; b) am getting; c) will get; d) would get.  
 50. I'm not going to tell you the reason ... my decision,  
 a) to; b) with; c) on; d) for.

**USE OF GRAMMAR** answers.

1-c; 2-a; 3-d; 4-a; 5-c; 6-c; 7-b; 8-b; 9-b; 10-b; 11-d; 12-d; 13-d; 14-c; 15-c; 16-a; 17-b; 18-b; 19-d; 20-c; 21-c; 22-c; 23-b; 24-c; 25-c; 26 — a; 27-c; 28-a; 29-c; 30-b; 31-b; 32-b; 33-c; 34-b; 35-d; 36-c; 37-d; 38-a; 39-b; 40-c; 41-a; 42-d; 43-b; 44-b; 45-b; 46-c; 47-c; 48-d; 49-c; 50-d.

**Task 1 Read the dialogues and dramatize them in class**

1. – Can you do me a favor, Jim? Would you mind introducing me to Miss Jones?
  - Oh, yes, with pleasure, though it's rather strange you don't know each other yet.
  - I just didn't have a chance to get acquainted with her. Is she a nice girl?
  - Yes, of course, and she has a very nice dog.
2. – James, may I introduce Henry Brown? Mr. Smith, a friend of mine.
  - How do you do, Mr. Richardson?
  - How do you do, Mr. Brown?
 (They shake hands)

**Task 2 Expand the situation introduced by the opening**

1. – How do you do, Mr. Jones?
  - How do you do, Mr. Hardy?
  - Sit down, please. What can I do for you?

**Task 3**

**Вставьте в предложения подходящую форму местоимения, переведите предложения:**

|         |         |           |         |          |         |          |
|---------|---------|-----------|---------|----------|---------|----------|
| A – I   | B – you | C – he    | D – she | E – it   | F – we  | G – they |
| H – him | I – her | J – me    | K – us  | L – them | M – our | N – your |
| O – his | P – my  | Q – their |         |          |         |          |

1. Mr. Stanley has a very friendly family. ... sons live with .....
2. Men's health depends upon ... life style.
3. Susan likes ... friends.
4. The students have practice now. ... plant different trees.
5. Alice asked ... brother where ... had to meet ... friends.
6. Jane and ... friend are painting the ceiling now. ... are going to finish this work tomorrow.
7. Who is speaking? It's ....., Peter
8. The teacher has corrected ... composition.
9. Mary's parents went to see ... friends.
10. Have ... been to Niagara Falls? Yes, ... have been there twice.
11. Is Pete at home? Can ... speak to ...?
12. Richard has passed his entrance examinations successfully and now ... is a student.
13. Look up into the sky! ... is so marvelous.
14. Primrose didn't know what to give grandfather on ... birthday.
15. The man was very old, but ... was strong and worked a lot.
16. ... parents are so old. Who will look after ....?

17. Jessica can never see the blackboard because the tall boy always sits in front of ....
18. Mother said: "... spent all ... money on ... children's education."
19. Gregory met ... wife when ... was working at ... hospital.
20. Don't worry! All ... expenses will be paid.

#### Task 4 Form the plural of the nouns in brackets.

Поставьте данные в скобках существительные во множественное число.

"(Woman) ..... and (cat) ..... will do as they please, and (man) ..... and (dog) ..... should relax and get used to the idea." (Robert Heinlein)

#### How do the following nouns form their plural?

Как образуют множественное число следующие существительные?

|               |             |
|---------------|-------------|
| shelf..... ,  | bus.....    |
| church ....., | lorry ..... |
| sheep .....,  | photo ..... |
| foot .....,   | baby .....  |
| hero..... ,   | berry ..... |
| tomato ....., | pony .....  |
| radio..... ,  | toy.....    |
| thief .....,  | video ..... |
| tooth..... ,  | wife .....  |

#### Tick (✓) the words which normally have plurals in English.

Отметьте слова (✓), которые в английском языке имеют форму множественного числа.

- ☐ wall ☐ air ☐ picture ☐ machine  
☐ tea ☐ time (раз) ☐ hour ☐ river  
☐ friend ☐ copper ☐ cheese ☐ teacher  
☐ glass ☐ glass ☐ paper ☐ paper  
 (стакан) (стекло) (бумага) (газета)  
☐ music ☐ coffee ☐ armchair ☐ gold  
☐ ship ☐ milk ☐ ice ☐ furniture  
☐ butter ☐ happiness ☐ tree ☐ ink  
☐ money ☐ coin ☐ university ☐ meat  
☐ assistance ☐ assistant ☐ darkness ☐ time (время)  
☐ wood ☐ wood  
 (древесина) (лес)

#### Task 5

Complete the sentences with the noun in brackets using A/AN or a plural form of the noun where possible. Поставьте существительное в скобках во множественное число или используйте артикль A/AN, где это возможно.

1. You never have ..... (time) to talk to me. I called you several ..... (time) yesterday.
2. Could you give me ..... (glass) of water, please? My husband has to wear ..... (glass). I can't send this thing to you by post, it is made of ..... (glass).
3. I need a piece of ..... (wood). The cottage is located nicely. There is ..... (wood) and a lake in the walking distance.
4. I'm allergic to ..... (chicken). I'll draw you ..... (chicken) if you eat your porridge, Mary.
5. .... (beauty) is a great force. Your younger daughter is going to be ..... real (beauty). All my daughters are ..... (beauty).
6. Anne doesn't eat ..... (cake), it's too fattening, but she brought ..... (cake) and ..... (bottle) of wine to the party.
7. Is it made of ..... (iron) or plastic? I need ..... (iron) to press the suit.

Match the words. Make possessive forms of the words in List 1 to combine them with the words in List 2. Образуйте формы притяжательного падежа от слов в списке 1, в списке 2 найдите слово, сочетающееся с ним по смыслу.

**List 1** teachers ☐ actress ☐ Tom ☐ hairdresser children ☐ our dog ☐ doctor ☐ women girls ☐ Anne and Oliver ☐ Doris parents ☐ sheep

**List 2** phone number ☐ habit ☐ last name toys ☐ surgery ☐ school ☐ club ☐ home

wool □ room □ career □ name □ car

**Underline the correct noun group.** Подчеркните правильное сочетание существительных.

- |                                           |                                                    |
|-------------------------------------------|----------------------------------------------------|
| 1. a cake of chocolate / a chocolate cake | 6. the company office / the company's office       |
| 2. bar soap / a bar of soap               | 7. the cat tail / the cat's tail                   |
| 3. Russia's history / the Russia history  | 8. disks of a computer / computer disks;           |
| 4. a telephone's box / a telephone box    | 9. Mr Green music lesson / Mr Green's music lesson |
| 5. soup of vegetables / vegetable soup    | 10. industry of oil / oil industry                 |

**Rewright each phrase using the correct genitive form.** Напишите фразы, используя в каждой из них соответствующую форму, обозначающую принадлежность предмета.

1. (Oliver) son – Oliver's son;
2. (Canada) national football team .....
3. (the frame) picture .....
4. (a week) holiday .....
5. (bus) station .....
6. (Jeremy and Jessica) elder sister .....
7. (children) toys .....
8. (space) rocket .....
9. (the women) changing room .....
10. (the Walkers) party .....
11. (the key) the car .....
12. (fruit) tea .....
13. (the managers) meeting .....
14. (leather) shoe .....

