

Министерство образования Республики Беларусь
УЧРЕЖДЕНИЕ ОБРАЗОВАНИЯ
«ГРОДНЕНСКИЙ ГОСУДАРСТВЕННЫЙ УНИВЕРСИТЕТ
ИМЕНИ ЯНКИ КУПАЛЫ»

**КОНТРОЛЬНЫЕ РАБОТЫ
ПО АНГЛИЙСКОМУ ЯЗЫКУ**

для студентов экономических специальностей

Гродно 2001

УДК 802/809
ББК 81.432.1
К 64

Составители: Т.В.Лапко, старший преподаватель;
В.Ф.Матвеевко, старший преподаватель.

Рецензенты: кандидат филологических наук, доцент И.Г.Бурлыко;
кандидат филологических наук, доцент Е.И.Шандар.

Рекомендовано советом филологического факультета
ГрГУ им. Я.Купалы.

Контрольные работы по английскому языку/
К 64 Сост. Т.В.Лапко, В.Ф.Матвеевко. — Гродно: ГрГУ,
2001. — 87 с.

Предложенный авторами материал поможет освоить и закрепить грамматические явления, изучаемые в курсе английского языка высшей школы, а также расширить профессиональный кругозор студентов по управленческим, маркетинговым, финансовым и экономическим вопросам.

Предназначено для студентов экономических специальностей.

УДК 802/809
ББК 81.432.1

© Учреждение образования
«Гродненский государственный университет
имени Янки Купалы», 2001

ПРЕДИСЛОВИЕ

Студентам экономических специальностей авторами предлагаются шесть контрольных работ, каждая из которых, состоит из четырех вариантов. Каждый вариант начинается текстом по специальности, все тексты снабжены списками слов и словосочетаний, экономических специальных терминов, чтобы облегчить студентам понимание английских и американских реалий делового и экономического плана. Все тексты подобраны из оригинальной английской или американской деловой и экономической литературы. Грамматический материал подается от простого к сложному и охватывает все важные аспекты. Как один из вариантов грамматических заданий включен так называемый множественный выбор, который облегчает студентам решение грамматической задачи. В последней контрольной работе повторяются для закрепления наиболее сложные грамматические явления. Цель авторов — помочь студентам освежить знания по грамматике, полученные в школе, освоить и закрепить грамматические явления, изучаемые в курсе английского языка высшей школы, а также расширить профессиональный кругозор студентов по управленческим, маркетинговым, финансовым и экономическим вопросам.

КОНТРОЛЬНАЯ РАБОТА № 1

Для правильного выполнения заданий контрольной работы №1 необходимо усвоить следующий грамматический материал:

1. Имя существительное. Множественное число. Артикли и предлоги как показатели имени существительного. Выражение падежных отношений в английском языке с помощью предлогов и окончания 's. Существительные в функции определения. Порядок слов в простом предложении.

2. Местоимения: личные, притяжательные, вопросительные, указательные, неопределенные и отрицательные.

3. Глагол. Спряжение глаголов «*to be, to have, to do*». Глагольные формы в Present Simple, Present Continuous, Present Perfect, Past Simple, Future Simple — действительный залог.

4. Модальные глаголы «*can, may, must*».

5. оборот «*there is/are*».

6. Типы вопросов.

ВАРИАНТ 1

I. Прочитайте и устно переведите текст «Money Matters». Письменно переведите 3 и 4-ый абзацы текста.

1. In business there are many occasions on which people have to deal with money and talk about money. Within a company there are business situations in which receipt of money and the payment of money is the central occupation.

2. There are different methods of payment in foreign trade. Open account¹ is a simple agreement whereby you agree to pay for the goods after you have received them, usually on a monthly basis. You can send money to your supplier's bank in various ways. Cheque is the slowest method of payment. You can arrange for your bank to issue a draft² drawn on an overseas bank in either sterling or foreign currency. You send this direct to your supplier who pays it in his bank account.

3. The fastest method of sending money abroad is telegraphic transfer. But don't forget that it costs a little more than most other methods of transferring funds. Your UK bank instructs an overseas bank, by cable or telex, to pay a stated amount of money to your supplier.

