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| **Faculty Of Economics, Management, And Commercial Sciences** |
| **Level :** Third Year **/ S 6 Duration :** 01h  **Academic year : 2021/2022** |
| **Exam of English** |
| **Name**:................................................... **Branch**:.................................. **Subject A** |

 Every company needs to earn a profit to be successful. The profit usually goes directly to the company's owner or owners who can keep the money or reinvest it into the company to encourage growth and provide more profit.

 Profit is an essential outcome of running a business. Often, earning a profit is the company's primary goal. A positive bottom line shows that the company is healthy and performing well. Profit is the capital that companies can use for a variety of purposes, like maintaining the workplace or equipment, replacing or upgrading vehicles or other high-cost items, or investing in new products, services or employees.

 With good profits, businesses can expect to continue flourishing. That is the reason why businesses are constantly looking for ways to improve their net profit by raising prices, selling more products and / or finding new customers.

 **From: (www.indeed.com)**

1. **Vocabulary Section**
2. **Comprehension of the text: (03pts)**

Using your own words, explain what the concept “**Profit**” means?

……………………………………………………………………………………………………………………………………………………………………

**b- Find in the text synonyms of the following words: (01.5 pts)**

revenue =…….…..…….. main = …..……..….…… to better = ……………….

**c- Find in the text antonyms of the following words: (01.5 pts)**

decline ≠ ………………. negative ≠……………..….. gross ≠ ………….…….

**f-** Use the terms in the box to complete the paragraph **(04 pts).**

**end users - distribution - distributer - agent**

**(a)** …………….….. is concerned with getting a product to the **(b)** …………………….. Products may be distributed directly to retailers, or through a **(c)** ………..…..…….. to wholesalers who, then forward the products to the retailers or retail outlets. Some businesses use an **(d)** ……………….. to bring buyers and sellers together, who works on a commission basis.

 **II- Grammar Section**

**Activity 1:** Complete the conditional sentences. **(05 pts)**

**1.** If I had time, I **(to go)** …………………… shopping with you.

**2.** If you **(to speak)**………………… English, you will get along perfectly.

**3.** I would have done better in the exam if I **(to prepare)** ………..……….. well.

**4.** The company will close down if it **(to go)** ………………………. bankrupt.

**5.** I would cut the deal if I **(to listen)** …………..……. attentively to my partner.

**Activity 2:** Rewrite the sentences using a relative pronoun **(who/ which/ that) (05 pts)**

1. I read a newpaper yesterday. The newpaper was « El Khabar ».

……………………………………………………………………………

1. The man was arrested. The man stole my bike.

……………………………………………………………………………

1. The manager has made a deal. A deal was about advertisement.

……………………………………………………………………………

1. Oran holds an interesting sports event. The event is lasting for two weeks.

……………………………………………………………………………

1. The factory uses a new machine. The new machine will raise production.

……………………………………………………………………………

 ***Cheers!***

 ***Pr. RACHIDA Belbraik***

 ***Pr. Halim KADDOUR***

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| **Faculty Of Economics, Management, And Commercial Sciences** |
| **Level :** Third Year **/ S 6 Duration :** 01h  **Academic year : 2021/2022** |
| **Exam of English** |
| **Corrigé Type -** **Subject A** |

Every company needs to earn a profit to be successful. The profit usually goes directly to the company's owner or owners who can keep the money or reinvest it into the company to encourage growth and provide more profit.

 Profit is an essential outcome of running a business. Often, earning a profit is the company's primary goal. A positive bottom line shows that the company is healthy and performing well. Profit is the capital that companies can use for a variety of purposes, like maintaining the workplace or equipment, replacing or upgrading vehicles or other high-cost items, or investing in new products, services or employees.

 With good profits, businesses can expect to continue flourishing. That is the reason why businesses are constantly looking for ways to improve their net profit by raising prices, selling more products and / or finding new customers.

 **From: (www.indeed.com)**

1. **Vocabulary Section**
2. **Comprehension of the text: (03pts)**

Using your own words, explain what the concept “**Profit**” means?

***Profit is an amount of money resulted from the business done by a company. Profit comes from the total of the selling price and cost price of any product/service. Profit is the final objective of business***.