### Task 6

Дополните предложения необходимой формой глагола to be (am, is, are) /to have (has), переведите предложение:

1. Philip ... a student
2. In the evening he ... dinner with his mother.
3. For breakfast she ... tea, bread and butter and bacon and eggs.
4. We ... English classes twice a week.
5. In front of the cottage there ... a tennis court.
6. Stop talking. Our lesson ...not over.
7. I ... tired today.
8. You ... a teacher, ... not you?
9. All will agree that the dog ... the best companion for children.
10. Your sister ... not come yet.
11. Your new dress ... nice, your shoes ... nice too.
12. We ... many interesting books on geodesy.
13. My mother ... a very nice hat.
14. How old ... you?
15. Excuse me, I ... very late.
16. ... you going to become a good specialist?
17. Her brother ... two children.
18. This girl ... many friends at university.
19. My younger son's name ... Michael.
20. These rooms ... very light.

### Task 7

**Match the names of goods with the places where they can be bought**

- |                          |                    |
|--------------------------|--------------------|
| 1. a prescribed medicine | a) the stationery  |
| 2. a book                | b) the millinery   |
| 3. bread and cakes       | c) the newsagent's |
| 4. fish                  | d) the florist's   |

- |                                  |                             |
|----------------------------------|-----------------------------|
| 5.flowers                        | e) the chemist's            |
| 6.writing paper, pens and files  | f) the butcher's            |
| 7.a woman's hat                  | g) the fishmonger's         |
| 8.newspapers and magazines       | h) the bookshop / bookstore |
| 9.fresh meat                     | i) the baker's              |
| 10. cigarettes and matches       | j) the off-license          |
| 11.very old furniture            | k) the boutique             |
| 12.stamps                        | m) the pet shop             |
| 13. tools                        | n) the antique shop         |
| 14. vegetables and fruit         | o) the tobacconist's        |
| 15.wine and other alcohol drinks | p) the green-grocer's       |
| 16. tea, biscuits, butter        | q) the post office          |
| 17. a dog or a cat               | r) the ironmonger's         |
| 18. fashionable clothes          | s) the grocer's             |

**Match the following phrases of quantity with the nouns they go with. Bear in mind that some phrases of quantity can go with different products.**

|                |                          |                |                      |
|----------------|--------------------------|----------------|----------------------|
| 1. a jar of    | a) yoghurt               | 12.a tube of   | l) bananas/grapes    |
| 2. a kilo of   | b) milk                  | 13.a roll of   | m) flour             |
| 3. a bottle of | c) cheese                | 14.a bunch of  | n) margarine         |
| 4. a packet of | d) tuna                  | 15.a packet of | o) potatoes          |
| 5. a carton of | e) jam/honey             | 16.a bag of    | p) toilet paper      |
| 6. a loaf of   | f) bread                 | 17.a box of    | q) cookies/ biscuits |
| 7. a piece of  | g) ketchup/sunflower oil | 18.a pack of   | r) film              |
| 8. a bar of    | h) butter/rice/spaghetti | 19.a roll of   | s) matches           |
| 9. a tin of    | i) juice                 | 20.a packet of | t) cornflakes        |
| 10. a pot of   | j) meat/fish             | 21.a bag of    | u) cigarettes        |
| 11. a can of   | k) chocolate/soap        | 22. a tub of   | v) toothpaste        |

**Read and retell the text:**

### **Shops and shopping**

Shops play an important role in our life. People cannot do without them. When people want to buy something, they go to shops where various goods are sold. Through the shop-window we can see what is sold in this or that shop.

At the grocer's you can buy sugar, tea, coffee, salt, pepper, ham, bacon, sausages, frankfurters and so on. Bread is sold at the baker's, meat at the butcher's. We go to the greengrocer's for vegetables and fruit. Cakes and sweets are sold at the confectioner's. When we want to buy clothes we go to men's and ladies clothes shop. We buy boots and shoes at the footwear shop. We buy jewelry at the jeweler's. We buy books at the bookseller's.

A salesman, salesgirl or saleswoman usually stands behind the counter. The cashier sits at the cash desk. The salesman or salesgirl weighs the goods, which are not packed on the scales, and tells the price. People who often come to buy different things in the shop are called customers.

Some shops may have many departments. These shops are called department stores or supermarkets. Supermarkets are self-service stores with departments for different food products. Supermarkets sell thousands of food products: meat, fresh fruits and vegetables, dairy products, canned groceries, bakery items, delicatessen items, and frozen food. Some supermarkets also have seafood and alcohol. In some supermarkets you can also buy household goods. The supermarkets are located in shopping centers or malls and along main roads. Supermarkets are popular because they save time, have low prices and variety of products in one place. There you can buy almost everything you need.

**Answer the questions:**

1. Do shops play an important role in our life?
2. Where do people go when they want to buy something?
3. What can we see through the shop-window?
4. What can we buy at the grocer's?
5. What can we buy at the baker's?
6. What can we buy at the greengrocer's?

7. What can we buy at the butcher's?
8. What can we buy at the confectioner's?
9. What can we buy at the footwear shop?
10. What can we buy at the bookseller's?
11. Where do the customers pay for the goods at the self-service shops?
12. What is a supermarket?

### Task 8

#### Remember the following phrases:

|                                         |                                         |
|-----------------------------------------|-----------------------------------------|
| What can I do for you?                  | Чем я могу быть полезен?                |
| May I be of assistance?                 | Вам помочь?                             |
| Are you being served?                   | Вас обслуживают?                        |
| What size do you take in shoes /a suit? | Какого размера туфли/ костюм Вы носите? |
| It's in fashion.                        | Это модно.                              |
| It's out of fashion.                    | Это немодно.                            |
| It's the latest fashion (style).        | Это последняя мода.                     |
| It's out of season.                     | Это не по сезону.                       |
| It suits you perfectly.                 | Это Вам очень идет.                     |
| It's cheap.                             | Это дешево.                             |
| It's too dear (expensive).              | Это слишком дорого.                     |
| It's a bargain.                         | Это выгодная покупка                    |

#### Give it a name:

1. We wear it if it is cold. 2. We take it if it rains. 3. We put them on our hands. 4. We put it on our heads. 5. We put them on our feet. 6. Women put them on their legs.

#### Fill in the blanks:

1. Please ... another dress. This one is too big for you. 2. The farmers sell fruit and vegetables at the ... 3. The ... will give you the hat you have bought. 4. How much does this ice-cream ... ? 5. The ... of these sweets is three dollars a kilogram.

#### Answer the following questions:

1. When do you usually go shopping?
2. Where do you go shopping?
3. What have you bought today in the way of food?
4. What have you bought in the way of manufactured goods?
5. What do you buy at a grocer's shop (baker's, butcher's shop, fishmonger, flower-shop)?
6. What things are sold at a haberdashery (jeweler's, bookseller's)?
7. What presents did you receive for birthday?
8. Which is the best shop in your city (town)?
9. What can you buy at a market?
10. What things do you wear in winter (in summer)?

#### Read and dramatize the following dialogues:

Salesclerk: May I help you?  
 Woman: Yes. How much are these socks, please?  
 Salesclerk: Six dollars.  
 Woman: Oh, that's too expensive. How much are the cotton ones?  
 Salesclerk: They are 2 dollars.  
 Woman: O. K. I'll take those.

A: What can I do for you?  
 B: I'd like some shoes.  
 A: What size, please?  
 B: Five, please.  
 A: Here you are.  
 B: Thank you.

- A: What can I do for you?  
 B: I want to buy a coat.  
 A: What colour would you like?  
 B: I'd prefer a plum coloured coat.  
 A: Try this one.  
 B: I can't say that I like it. It's much too shorter .  
 A: Try this grey one.  
 B: It isn't quite what I want. I'd like something of a better quality.  
 A: What do you think of this model?  
 B: This one fits very well. How much does it cost?  
 A: 70 dollars.  
 B: Well, I'll take this one.  
 A: Shall I wrap up the coat?  
 B: No, thank you, you needn't. I'll put it on.

### Task 9

Scan through the text to grasp its general idea.