4. One of the most popular ways of arranging payment is documentary bill of exchange³. It offers benefits for both you and your supplier. The main advantage is that you are not to make payment until your supplier has dispatched the goods. If the goods are sent by sea your partner's location, he is able to maintain control of them through the document of title until you have agreed to make payment. It is an effective demand for payment from your supplier. He will draw it up on a specially printed form or on his own headed note-paper⁴ and forward it to his bank together with the documents relating to the transaction. The overseas bank will send the bill and documents to a bank in the UK for 'collection'⁵. The UK bank will notify you of the arrival of the documents and will release them to you.

Notes:

¹open account — открытый счет

²to issue a draft — выдать переводной вексель

³documentary bill of exchange — документированная тратта (выписывается кредитором и является приказом должнику-трассату об уплате определенной суммы третьему лицу-ремитенту в указанный срок)

⁴own headed note-paper — бланк компании или банка

⁵collection — форма расчета инкассо

II. Выпишите из текста слова с окончанием -s и определите, какой частью речи они являются:

1) показателем третьего лица единственного числа глагола в Present Indefinite;

2) признаком множественного числа имени существительного;

3) показателем притяжательного падежа имени существительного.

II. Выберите из таблицы нужную форму и переведите предложения на родной язык.

there is	there are	there was	have/have got	is	are
----------	-----------	-----------	---------------	----	-----

1. They in the office now.

2. We a son and a daughter.

3. an interesting film on TV today.
4. many flowers in our garden.
5. no lecture on State Law yesterday.
6. It stuffy in here.

III. Определите видо-временные формы глаголов в следующих предложениях и переведите предложения на родной язык.

Образец: He does business with many foreign companies.

does — Present Simple.

Он занимается бизнесом со многими иностранными компаниями.

1. Sorry, I can't help you now.
2. He flew to Berlin yesterday.
3. They will sign this contract tomorrow.
4. We are purchasing seaproof crates next week.
5. We have already got in touch with them on the phone.

IV. Напишите следующие предложения в вопросительной форме.

1. My cousin studies by correspondence at the Economics Department. (Who..., where ...?)
2. He went on a business trip to Poland last week. (Did ... or ...?)
3. My friends will move to a new flat next week. (Will ...?)
4. The goods are going to be shipped by the next steamer, (are ...?)

разделительный

V. Напишите к тексту 6 логически связанных вопросов разных типов.

VI. Употребите модальные глаголы *can, may, must* в нужной форме и переведите предложения на родной язык.

1. I finish my work today, because I'm too busy.
2. He go there at once and help them.
3. It rain soon.
4. I come in?
5. My boss do it fairly easy, because he's an expert in this field.
6. They go there because it's quite dangerous.

VII. Употребите нужное, из указанных в скобках местоимение. Переведите предложения на родной язык.

1. Today we have (*less, few*) business letters to work with.
2. You must work at English as (*many, much*) as possible.
3. I'm sorry, he's too busy. Will you wait for (*he, him, his*)?
4. Who told you about our competitors? — A partner of (*my, me, mine*).
5. (*This, that, these*) businessmen get far too (*many, plenty, much*) money for their transactions.
6. I want (*the other, other, another*) paper to read.

ВАРИАНТ 2

I. Прочитайте и устно переведите текст «Lloyd's». Письменно переведите 2 и 3-ий абзацы текста.

This is the name of the greatest insurance business in the world, but it acquired this name in a rather unusual way: it started in a seventeenth-century coffee house — Mr Edward Lloyd kept a coffee house in the City of London — and there the «underwriters¹» used to meet because it was a good centre for news concerning ships. Later in the eighteenth century, after several changes of home, the underwriters occupied the third building of the Royal Exchange² (earlier buildings having been destroyed by fire) and organized their business under a Committee of their members. In 1928 they moved to a big new building in Leadenhall Street, and as this soon became too small, an extension³ was built and opened in 1958.

As a matter of fact Lloyd's is not an insurance company or corporation. The members work as individuals, though usually in syndicates. To become a Lloyd's underwriter it is necessary to be approved by the Committee and to pay a very large amount as entrance fee⁴ as well as an annual subscription⁵. Lloyd's underwriters are not allowed limited liability⁶, but in the rare cases of failure (as also in the London Stock Exchange) the insured are not allowed to suffer and the Committee pays the outstanding claims⁷.