**b- Find in the text synonyms of the following words: (01.5 pts)**

revenue = ***profit*** main = ***primary*** to better = ***to*** ***improve***

**c- Find in the text antonyms of the following words: (01.5 pts)**

decline ≠ ***growth*** negative ≠ ***positive*** gross ≠ ***net***

**f-** Use the terms in the box to complete the paragraph **(04 pts).**

**end users - distribution - distributer - agent**

**(a)** ***Distribution*** is concerned with getting a product to the **(b)** ***end* users.** Products may be distributed directly to retailers, or through a **(c)** ***distributer*** to wholesalers who, then forward the products to the retailers or retail outlets. Some businesses use an **(d)** ***agent*** to bring buyers and sellers together, who works on a commission basis.

 **II- Grammar Section**

**Activity 1:** Complete the conditional sentences. **(05 pts)**

**1.** If I had time, I **(to go) *would*** ***go*** shopping with you.

**2.** If you **(to speak) *speak*** English, you will get along perfectly.

**3.** I would have done better in the exam if I **(to prepare) *had*** ***prepared*** well.

**4.** The company will close down if it **(to go)** ***goes*** bankrupt.

**5.** I would cut the deal if I **(to listen) *listened*** attentively to my partner.

**Activity 2:** Rewrite the sentences using a relative pronoun **(who/ which/ that) (05 pts)**

1. I read a newpaper yesterday. The newpaper was « El Khabar ».

*I read a newpaper yesterday* ***which / that*** *was « El Khabar ».*

**2-**The man was arrested. The man stole my bike.

*The* ***who*** *man stole my bike, was arrested.*

 **3-** The manager has made a deal. A deal was about advertisement.

*The manager has made a deal* ***which /that*** *was about advertisement.*

**4-** Oran holds an interesting sports event. The event is lasting for two weeks.

*Oran holds an interesting sports event* ***which / that*** *is lasting for two weeks.*

**5-**The factory uses a new machine. The new machine will raise production.

*The factory uses a new machine* ***which / that*** *will raise production.*

 ***Cheers!***

 ***Pr. RACHIDA Belbraik***

 ***Pr. Halim KADDOUR***

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| **Level :** Third Year **/ S 6 Duration :** 01h  **Academic year : 2021/2022** |
| **Exam of English** |
| **Name**:................................................... **Branch**:.................................. **Subject B** |

 Every company needs to earn a profit to be successful. The profit usually goes directly to the company's owner or owners who can keep the money or reinvest it into the company to encourage growth and provide more profit.

 Profit is an essential outcome of running a business. Often, earning a profit is the company's primary goal. A positive bottom line shows that the company is healthy and performing well. Profit is the capital that companies can use for a variety of purposes, like maintaining the workplace or equipment, replacing or upgrading vehicles or other high-cost items, or investing in new products, services or employees.

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 **From: (**[**www.indeed.com**](http://www.indeed.com)**)**

1. **Vocabulary Section**
2. **Comprehension of the text: (03pts)**

Using your own words, explain what the concept “**Profit**” means?

……………………………………………………………………………………………………………………………………………………………………

1. **Find in the text synonyms of the following words: (01.5 pts)**

proprietor =……….…….. workers = …..……..…… thriving = ………………

1. **Find in the text antonyms of the following words: (01.5 pts)**

loss ≠ …………….…..…. weak ≠………………..….. less ≠ ………….……

1. Use the terms in the box to complete the paragraph. **(04 pts)**

 **Knowledgeable  - persuasive - convince - close**

A good salesperson needs to be **(a)** ………………………………. about the product they are selling. This will help them to establish the customers’ needs and wants. If a salesperson presents their product or service in an **(b)** ………………………….….. way, that may help to **(c)** …………….………………….. customers to buy it. This will certainly make it easier for the salesperson to **(d)** ………………………………. the sale.