#### HAZARDOUS CARGO

Under certain conditions, almost any material can possess hazardous qualities. Flour dust can explode, and grain in elevators can self-ignite and burn. Special care is needed to handle these and many other substances. There are governmental regulations involving the movements of hazardous materials, which are often classified into seven categories:

- 1) explosives;
- 2) compressed gases;
- 3) flammable liquids;
- 4) oxidizers;
- 5) poisons;
- 6) radioactive materials;
- 7) corrosive materials.

The specific requirements differ for each hazardous commodity, but all of them involve labeling, packaging and repackaging, placing warnings on shipping documents, and notifying carriers in advance. A common requirement on transferring flammable materials is that the vehicle and the receiving or discharging device both be electrically grounded. Care must be taken to properly clean tanks, pumps, hoses, and cleaning apparatus to avoid contamination of the next cargo that is handled.

2. Match the English words or phrases to their Russian equivalents.

- |                        |                           |
|------------------------|---------------------------|
| 1. hazardous qualities | a. зерно                  |
| 2. to explode          | b. предупреждение         |
| 3. grain               | c. обращаться, иметь дело |
| 4. self-ignite         | d. заземлять              |
| 5. to handle           | e. опасные свойства       |
| 6. warnings            | f. разгружать             |
| 7. in advance          | g. загрязнение            |
| 8. to discharge        | h. взрывать(ся)           |
| 9. to ground           | i. заблаговременно        |
| 10. contamination      | j. Самовоспламеняться     |

Translate the phrases into English.

Особые требования; приклеивать ярлыки; определенные условия; огнеопасные материалы; не допускать загрязнения; насосы и шланги; сжатые газы; уведомлять перевозчиков; разгружающее устройство.

In the text find the words which have the same meaning.

- сжатые газы  
 взрывчатые вещества

радиоактивные материалы  
яды  
огнеопасные жидкости  
коррозионные (едкие) материалы  
окислители

### Task 10

**Read and translate the following text.**

#### TRADING

To explore trading, one must define the term and explain the environment in which it occurs 1 . At its core 2 , trading is executing 3 buy and sell 4 transactions 5 in the financial markets. This can be done through an individual 6 account 7 such as those with a stock brokerage ['brəʊk(ə)rɪdʒ] firm 8 , or via ['vaɪə] an institutional operation like that of a bank, investment house 9 , or corporate treasury department. There are a great many financial instruments and markets by means of which transactions are exchanged 10 on an ever increasingly global scale.

Actually, the aforementioned 11 transactions are often not executed by those whose accounts they are to benefit, but rather through some kind of intermediary. An example is a floor trader 12 buying stock on behalf of an individual through a brokerage account 13.

The working definition of 'trading' is, in general terms, 'the purchase 14 and/or sale of financial vehicles 15 ['vi:ɪk(ə)l] for the purposes of pursuing 16 [pə'sju:] speculative profits'. This is not the sole purpose of trading; of course, it provides a comprehensive 17 point of reference 18 for the diversity 19 of trading that actually takes place in the modern markets.

It should be noted that the terms 'trading' and 'investing' can be considered interchangeable. They are often given slightly different definitions, and one could go into a lengthy discourse 20 defining the differences. As a result, though we use the term 'trading', the principles discussed are equally applicable 21 to 'investing'.

(Forman J. The Essentials of Trading. From the Basics to Building the Winning Strategy. – New Jersey: John Willie & Sons Inc., 2006. – P. 23.)

#### NOTES

- 1 to occur [ə'kɔ:] – происходить; иметь место; возникать;
- 2 core ['kɔ:] – суть; сущность; (at its core – по своей сути);
- 3 to execute ['eksɪkjʊ:t] – осуществлять; совершать;
- 4 buy and sell – купля-продажа;
- 5 transaction [træn'zækʃ(ə)n] – сделка; операция;
- 6 an individual – физическое лицо;
- 7 account – счет; оплата; аккаунт;
- 8 a stock brokerage firm a stock brokerage firm – брокерская фирма фондовой биржи;
- 9 investment house – инвестиционная компания;
- 10 to exchange – осуществлять обмен; обменивать;
- 11 aforementioned [ə'fo:menʃ(ə)nd] – вышеупомянутый;
- 12 floor trader – биржевой маклер, осуществляющий операции за собственный счет; член биржи;
- 13 brokerage account – брокерский счет;
- 14 purchase ['pɜ:tʃɪs] – покупка; приобретение;
- 15 financial vehicle – канал финансирования; механизм финансирования; финансовые активы;
- 16 to pursue – преследовать цель; добиваться;
- 17 comprehensive – детальный; полный; всесторонний;
- 18 reference – обзор; источник; (point of reference – ссылка, ориентир);
- 19 diversity [daɪ'vɜ:sɪti] – разнообразие; многообразие; (diversity of trading – разнообразие торговли);
- 20 go into a lengthy discourse ['disko:s] – уходить в пространные рассуждения;
- 21 applicable [ə'plɪkəb(ə)l] – применимый; соответствующий.

#### In the text find the English equivalents for the following words

- 1) рассматриваются как взаимозаменяемые
- 2) много финансовых инструментов и рынков
- 3) осуществление сделок купли-продажи
- 4) не единственная цель торговли

- 5) дать определение термину
- 6) чтобы изучить торговлю
- 7) с целью получения спекулятивной прибыли
- 8) можно уйти в пространные рассуждения
- 9) в равной степени применимы к
- 10) через институциональные операции

### Answer the following questions

1. Where are buy and sell transactions executed?
2. Which way are transactions usually done?
3. Can the terms 'trading' and 'investing' be considered interchangeable?
4. What actually takes place in the modern markets?
5. Are the principles of 'trading' and 'investing' equally applicable?

### Task 11

Прочитайте и переведите текст.

#### Price

In ordinary usage, price is the quantity of payment or compensation given by one party to another in return for goods or services.

In all modern economies, the overwhelming majority of prices are quoted in (and the transactions involve) units of some form of currency. Although in theory, prices could be quoted as quantities of other goods or services this sort of barter exchange is rarely seen.

Price can sometimes alternatively refer to the quantity of payment requested by a seller of goods or services, rather than the eventual payment amount. This requested amount is often called the asking price or selling price, while the actual payment may be called the transaction price or traded price. Likewise, the bid price or buying price is the quantity of payment offered by a buyer of goods or services, although this meaning is more common in asset or financial markets than in consumer markets.

Economists sometimes define price in a more general or abstract sense to the widely understood definition above. According to this view, price is defined as the ratio between the quantity of goods that are exchanged for each other in a transaction.

For example, consider the case of two people exchanging goods, say 5 apples for 2 loaves of bread. An economist might say that the price of apples was  $2/5 = 0.4$  loaves of bread. Likewise, the price of bread would be  $5/2 = 2.5$  apples. Hence if we consider that currency is simply another type of good like apples or bread, then this conception forms the general case of the widely held definition outlined above.

However it is far from clear that this generalisation serves any useful purpose at all. As noted above, in all real economies prices are virtually always quoted in (and transactions always involve) units of currency. Hence, an alternative view is that the most basic and general definition of price is that involving exchange of goods or services for money, and that the exchange ratio between two goods is simply derived from the two individual prices.

The exchange ratio is sometimes referred to as the real price, while the price quoted in money referred to as the nominal price.

This distinction is sometimes made to make sense of inflation. When all prices are quoted in terms of money units, and the prices in money units change more or less proportionately, the ratio of exchange may not change much. In the extreme case, if all prices quoted in money change in the same proportion, the relative price remains the same.