As the result of the marine insurance business, Lloyd's branched out into shipping intelligence⁸ and other divisions. Lloyd's List is published every day, giving the movements of ships and information of

«casualties»⁹. Lloyd's Register, published every year, contains information concerning ships themselves: age, nationality, owners, build, tonnage and classification of all ships surveyed by Lloyd's and conforming to its rules. The classification «A1-100 Lloyd's» is a guarantee to any prospective purchaser or charterer that the vessel is in good condition and thoroughly «sea-worthy»¹⁰.

Notes:

¹underwriters — страховщики

²the Royal Exchange — здание Лондонской биржи

³extension — пристройка (к зданию)

⁴entrance fee — вступительный взнос (единовременный)

⁵annual subscription — взнос (ежегодный)

⁶limited liability — нести юридическую ответственность

⁷claims — претензии

⁸shipping intelligence — департамент, занимающийся сбором информации

⁹casualties = accidents — аварии

¹⁰sea-worthy — надежный в морских условиях

II. Найдите правильный вариант ответа на нижеследующий вопрос. Из приведенных вариантов ответа укажите правильный.

Does the Committee pay all the claims?

1. Yes, it does.
2. Yes, it does but in the rare cases of failure.
3. Yes, it does but in the rare cases of failure and only the outstanding claims.

III. Замените подчеркнутые слова личными местоимениями и определите видо-временные формы глаголов в следующих предложениях. Переведите предложения на родной язык.

Образец: The teacher is helping the students to translate the article.

the teacher — *he* (он) — именительный падеж

the students — *them* (им) — объектный падеж

the article — *it* (ее) — объектный падеж

is helping — Present Continuous

Учитель помогает студентам перевести статью.

1. Mother will send Mary to book the tickets.
2. The man gave the books to the boy.
3. My friend writes a letter to his sister every three weeks.
4. This book is not suitable for me and my friend.
5. You and your friend are working hard at history.
6. The animals have got very little food in the Zoo nowadays.

IV. Используйте местоимения *some* или *any* и их производные.

1. The buyers wanted to get samples of our manufactures, and we sent them
2. Did you go last night?
3. Have you got interesting books?
4. There isn't special in their message.
5. is knocking at the door. Hold on, please.
6. He didn't make mistakes in his dictation.

V. Напишите следующие предложения в вопросительной форме.

1. Lloyd's is the name of the greatest insurance business in the world. (Is Lloyd's ... or ... business?)
2. Mr Edward Lloyd kept a coffee house in the City of London. (Did ...)
3. Lloyd's is not an insurance company or corporation, (is ?)
разделительный
4. In 1928 the Royal Exchange moved to a big new building in Leadenhall Street. (When ...?)

VI. Используйте модальные глаголы *can/could*, *may* или *must* в следующих предложения. Переведите предложения на родной язык.

1. She translate the article into Russian.
2. We go home before it gets dark.
3. You take any book you like.

4. I do this work myself.
5. He have come while I was out.

VII. Выберите из таблицы нужную форму и переведите предложения на родной язык.

there is	there will be	have got	has got	had	it was
----------	---------------	----------	---------	-----	--------

1. cold yesterday.
2. My relatives a nice car.
3. Tomorrow a lot of businessmen in my office.
4. My husband many business partners last year.
5. a telephone for my boss in the next door room.
6. My sister's boss no personal car.

VIII. Выпишите из текста слова по вашей специальности, переведите их на родной язык и выучите.

ВАРИАНТ 3

I. Прочитайте и устно переведите текст «Marketing Methods». Письменно переведите 1, 2 и 3-ий абзацы текста.

Before selling the goods, you must do a lot of market research first. The information needed can be obtained from consulates¹, and trade representations, from trade associations and trade journals or from specialized consultant companies, etc. (who will do a professional market research job for you for a fee).

The information you are interested in is if there is any demand for your goods, what the market potential is, what sort of competition you will meet, i.e. how the price of your goods compares with other competitive products including those produced locally, local conditions and preference, local trading customs and habits, what seasonal factors should be taken into account² and the like.