1. **Grammar Section**

**Activity 1:** Rewrite the sentences using a relative pronoun **(who/ which/ that) (05 pts)**

1. The man was arrested. The man stole my bike.

……………………………………………………………………………

1. I read a newpaper yesterday. The newpaper was « El Khabar ».

……………………………………………………………………………

1. Oran holds an interesting sports event. The event is lasting for two weeks.

……………………………………………………………………………

1. The manager has made a deal. A deal was about advertisement.

……………………………………………………………………………

1. The factory uses a new machine. The new machine will raise production.

……………………………………………………………………………

**Activity 2:** Rewrite the sentences in the indirect speech. **(05 pts)**

**1.** “I go to Algiers by train”, he said.

He said that ………………………………………………………….…………..

**2.** “The L 3 students may work better this semester”, the lecturer said.

The lecturer said…………………………………………………………………

**3.** “The CEO has just decided to cancel the reunion”, the secretary said.

The secretary said that...........................................................................................

**4.** “Oran will organize wonderful Mediterranean games next month”, I said.

I said that …………………………………………………………………………

**5.** “The Algerian people always support the Palestine cause”, the President said.

The president said that …………………………………………………………..

 ***Cheers!***

 ***Pr. RACHIDA Belbraik***

 ***Pr. Halim KADDOUR***

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| **Faculty Of Economics, Management, And Commercial Sciences** |
| **Level :** Third Year **/ S 6 Duration :** 01h  **Academic year : 2021/2022** |
| **Exam of English** |
| **Corrigé Type -** **Subject B** |

 Every company needs to earn a profit to be successful. The profit usually goes directly to the company's owner or owners who can keep the money or reinvest it into the company to encourage growth and provide more profit.

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 **From: (**[**www.indeed.com**](http://www.indeed.com)**)**

1. **Vocabulary Section**
2. **Comprehension of the text: (03pts)**

Using your own words, explain what the concept “**Profit**” means?

***Profit is an amount of money resulted from the business done by a company. Profit comes from the total of the selling price minus cost price of any product/service. Profit is the final objective of business***.

1. **Find in the text synonyms of the following words: (01.5 pts)**

proprietor = ***owner*** workers = ***employees*** thriving = ***flourishing***

1. **Find in the text antonyms of the following words: (01.5 pts)**

loss ≠ ***profit*** weak ≠ ***healthy*** less ≠ ***more***

1. Use the terms in the box to complete the paragraph. **(04 pts)**

 **Knowledgeable  - persuasive - convince - close**

A good salesperson needs to be **(a) *Knowledgeable*** about the product they are selling. This will help them to establish the customers’ needs and wants. If a salesperson presents their product or service in an **(b) *persuasive*** way, that may help to **(c) *convince*** customers to buy it. This will certainly make it easier for the salesperson to **(d) *close*** the sale.

1. **Grammar Section**

**Activity 1:** Rewrite the sentences using a relative pronoun **(who/ which/ that) (05 pts)**

1. The man was arrested. The man stole my bike.

*The man* ***who*** *stole my bike, was arrested.*

1. I read a newpaper yesterday. The newpaper was « El Khabar ».

*I read a newpaper yesterday* ***which / that*** *was « El Khabar ».*

1. Oran holds an interesting sports event. The event is lasting for two weeks.

*Oran holds an interesting sports event* ***which / that*** *is lasting for two weeks.*

1. The manager has made a deal. A deal was about advertisement.

*The manager has made a deal* ***which /that*** *was about advertisement.*

1. The factory uses a new machine. The new machine will raise production.

*The factory uses a new machine* ***which / that*** *will raise production.*

**Activity 2:** Rewrite the sentences in the indirect speech. **(05 pts)**

**1.** “I go to Algiers by train”, he said.

He said that ***he went to Algiers by train***.

**2.** “The L 3 students may work better this semester”, the lecturer said.

The lecturer said that ***the L 3 students might work better that semester.***

**3.** “The CEO has just decided to cancel the reunion”, the secretary said.

The secretary said that ***the CEO had just decided to cancel the reunion.***

**4.** “Oran will organize wonderful Mediterranean games next month”, I said.

I said that ***Oran would organize wonderful games the following month.***

**5.** “The Algerian people always support the Palestine cause”, the President said.

The president said that ***the Algerian people always supported Palestine cause.***

 ***Cheers!***

 ***Pr. RACHIDA Belbraik***

 ***Pr. Halim KADDOUR***