It is now becoming clear that the distinction is not useful and indeed hides a major confusion. The conventional wisdom is that proportional change in all nominal prices does not affect real price, and hence should not affect either demand or supply and therefore also should not affect output. The new criticism is that the crucial question is why is there more money to pay for the same old real output. If this question is answered, it will show that dynamically, even as the real price remains exactly the same, output in real terms can change, just because additional money allow additional output to be traded. The supply curve can shift such that at the old price, the new higher output is sold. This shift if not possible without additional money.

From this point of view, a price is similar to an opportunity cost, that is, what must be given up in exchange for the good or service that is being purchased. For example, if  $x=1$  and  $y=2$ , the relative price of  $x$  in terms of  $y$  is 2, and the price of  $y$  in terms of  $x$  is 0.5.

Соотнесите слова и их определения.

|                |                                                                   |
|----------------|-------------------------------------------------------------------|
| 1. output      | a. an amount of money that must be paid                           |
| 2. transaction | b. the amount of goods or work produced                           |
| 3. buyer       | c. what you earn by working and can use to buy things             |
| 4. payment     | d. a business deal or action, such as buying or selling something |
| 5. money       | e. someone who buys something                                     |

## Task 12

Напишите письмо-запрос на нижеприведенное письмо.

You have received a letter from the Organizing Committee of the conference you would like to take part in. Write a letter to Dan Craft, in your letter ask the following:

- a) the date of the conference;
- b) the exact address of the conference;
- c) the deadline for applying papers.

Sergey Ivanov  
14, Kuznetskaya Street,  
Moscow,  
Russia  
452450

Dear Mr. Ivanov,

We invite you to take part in the 9th Annual European Financial Services Conference – “***A new deal between finance and society***” - will focus on the reform of the financial services sector since the crisis of 2008, at both an EU and a global level.

Sessions will focus on:

- Has Europe’s financial sector put its economy in order?
- Assessing the EU’s regulation effort
- Charting progress towards a new global structure.

Now widely regarded as the premier annual financial services gathering in Brussels, the European Financial Services Conference brings together more than 400 senior bankers and policy-makers from around the world to debate issues affecting European and global financial markets.

Registration is free of charge but with interest expected to be very high, we advise you to register early to secure your place.

For more information contact:

Dan Craft  
Director  
**Forum Europe**  
18, High Street  
Cardiff  
UK

Best regards,  
Dan Craft

## 6. Примеры оценочных средств для проведения промежуточной аттестации

### 6.1 Примеры тестовых заданий

#### Вариант 1

Выберите правильный вариант:

1. She ....a secretary.  
a) is                      b)are                      c)have                      d)were
2. ....swine is big.  
a)these                      b)those                      c)this                      d)its
3. He....taking his dog for a walk.  
a)were                      b)is                      c)have                      d)shall be
4. We know their names, but they don't know .....  
a)us                      b)our                      c)ours                      d) we
5. Are these ..... coats?  
a)yours                      b)your                      c)you                      d) us
6. Gina gave ..... the wrong phone number just for fun.  
a)he                      b)him                      c)his                      d) he's
7. We have a large garden. Do you know where ..... garden is?  
a)us                      b)our                      c)ours                      d) our's
8. I like that camera. I am going to buy .....  
a)she                      b)it                      c)its                      d) he
9. This is not my pencil; ..... is blue.  
a)my                      b)mine                      c)me                      d)mines
10. My room is bigger than hers, but ..... is nicer.  
a)she                      b)her                      c)hers                      d)her's
11. Will you give me his telephone number? I don't know .....  
a)him                      b)its                      c)it                      d)hers
12. I gave her my address and she gave ..... hers.  
a)my                      b)mine                      c)me                      d)I
13. I don't like dogs. I am afraid of .....  
a)they                      b)them                      c)their                      d)theirs

**Преобразуйте предложения, употребляя оборот *there is / are*:**

- a) 1. This city has many monuments. 2. Our town has no theatres. 3. This family has two children.  
4. Our group has many good pupils. 5. Every week has seven days and every year has twelve months.  
6. She has a lot of English books in her library.
- b) 1. The dog is in the room. 2. The children are in the yard. 3. The students are in the laboratory. 4. The car is near the house. 5. The bench was under the tree. 6. A lot of people will be at the stadium tomorrow.

**Употребите глаголы *to be* или *to have* в нужной форме:**

1. There is no school in this village and the children go to the school which ... two miles away.
2. How old ... you? I ... 17.
3. ... you English lessons twice a week? – Yes, we ...
4. I ... no time to help you yesterday. I ... very sorry about it.
5. We ... a conference tomorrow. So I ... busy with my report today.
6. My sister ... a second-year student of the Law Faculty.
7. What ... you fond of? My hobby ... drawing.
8. Will you ... any lectures tomorrow?
9. Physics ... my favorite subject at school.
10. He ... a lot of trouble with his car yesterday.
11. My grandfather ... short grey hair but my grandmother's hair ... long and thick.  
Your glasses ... on the table.

#### Вариант 2

Выберите правильный вариант:

1. The ..... comes everyday.  
a)postman                      b)postmen                      c) postmans                      d)postmens
2. There are a lot of .... in the forest .

3. ....play in the yard.  
a)the child      b)a child      c)children      d)childrens
4. The Browns are my ....  
a)neighbors      b)neighbor      c)a neighbor      d)the neighbor
5. My ....works at school.  
a)sisters      b)the sisters      c)the sister      d)sister
6. ....speak English well.  
a)student      b)students      c)he d)she
7. We work five ... a week.  
a)day      b)a day      c)the day      d)days
8. My .....lives not far from her.  
a)mothers' friend      b)mother friend's      c)mother friends'      d)mother's friend
9. Our ....is light.  
a)friend's rooms      b)friends' room      c)friend's room
10. ....is not elected every four years.  
a) Britain's Queen      b)Britains' Queen      c)Britain Queen's      d) Britain Queens'
11. Prime Minister is the....  
a)Parliament's the head b)head's Parliament      c)Parliament's head      d)Parliament head
12. ....was moved to Moscow.  
a) Russias' capital      b)Russia's capital      c)Russia capital's      d)Russia capitals'
13. The ....will arrive tomorrow.  
a)country's delegations      b)country's delegation      c)delegation's country      d)delegations' country
14. My ..... are at home.  
a)children's brother      b)brother's childrens      c)brother's child      d)brother's children
15. He received his ....  
a)friends' letter b)friend's letter's      c)letter's friend d) friend letters
16. Our....is brown.  
a)teachers' tables      b)table's teacher      c)teacher's table      d) table's teachers
17. My..... is new.  
a)mothers' umbrellas      b)mother's umbrella      c)umbrella's mother      d)umbrellas' mother
18. The interesting thing about ..... is all the roads that they built in Britain.  
a) Romans      b) a Romans      c) the Romans      d) Roman

**Употребите глаголы, данные в скобках, в Present Indefinite:**

1. We (read) the newspaper in class every day.
2. He always (prepare) his homework carefully.
3. We always (play) tennis on Saturdays.
4. She (speak) several foreign languages.
5. The children (play) in the park every afternoon.
6. Helen (work) very hard.
7. They (take) a lot of trips together.
8. We always (travel) by car.
9. I (eat) lunch in the cafeteria every day.

### Вариант 3

**Choose the right variant.**

1. Have you ever visited other countries? - Yes, I... to Italy and France.  
a) was                                  c) had been  
b) have been                        d) would be
2. I feel really tired. We ... to the party last night and have just returned home.  
a) went                                 c) had seen  
b) has gone                          d) was going
3. At the beginning of the film I realized that I ... it before.  
a) see                                  c) had seen  
b) saw                                 d) have seen

4. When the bus stopped in the small square, Helen ... her magazine and didn't realized at first that she had arrived at her destination.