But in general marketing covers not only market research, but also planning the selection (assortment) of goods, and consequently the production itself, price policy, advertising and promotion of sales, controlling the sales and post-sales servicing.

So marketing is a system of running all the business activities of a company (organization) in respect of³ coordinating supply and demand and over-production⁴ in advanced capitalist countries.

Marketing may within the framework of socialist economy as well enable to co-ordinate production and goods circulation (consumption of goods) for the purpose of using all the resources for the benefit of people and for covering in the best possible way all their needs (requirements).

Notes:

¹consulate — консульство

²to take into account = to take into consideration — принимать во внимание

³in respect of — что касается

⁴over-production — перепроизводство

II. Письменно дайте ответы на следующие вопросы по тексту.

1. Where can you find the necessary information about a market research?

2. What information should it be like?

3. Is marketing only market research?

4. Marketing is a system of running all the business activities of a company, isn't it?

5. Marketing methods work only in capitalist societies, don't they?

III. Вместо точек вставьте соответствующие притяжательные местоимения. Переведите предложения на родной язык.

Образец: Tell him not to forget ... ticket; she mustn't forget ... either. —

Tell him not to forget *his* ticket; she mustn't forget *hers* either.

Скажи ему, чтобы он не забыл свой билет, а она не должна забыть свой (ее) также.

1. Whose books are those? Are they or?

2. I see he has lost his pencil; perhaps you can lend him ?

3. Lend them dictionary; they've left at home.

4. My suitcase is heavier than

5. Those seats are not , they are

6. This doesn't look like book; it must be

IV. Употребите местоимения *many, much, a lot of, a great deal of, a great number of*.

1. people attended the meeting.
2. I haven't work to do today.
3. Do you spend time on your work?
4. of the students being in their third year will take part in the project.
5. Russia exports a of timber.

V. Напишите следующие предложения в вопросительной форме.

1. You must do a lot of market research before selling the goods. (What ...?)
2. Marketing covers market research, planning, pricing etc. (Does ...?)
3. Marketing enables to coordinate production and goods consumption. (Does ... or ...?)
4. Marketing methods cover not only market research.

Разделительный.

VI. Определите видо-временные формы глаголов в следующих предложениях и переведите предложения на родной язык.

Образец: He does business with many foreign companies.
does — Present Simple.

Он занимается бизнесом со многими иностранными компаниями.

1. They have just come from a long trip to the USA.
2. He likes New York.
3. Do you understand what he is talking about now?
4. Did you see him last Monday?
5. He will attend English classes twice a week.

VII. Выберите из таблицы нужную форму и переведите предложения на родной язык.

haven't got	there is	hasn't got	there will be	it is	had	it was	have got
-------------	----------	------------	---------------	-------	-----	--------	----------

1. not a telephone in my room unfortunately.
2. not so cold today as yesterday.
3. They a large shop in Western street.
4. We a lot of time to do it yesterday, but today we

5. a marvellous show in our cinema tomorrow.
6. She any real estate of her own.

VIII. Выпишите из текста слова по вашей специальности, переведите их на родной язык и выучите.

ВАРИАНТ 4

I. Прочитайте и устно переведите текст «Franchising¹». Письменно переведите 4, 5 и 7-ой абзацы текста.

Many people assume franchising is of recent origin, but this is not true. Two early franchise operations in the United States were Coca-Cola which first supplied its syrup to franchised bottles around 1900, and Rexall Drugstores, which started around 1902. Other examples of early franchise pioneers included automobile dealerships and gasoline stations. Gasoline companies entered the franchising field around 1930.

In the 1950s, franchising spread across the United States. In fact 90 per cent of all franchise companies doing business today started in the early 1950s. Franchise opportunities touch every type of business: motels, fast foods, drugstores, variety stores, repair shops, dry-cleaning services, laundromats, employment agencies, car rental services, pet shops, etc.

Obvious signs of franchising's popularity are the numerous fast-food outlets lining the highways and littering shopping malls. Today there are over 75,000 fast-food restaurants in the USA, many of them franchise operations. They serve everything from special flavours of ice-cream to hot dogs. McDonald's has an international network of 11,100 restaurants that sell a billion hamburgers every five months. It is the biggest food franchise operation in the world.