- a) read                                      c) was reading
- b) reads                                    d) had read

5. My sister's son ... in tomorrow's race, because he is too young. They do not allow riders under sixteen.

- a) won't ride                              c) wouldn't ride
- b) shan't ride                            d) doesn't ride

6. A beautiful bridge ... in our city. It will be finished next year.

- a) builds                                    c) is being built
- b) is built                                  d) has been built

7. It has been raining for two hours. I hope it ... raining soon.

- a) stops                                    c) would stop
- b) shall stop                              d) stop

8. Television has many advantages. It keeps us informed about the latest news, and also ... entertainment at home.

- a) provide                                  c) is provided
- b) provides                                d) provided

9. On the other hand television ... for the violent behavior of some young people, and for encouraging children to sit indoors, instead of doing sports.

- a) blames                                  c) is blamed
- b) blamed                                  d) would blame

10. Some millionaires have lots of money and ... what to do with it.

- a) don't know                              c) won't know
- b) didn't                                    d) knows

11. How ... at college? You didn't say much about it in your last letter.

- a) do you get on                            c) will you get on
- b) are you get on                           d) are you getting on

12. When you ... in this city again? - In a month.

- a) arrive                                    c) have you arrived
- b) arrived                                  d) will you arrive

13. Every time that I miss the bus, it means that I ... walk to work.

- a) has to                                    c) had to
- b) have to                                  d) could

14. Every time when I missed the bus, I ... to return home late.

- a) must                                    c) can
- b) had                                        d) may

15. That was great! It was ... meal you have ever cooked.

- a) good                                    c) best
- b) better                                   d) the best

16. This exhibition is ... interesting than the previous one.

- a) little                                    c) least
- b) less                                       d) the least

17. We saw ... good film last night. The film was about the love of a girl to her cat and dog.

- a) a                                          c) -
- b) the                                        d) an

18. Everybody agrees that ... happiness is very important in the life of people.

- a) -                                          c) a
- b) the                                        d) many

19. In the past people lived in ... harmony with the environment.

- a) a                                          c) the
- b) an                                        d) -

20. When they arrived ... the station, they rushed to the platform not to miss the train.

- a) to                                          c) in
- b) at                                         d) for

**Вариант 4****Choose the right variant.**

1. When you ... older, you'll change your mind about this.  
a) will grow                      c) have grown  
b) grow                            d) grew
2. By the time the police get there, the burglars ... .  
a) vanish                        c) will have vanished  
b) will vanish                  d) vanished
3. As soon as the taxi arrives, I ... you know.  
a) let                                c) had let  
b) have let                        d) will let
4. My friend has been writing to me for years already, but he never ... a photo.  
a) sends                            c) will send  
b) has sent                        d) sent
5. Why are you busy packing? - My train ... in two hours, so we'll leave the house in an hour.  
a) is leaving                      c) leaves  
b) will be leaving                d) left
6. When was this building finished? - They say it ... by the end of last year.  
a) had been finished            c) will be finished  
b) was finished                  d) finishes
7. I thought that I ... my key and was very glad when I found it.  
a) lose                                c) had lost  
b) lost                                d) was losing
8. What's the matter? You look upset. Last week I lost my scarf and now I just ... my gloves.  
a) lost                                c) had lost  
b) have lost                        d) lose
- 9.1 ... for this bank for five years already but I have decided to change my job.  
a) am working                    c) have been working  
b) has worked                    d) worked
10. Martin said that he ... the tickets the next day.  
a) bought                            c) will buy  
b) had bought                    d) would buy
11. The house opposite our college ..., that's why we are using the back entrance at present.  
a) pulls down                      c) is being pulled down  
b) is pulled down                d) pulled down
12. You ... an umbrella when you left the house, didn't you?  
a) have                                c) had had  
b) was having                      d) had
13. By the time we got to the cinema the film ... .  
a) will begin                        c) had begun  
b) would begin                    d) began
14. Is there anything I ... do to help you?  
a) can                                c) am to  
b) may                                d) as to
15. The last film I saw was ... frightening than this one.  
a) little                                c) least  
b) less                                d) the least
16. Someone is calling you. Will you answer ... phone?  
a) a                                      c) -  
b) the                                  d) these
17. To tell the truth I don't like ... pair of trousers that I bought last month.  
a) those                                c) that  
b) this                                d) a
18. Whose house is it? - It's ... .  
a) my                                    c) her  
b) mine                                d) our
19. Today is ... cold than yesterday. So, I'm wearing my



- a) can                                  c) must  
b) was able to                      d) had to
18. That's an easy question! ... knows the answer!  
a) All                                  c) Each  
b) Everybody                      d) Every
19. The comic told silly jokes, but nobody laughed ... him.  
a) on                                  c) at  
b) under                              d) about
20. We feel sorry ... Sam because he hasn't got any friends.  
a) for                                  c) with  
b) about                              d) by

**Вариант 6 Choose the right variant.**

1. If I ... some fish, will you cook it for me?  
a) will catch                      c) caught  
b) catch                            d) am catching
2. She said that she ... her present flat. She tried to find another one.  
a) doesn't like                      c) didn't like  
b) won't like                        d) likes
3. I saw you yesterday from the bus. Where ... you ... at that time?  
a) was hurrying                    c) had hurried  
b) were hurrying                  d) did hurry
4. I found that everything I said on the phone ... to the police.  
a) report                            c) was reported  
b) is reported                       d) had been reported
5. When I speak Italian, all the others in the class ... at me as I don't know the language well.  
a) laughed                          c) will laugh  
b) was laughing                    d) laugh
6. He ... in the Army for eighteen months. This is his last month.  
a) serves                            c) has been serving  
b) is serving                        d) have served
7. Don't make noise: the children ... to sleep.  
a) try                                c) will try  
b) is trying                         d) are trying
8. A new museum ... in the city. What a beautiful building it will be!  
a) was being built                  c) is built  
b) is being built                    d) builds
9. Two terrorists ... in New York some days ago.  
a) are arrested                      c) were arrested  
b) have been arrested              d) will be arrested
10. I ... understand this letter. Will you translate it for me?  
a) mustn't                          c) may not  
b) can't                              d) shouldn't
11. Diana's parents don't let her go to late-night disco. She ... be at home at 9 o'clock in the evening.  
a) must                               c) may  
b) can                                d) have to
12. Henry ... apologize for his bad behaviour yesterday.  
a) have to                            c) had to  
b) may                                d) is to
13. The children studied hard, and as a result they passed the exams ... of all.  
a) good                               c) best  
b) better                              d) the best
14. This is ... film I've ever seen.

- a) more interesting      c) most interesting  
 b) the most interesting    d) not interesting
15. ... old, ... sick, ... unemployed need our special care.  
 a) -      c) the  
 b) an      d) everybody
16. Someone who saw ... robbery called the-police.  
 a) -      c) the  
 b) a      d) those
17. According to this song ... we need is love.  
 a) all      c) each  
 b) every      d) some
18. We wished the bride and groom happiness in ... new life together.  
 a) there      c) theirs  
 b) their      d) these
19. Excuse me, but does this umbrella belong ... you?  
 a) to      c) at  
 b) for      d) with
20. I listened to the radio every day to know the weather forecast but I can never rely ... it.  
 a) at      c) in  
 b) to      d) on

**Вариант 7****Choose the right variant.**

1. I knew that I ... her somewhere before.  
 a) saw      c) would see  
 b) had seen      d) has seen
2. When I finally found the house, I knocked at the door but ... the answer.  
 a) don't hear      c) didn't hear  
 b) hasn't heard      d) heard
3. I went out into the garden to fetch my bike, but found that someone ... it.  
 a) stole it      c) has stolen  
 b) would steal      d) had stolen
4. When I... for the keys, I remembered that I had left them at home.  
 a) looked      c) had been looking  
 b) was looking      d) look
5. I have been working for the bank for a year already, but I ... to change my job.  
 a) decided      c) has decided  
 b) have decided      d) decide
6. They spoke so quickly that I ... what they were speaking about.  
 a) not understand      c) didn't understand  
 b) don't understand      d) hadn't understood
7. Yesterday our flight ... because of the fog.  
 a) cancelled      c) had been cancelled  
 b) was cancelled      d) has been cancelled
8. I couldn't open the office door because someone ... it.  
 a) lock      c) had locked  
 b) locked      d) would lock
9. As soon as you ... me, I will contact you.  
 a) calls      c) called  
 b) will call      d) call
- 10.1 ... him since he started working here.  
 a) have never trusted      c) trusted  
 b) had never trusted      d) trust
11. Mary will be ready soon. She ... coffee at the moment.  
 a) has      c) was having  
 b) have      d) is having
12. If we ... late for the class, our teacher will be angry with us.  
 a) is      c) will be

- b) were d) are
13. We ... in the sunshine for about half an hour when I suddenly felt sick.  
a) have been sitting c) sat  
b) were sitting d) had been sitting
14. We were disappointed as the film was ... than we expected.  
a) entertaining c) most entertaining  
b) less entertaining d) entertaining
15. We usually ask our teacher to explain ... difficult problems to us.  
a) the c) a  
b) - d) this
16. Playing ... guitar is an interesting hobby.  
a) - c) the  
b) a d) mine
17. Our city is famous for ... beautiful ancient buildings.  
a) its c) it's  
b) it d) his
18. Her hair is long and fair. Everybody admires ... .  
a) them c) they  
b) it d) its
19. You are very good ... dealing with people.  
a) in c) on  
b) at d) about
20. Last summer our neighbours decided to drive to Scotland ... a short holiday.  
a) at c) on  
b) to d) for

## Вариант 8

**Choose the right variant.**

1. When the light ... I was sitting in the armchair reading a book.  
a) goes out                      c) go out  
b) had gone out                d) went out
2. I thought I ... this film before, but I hadn't.  
a) saw                          c) had seen  
b) seen                         d) have seen
3. Why haven't you brought me the letters for signature? ... them yet?  
a) Don't you type              c) Haven't you typed  
b) Didn't you type            d) Will you type
4. She wasn't sure whether she ... the door of her flat.  
a) locked                      c) had locked  
b) has locked                 d) didn't lock
5. I... my homework all morning and haven't finished it yet.  
a) am doing                  c) have been doing  
b) do                          d) did
6. The inspector suspected that the thief ... a special key for opening this door.  
a) uses                        c) had used  
b) has used                    d) will use
7. I was very tired. When I ... to bed, I fell asleep immediately.  
a) got                         c) had got  
b) has got                    d) will get
8. The Vikings ... to North America a thousand years ago.  
a) sail                        c) had sailed  
b) sailed                     d) have sailed
9. Thank you for your offer, but I ... not to accept it.  
a) decide                     c) have decided  
b) has decided               d) decided
10. You ... through your old photograph album for half an hour already.  
a) look                        c) have looked

- b) are looking                      d) have been looking  
 11. Nobody knows where his picture is. Perhaps, it ... .  
 a) was stolen                      c) has been stolen  
 b) will be stolen                      d) stolen  
 12. I agree. You ... apologize for not inviting him to your birthday party.  
 a) can't                      c) shouldn't  
 b) mustn't                      d) may not  
 13. Actually, today I feel ... than I did yesterday.  
 a) bad                      c) worst  
 b) worse                      d) the worst  
 14. ... people who are unemployed often feel depressed.  
 a) The                      c) A  
 b) -                      d) That  
 15. Who was the first astronaut who landed on ... Moon?  
 a) the                      c) a  
 b) -                      d) those  
 16. What happened at the end of the film? - I'm sorry to say, but I haven't seen ... film.  
 a) a                      c) -  
 b) the                      d) those  
 17. This is ... interesting exhibition I've ever visited.  
 a) more                      c) less  
 b) most                      d) the most  
 18. Would you mind waiting ... minutes?  
 a) few                      c) little  
 b) a few                      d) a little  
 19. I'm ... interested in languages than in mathematics,  
 a) much                      c) little  
 b) many                      d) less  
 20. The students often translate English texts ... Russian.  
 a) to                      c) into  
 b) in                      d) on

### Вариант 9

#### Choose the right variant.

1. My mother ... strawberries for years but she has never had such a good crop before.  
 a) grow                      c) has been growing  
 b) grew                      d) had grown  
 2. Helen got off the bus and walked into the bank when she realized that she ... her handbag on the bus.  
 a) left                      c) has left  
 b) had left                      d) leaves  
 3. You are a great cook! This cake ... wonderful as usual.  
 a) taste                      c) will taste  
 b) tasted                      d) tastes  
 4. I cut my finger when I ... the potatoes.  
 a) am peeling                      c) was peeling  
 b) have peeled                      d) will peel  
 5. The students ... not to be late for their classes.  
 a) ask                      c) are asked  
 b) asked                      d) are asking  
 6. Yesterday, while Jane ... she broke two cups.  
 a) wash up                      c) was washing up  
 b) washes up                      d) has washed up  
 7. Be attentive and more serious. You always ... something!  
 a) lose                      c) have lost  
 b) are losing                      d) have been losing  
 8. What ... you ... when I phoned you last night?

a) has been taken                      c) had been taken  
b) was taken                              d) is taken

2. Most of the young people left this village a long time ago and nobody ... yet.  
a) returned                                c) had returned  
b) has returned                          d) was returned

3. The police suspected that Bill himself had broken the window at his house because he wanted  
e them think that a burglar ... his valuable stamp collection.  
a) stole                                      c) was stealing  
b) had stolen                              d) has stolen

4. The police thought that he ... it because he needed money.  
a) did                                        c) was doing  
b) had done                                d) has done

5. If you work a bit harder, I'm sure you ... the exam.  
a) pass                                        c) have passed

- b) will pass                      d) would pass  
 6. Where are you going? I ... speaking with you yet.  
 a) not finished                  c) haven't finished  
 b) didn't finish                  d) don't finish  
 7. I didn't see where the bus stop was, so I ... the bus yesterday.  
 a) miss                              c) has missed  
 b) missed                          d) had missed  
 8. Last week a burglar broke into the house while we ... television.  
 a) watch                            c) watched  
 b) have watched                  d) were watching  
 9. When are you going to finish this translation? - I ... this translation today.  
 a) finish                            c) have finished  
 b) finished                          d) had finished  
 10. I felt really tired. We ... for two hours before we reached the nearest hotel.  
 a) walked                           c) have been walking  
 b) were walking                   d) had been walking  
 11. My father is sure that most people ... bicycles to work in twenty years' time.  
 a) shall ride                       c) ride  
 b) will be riding                   d) are riding  
 12. The plane ... take off after the fog had lifted.  
 a) must                              c) can  
 b) was able to                      d) may  
 13. Finally we ... stop: we were tired and it was dark.  
 a) can                                c) must  
 b) may                                d) had to  
 14. In the past most of the population lived in ... country.  
 a) the                                 c) -  
 b) a                                      d) this  
 15. The judge sent our neighbor to ... prison for a month.  
 a) the                                 c) -  
 b) a                                      d) an  
 16. ... English are proud of their country and that the English language is spoken all over the world.  
 a) the                                 c) an  
 b) -                                      d) few  
 17. Why have you done it? Oh, there are ... reasons for it.  
 a) much                               c) a little  
 b) little                               d) many  
 18. Sorry, but I can't hear ... of you properly.  
 a) neither                            c) nobody  
 b) either                               d) none  
 19. We were looking forward ... a quiet rest near the forest.  
 a) for                                 c) on  
 b) to                                    d) at  
 20. Our city is famous ... its beautiful ancient buildings.  
 a) of                                    c) by  
 b) for                                   d) with

### **Вариант 11**

#### **Choose the right variant.**

1. My passport ... last month, and nobody has found it yet .  
 a) lost                                c) has been lost  
 b) was lost                          d) had been lost  
 2. There's going to be an interesting art exhibition. It ... a lot of visitors.  
 a) attracts                           c) will attract  
 b) attract                            d) would attract  
 3. Have you heard the news? He ... all his exams this week.