Each franchise organization enters into a contractual agreement with each of its franchisees. These contracts may differ, but most of them have points in common. The franchise buyer normally pays an initial fee to the company and agrees to pay the franchisor a monthly percentage of sales. In exchange, the franchisee has the right to sell a standard product or service.

In almost every franchise, the franchisee must invest some money. The amount varies from a few thousand dollars to millions. Most franchise purchasers enter the business to earn money; in fact, the owner and the

company both want to earn money. Earnings are a measure of the franchise's success. To succeed, it must be well managed, provide good products or services, and obtain repeat customers.

The franchisor begins to earn money when the cash down² payment is made. The amount of royalty³, or share of the proceeds, paid to the franchisor differs from company to company. Typically, a franchisee pays a royalty of between 3 and 15 per cent on gross sales (total sales revenue⁴).

Many people who consider entering into a franchise contract assume they will be their own boss. This assumption is only partially accurate. The franchisor exercises a significant amount of control over the franchisee in such areas as (1) real estate ownership, (2) territorial restrictions, (3) cancellation provisions⁵ and (4) required exclusive handling⁶.

The cancellation provision in a contract is a powerful control device. If the company does not consider the operator successful, the franchise agreement can be cancelled after that time. Exclusive handling means that the franchisee will only sell items, products, or services that are acceptable to the franchisor. This means that the franchisor has control over what is sold directly to customers or clients.

Notes:

¹franchising — право на создание коммерческого предприятия, предоставляемое на определенный период и зафиксированное в договоре

²cash down — за наличный расчет

³royalty — отчисления владельцу патента

⁴total sales revenue — общий объем продаж (общий годовой доход)

⁵provisions — снабжение продовольствием

⁶handling — управление (бизнесом)

II. Выпишите из 3 и 4-го абзацев текста слова с окончанием -s и определите, какой частью речи они являются:

1) показателем третьего лица единственного числа глагола в Present Indefinite;

2) признаком множественного числа имени существительного;

3) показателем притяжательного падежа имени существительного.

III. Письменно дайте ответы на следующие вопросы по тексту:

1. Why is it not true to say franchising is of recent origin?
2. Are signs of franchising's popularity the numerous fast-food outlets or post offices?
3. What is the main idea of the so-called contractual agreement?
4. Who owns the whole business called franchising and why?

IV. Употребите одно из местоимений: *little, a little, few, a few*. Переведите предложения на родной язык.

1. It's useless to ask him about it. He has knowledge of the subject.
2. He drank water and felt much better.
3. The chairman said words.
4. people understood what he said (hardly any).
5. Hurry up! We have very time.
6. May I have wine, please?

V. Выберите из таблицы нужную форму и переведите предложения на родной язык.

there is	there be	have	has got	was
----------	----------	------	---------	-----

1. The Co a lot of orders for this type of equipment.
2. The room wasn't air-conditioned so it hot inside.
3. only one vacant room left.
4. Will a meeting in our subsidiary at 4 p.m.?
5. ... you ... any significant papers on your desk?

VI. Переведите предложения на родной язык, обращая внимание на различие в переводе *can/could, must, may*.

1. The steamer may arrive tomorrow morning.
2. They could make some mistakes in assembling the parts of the machine.
3. We must cover the bags with tarpaulin, otherwise they will be wetted by the rain.

4. Our employees may still be working.
5. She can easily translate this contract from Russian into English.

VII. Определите видо-временные формы глаголов в следующих предложениях и переведите предложения на родной язык.

Образец: He does business with many foreign companies.
does — Present Simple.

Он занимается бизнесом со многими иностранными компаниями.

1. Don't talk so loudly, I hear you well.
2. He has not received any business letters from the company this week.
3. The manager entered the office, sat down at his desk and began to look through the morning mail.
4. I hope he won't be tired after his work.
5. We are going to ship these goods by the next steamer.