- time.

9. We didn't know that Bill ... to Brazil the week before, and he was abroad when the burglary took place.

- a) flew c) has flown  
b) had flown d) would flow
10. I arrived in Prague in September last year. So I ... here for six months.  
a) live c) have lived  
b) lived d) will live
11. While I was wondering whether to buy the shoes or not, they ... by someone else.  
a) buy c) were bought  
b) bought d) had been bought
12. He was happy. He ... pass his driving test at the first attempt.  
a) should c) had to  
b) must d) was able to
13. At present I ... afford to go to the cinema twice a week.  
a) can't c) must not  
b) couldn't d) might not
14. We didn't think you were ... in ancient history.  
a) interested c) not interesting  
b) interesting d) less interesting
15. Every morning I listen to ... radio, but I don't like to watch TV so early.  
a) the c) -  
b) a d) these
16. ... English is the world language and the English language spoken in the USA or Australia differs from the English language spoken in Britain.  
a) the c) an  
b) - d) a
17. You are always quarreling! Stop it, ... of you!  
a) everybody c) both  
b) some d) every
18. Mr. Smith was accused of spying and put ... prison.  
a) in c) at  
b) of d) to
19. Our city succeeded ... collecting a large sum of money for charity.  
a) on c) with  
b) in d) at
20. I'm sorry ... your difficulties. Can I help?  
a) for c) about  
b) at d) on



19. They go to work by car and come home ... foot.

- [illegible]

20. The bus from Glasgow arrives ... the Central bus station.

- [illegible]

### Ключи к заданиям:

### Вариант 3

- 1) b; 2) a; 3) c; 4) c; 5) a; 6) c; 7) a; 8) b; 9) c; 10) a; 11) d; 12) d; 13) b; 14) b; 15) d; 16) b; 17) a; 18) a; 19) d; 20) b.

### Вариант 4

- 1) b; 2) c; 3) d; 4) b; 5) c; 6) a; 7) c; 8) b; 9) c; 10) d; 11) c; 12) d; 13) c; 14) a; 15) b; 16) b; 17) c; 18) b; 19) b; 20) b.

### Вариант 5

- 1) b; 2) d; 3) b; 4) d; 5) c; 6) b; 7) c; 8) d; 9) c; 10) c; 11) b; 12) b; 13) b; 14) b; 15) c; 16) b; 17) b; 18) b; 19) c; 20) a.

### Вариант 6

- 1) b; 2) c; 3) b; 4) c; 5) d; 6) c; 7) d; 8) b; 9) c; 10) b; 11) a; 12) c; 13) c; 14) b; 15) c; 16) c; 17) a; 18) b; 19) a; 20) d.

### Вариант 7

- 1) b; 2) c; 3) d; 4) b; 5) b; 6) c; 7) b; 8) c; 9) d; 10) a; 11) d; 12) d; 13) d; 14) b; 15) b; 16) c; 17) a; 18) b; 19) b; 20) d.

## Вариант 8

- 1) d; 2) c; 3) c; 4) c; 5) c; 6) c; 7) a; 8) B; 9) c; 10) d; 11) c; 12) c; 13) B; 14) B; 15) a; 16) B; 17) d; 18) b; 19) d; 20) c.

## Вариант 9

- 1) c; 2) b; 3) d; 4) c; 5) c; 6) c; 7) b; 8) b; 9) c; 10) b; 11) d; 12) d; 13) a; 14) b; 15) a; 16) b; 17) a; 18) b; 19) c; 20) c.

## Вариант 10

- 1) c; 2) b; 3) b; 4) b; 5) b; 6) c; 7) b; 8) d; 9) c; 10) d; 11) b; 12) b; 13) d; 14) a; 15) c; 16) a; 17) d; 18) b; 19) b; 20) b.

## Вариант 11

- 1) b; 2) c; 3) b; 4) c; 5) b; 6) a; 7) c; 8) c; 9) b; 10) c; 11) c; 12) d; 13) a; 14) a; 15) a; 16) b; 17) c; 18) d; 19) b; 20) c

## Вариант 12

- 1) b; 2) c; 3) a; 4) b; 5) d; 6) b; 7) c; 8) b; 9) b; 10) d; 11) d; 12) a; 13) b; 14) b; 15) a; 16) a; 17) a; 18) a; 19) b; 20) a;

## Критерии оценки

- оценка «отлично» выставляется обучающемуся, если студент выполнил задание от 91% до 100%
- оценка «хорошо», если студент выполнил задание от 70% до 90%
- оценка «удовлетворительно», если студент выполнил задание от 50% до 69%
- оценка «неудовлетворительно», если студент выполнил задание менее 50%

## Вариант 13

**Answer the questions:**

1. What do you do at a department store?
2. What is the function of a department store?
3. What is included in a department store?
4. What are examples of department stores?
5. What is the work in the store department?
6. What is a grocery store job description?
7. What is the role of grocery?
8. What do we do at the supermarket?

9. What can you get at the grocery?
10. What tasks are at a bakery?
11. What are the duties of a bakery?
12. What is done in a bakery?
13. What do you do when you work in a bakery?
14. What can you find at a bakery?
15. Who bakes in a bakery?

#### Вариант 14

##### Ask questions on the following text:

Today the women are going to Oxford Street to shop. Both of the girls and my wife are going. They don't want Simon and me with them. Thank goodness!

Women are terrible shoppers. They spend a lot of time and buy a few things. I only spend a little time and I buy a lot of things. Sometimes my wife does shopping all day and she doesn't buy anything. She tries on clothes all day and then doesn't bring anything home.

This seems mad! She's too fussy. She likes only a few colours. She likes only blue, green and yellow. Her favourite colour is either blue or green. I don't know which one. She doesn't like red and pink. They are too bright. They don't suit her. And brown and grey aren't bright enough. Oh, she's fussy.

##### a) Fill in the gaps with one suitable word and read the text.

My friend loves window-shopping. She loves \_\_\_\_\_(1) up and down in front of shop windows, looking at the range of \_\_\_\_\_(2) on display, especially in the new shopping \_\_\_\_\_(3), where there are a lot of boutiques selling their own designs. I \_\_\_\_\_(4) big department stores because all the best-known products are on \_\_\_\_\_(5), and usually in stock. If they are out of stock, the shop \_\_\_\_\_(6) can order them for you. Most of the chain stores have \_\_\_\_\_(7) in our shopping centre. My friend only enjoys going there when they have the sales every year and she thinks she can find \_\_\_\_\_(8).

##### b) Answer the questions.

1. Do you like window-shopping? Why? Why not?
2. Do you prefer department stores or corner shops (local shops) where the shopkeeper knows you and can better advise you what to buy?
3. Where would you buy a smart suit or dress: in a boutique or a department store?
4. Do department stores and boutiques in the place you live have sales? How often?
5. How often are you lucky enough to get a bargain on a sale?

#### Fill in the gaps with one word from the box below and read an encyclopedia article about department stores and their history.

##### Department Stores

*Retailing, merchandise, store, merchant, articles, early, variety, downtown, self-service, those, storeys, majority, customers, management, upper, level, goods.*

Department store is a large store that sells many kinds of goods in separate departments under one \_\_\_\_\_(1). It also provides a variety of services. In a typical department store, perfumes, jewellery, and similar \_\_\_\_\_(2) are located on the first floor, and clothing, furniture and appliances are on the \_\_\_\_\_(3) floors. Some department stores also sell bargain \_\_\_\_\_(4) in the basement.

Many historians believe that Aristide Boucicaut, a French, established the first department store. He managed a \_\_\_\_\_(6) in Paris called "Bon Marche" (French for "a good bargain"). Originally, it sold only fabrics, but in the 1850's, it began to sell a large \_\_\_\_\_(7) of goods, arranged by department. Boucicaut's \_\_\_\_\_(8) practices were quickly copied by several American businessmen and by the early 1900's, department stores had spread throughout the United States.

Early department stores differed from \_\_\_\_\_(9) of today in a number of ways. For example, the first department stores were established in \_\_\_\_\_(10) areas, but many are now located in suburbs. The \_\_\_\_\_(11) department stores were one-store operations. Today, the \_\_\_\_\_(12) of department store organizations have several stores (chains) within a metropolitan area - or even in different cities. Originally, department stores provided a high \_\_\_\_\_(13) of personal service to their \_\_\_\_\_(14) in all departments. Many modern stores, however, have some departments that are largely \_\_\_\_\_(15). The first department stores occupied several \_\_\_\_\_(16) and offered a great variety of merchandise. Today's newer department stores occupy

only a few floors and sell a smaller variety of\_\_\_\_(17). In addition, many department stores now sell merchandise through direct-mail activities and other methods.

### **Вариант 15**

**Read and translate the following text.**

#### **PROTECTIVE PACKAGING**

Legislation passed after the Exxon Valdez oil spill requires petroleum carriers and tank farms to have in place extensive response plans for dealing with possible spills. As part of their response plan, these companies make extensive commitments to have available equipment and trained personnel to deal with spills. Many belong to industry cooperatives, meaning that they expect to help, and be helped by, each other. There are also large cleanup contractors who can be relied upon.

Numerous regulations are issued by all levels of government, and there are differences between domestic and international moves. Effective on October 1, 1994, the United States adopted for domestic use the global hazardous materials packaging and labeling regulations developed through the United Nations. However, these regulations are not used in all nations. At the local level, there are sometimes prohibitions on the use of certain tunnels or bridges during specified hours by trucks carrying explosives or other dangerous cargo. In Laredo, Texas, the V.S. Customs Service forced trucks carrying hazardous materials away from a route that went through downtown to an international bridge 18 miles west of town. "On November 11, 1996 all hazardous materials cargo was made to cross the Columbia-Solidarity International Bridge west of Laredo. Local Customs brokers, freight forwarders and short-haul truckers have fiercely resisted any mandates to use the Columbia Bridge, which connects to the Mexican state of Nuevo Leon, while Laredo connects to the state of Tamaulipas. The change disrupts cozy business relations that add numerous costs to cross-border trade". Shipping documents must also indicate whether the cargo is of hazardous nature, and sometimes additional documentation is required. Packages, containers, trailers, and railcars carrying hazardous materials must carry distinct signs, or placards, identifying the hazard.

**How do you understand these sentences? Comment on your answer.**

Packages, containers, trailers, and railcars carrying hazardous materials must carry distinct signs, or placards, identifying the hazard. There are also large cleanup contractors who can be relied upon.

### **Вариант 16**

**Read the extract out loud**

For more than two centuries economists have steadfastly promoted free trade among nations as the best trade policy. In fact, free trade also called laissez-faire is considered to be a policy in international markets in which governments do not restrict imports or exports. Free trade is exemplified by the European Union / European Economic Area and the North American Free Trade Agreement, which have established open markets. Most nations are today members of the World Trade Organization multilateral trade agreements.

**Match the words (1–10) to their Russian equivalents (a–j)**

- |                     |                                  |
|---------------------|----------------------------------|
| 1. laissez-faire    | a. ограничивать                  |
| 2. to promote       | b. товар широкого потребления    |
| 3. to restrict      | c. незначительное меньшинство    |
| 4. to apply         | d. продвигать, содействовать     |
| 5. a commodity      | e. закон, законодательство       |
| 6. a small minority | f. невмешательство               |
| 7. efficiency       | g. управляющий, регулятивный     |
| 8. legislation      | h. применять, накладывать        |
| 9. regulatory       | i. эффективность, продуктивность |
| 10. intend          | j. иметь намерение               |

**In the text find the English equivalents for the following words**

- 1) продвигать свободную торговлю

- 2) протекционистская политика
- 3) защита местной промышленности
- 4) практические преимущества
- 5) свободный рынок
- 6) может быть невыгодным для остальных
- 7) включают квоты на импорт
- 8) ограничивать свободную торговлю
- 9) разделение труда
- 10) среди наций

### Render the text into English

Адам Смит провел 10 лет в родном городе, усердно работая над главной работой всей своей жизни – книгой «Исследование о природе и причинах богатства народов». В 1776 году она была опубликована. Эта книга стала первой серьезной экономической работой. Она открыла миру такую дисциплину, как экономика. Знаменитый мыслитель затронул в своей работе совершенно разные вопросы общественной жизни, начиная от принципа *laissez-faire* (принцип невмешательства правительства в экономику), разделение труда, законы накопления и народонаселения и многое другое. После написания главной книги своей жизни Адам Смит перебрался в Лондон. Здесь он вел достаточно спокойный образ жизни. Выдал еще несколько менее заметных работ. В 1778 году он стал главой таможенного управления Эдинбурга; где провел последние 12 лет своей жизни.

В 1790 году Адам Смит скончался. Его смерть привлекла к себе мало внимания, в отличие от книги, которая обрала новыми поклонниками каждый день...

### Вариант 17

Переведите следующие слова и выражения на английский язык.

- |                               |                          |
|-------------------------------|--------------------------|
| 1. стоимость упущенной выгоды | 6. потребительский рынок |
| 2. продавец                   | 7. товары и услуги       |
| 3. первоначальная цена        | 8. номинальная цена      |
| 4. цена продажи               | 9. цена предложения      |
| 5. коэффициент обмена         | 10. финансовый рынок     |

Переведите следующие слова и выражения на русский язык.

- |                       |                      |
|-----------------------|----------------------|
| 1. supply and demand  | 6. real price        |
| 2. goods and services | 7. transaction price |
| 3. traded price       | 8. unit of currency  |
| 4. nominal price      | 9. relative price    |
| 5. barter             | 10. asset            |

### Выберите правильный вариант ответа

1. Price is the ..... given in return for goods or services.  
a) barter                      b) output                      c) quantity of payment
2. Proportional change in all nominal prices does not affect .....  
a) payment                      b) real price                      c) bid price
3. The eventual payment amount requested by a seller is often called .....  
a) asking price                      b) real price                      c) nominal price
4. What must be given up in exchange for the good or service that is being purchased is called .....  
a) real price                      b) nominal price                      c) opportunity cost

5. In all real economies prices are virtually always quoted in .....  
a) units of currency      b) exchange goods      c) coins

**Ответьте на вопросы**

1. What is price?
2. What is called asking price?
3. What is opportunity cost?
4. What is price measured by?
5. What is the difference between real price and nominal price?

**Вариант 18**

**Составьте письмо**

You are the Supply Manager of the Engineering Company. You need 600 computers for your company and you found information about Dell Computer Corporation (Russia) and decided to write them a letter. In your letter do the following:

- 1) write a letter to Mr. Hopsky – Distribution Manager, Company address: 34, Leninsky Prospekt, Moscow, Russia, 452450.
- 2) ask about the price and models of computers;
- 3) ask about discount or offer in return for buying a large amount of computers;
- 4) ask about corporate software and service.