VIII. Выпишите из текста слова по вашей специальности, переведите их на родной язык и выучите.

КОНТРОЛЬНАЯ РАБОТА № 2

Для правильного выполнения заданий контрольной работы № 2 необходимо усвоить следующий грамматический материал:

1. Степени сравнения прилагательных и наречий. Производные от «*some, any, no, every*»; «*too/ much*» перед прилагательными.
2. Возвратные местоимения.
3. Образование и употребление форм глаголов в Past/Future Continuous; Present/Past/Future Perfect Continuous; Past/Future Perfect в действительном залоге.
4. Вспомогательные глаголы «*be, have, should*», имеющие модальное значение.
5. Придаточные предложения времени и условия.
6. Согласование времен.
7. Косвенная речь.

ВАРИАНТ 1

I. Прочитайте и устно переведите текст «Contract No 5/32». Письменно переведите 2, 3 и 4 -ый пункты контракта.

London

March 20, 2001

«Machexport Ltd.», Moscow, Russian Federation, hereinafter referred to as¹ the «Buyer» on the one side, and Brown & Co, hereinafter referred to as the «Seller», on the other side, have concluded the present Contract on the following:

CLAUSE 1. Subject

The Seller has sold and the Buyer has bought on f.o.b. terms 20 pumps model MP-3.

CLAUSE 2. Price and total amount of the Contract

The price is ... per unit and the total amount of the Contract is The price is understood to be f.o.b. London including seaworthy packing, marking, loading on board the ship and stowing². The price is firm and not subject to any alteration.

CLAUSE 3. Delivery dates

The equipment indicated in Clause 1 of the Contract is to be delivered to the Buyer's location on the following dates: ...

By the specified dates the equipment is to be manufactured in accordance with the Contract conditions, tested, packed, marked and delivered to the port of London.

The Seller may deliver the equipment prior to the stipulated dates³ only if there is a written consent of the Buyer.

The date of the clean on board Bill of Lading issued in the name of the Buyer is considered to be the date of delivery.

CLAUSE 4. Payment is to be made for collection⁴ in US dollars. The following documents are to be presented to the Bank:

1. Invoice.
2. Clean on board Bill of Lading.
3. Test Certificate.
4. Insurance Policy.
5. Packing List.
6. Export License.

CLAUSE 5. Guarantee

If the equipment proves to be defective during the guarantee period, the seller has at its expense to remedy the defects or to replace the faulty equipment with the new one of good quality which is to be delivered without delay to the delivery port.

Notes:

¹hereinafter referred to as — в дальнейшем именуемая как

²stowing — укладка в трюме

³stipulated dates — оговоренные в контракте даты

⁴for collection — форма расчета инкассо

II. Напишите к тексту 8 логически связанных вопросов.

III. Заполните пропуски возвратными местоимениями, подходящими по смыслу.

1. I cut with a knife the other day.

2. I don't think he'll be able to manage by

3. One must remember to behave in one's own house just as well as in other people's.

4. Have we got to do it all by?

5. It was given to me by the queen. ?

IV. Переведите следующие предложения на родной язык, обращая внимание на производные от *some, any, no, every*.

1. There was something left.

2. I've been nowhere this summer.

3. Have you got anything in stock?

4. You have to look for the cable everywhere.

5. I have no more money, so I can buy nothing else.

V. Употребите глаголы в скобках в нужном времени.

1. When we (*go*) to see them last night they (*play*) cards; they (*say*) they (*play*) since six o'clock.

2. By the end of last year he (*read*) four Shakespeare plays, and by the next year he (*read*) two more.

3. I (*not see*) him since last Monday, but I (*believe*) he (*write*) an essay on Hamlet at present.

4. He will come at once because I (*tell*) him on the phone that you (*need*) him urgently.
5. I (*study*) English for six years now.
6. By the time you get back I (*finish*) all my correspondence, and then I (*can*) help you with yours.

VI. Употребите правильную форму глагола в придаточных предложениях условия. Переведите предложения на родной язык.

1. If the children (*be*) good, they can stay up late.
2. If you don't shut that window, we all (*die*) of cold.
3. If it (*be*) convenient let's meet at nine o'clock.
4. If it (*rain*), you will get wet.
5. It will be impossible for me to finish my work if you (*not send*) the necessary details to me.

VII. Подчеркните вспомогательные глаголы, имеющие модальное значение и переведите предложения на родной язык.

1. You'll have to pay him in advance.
2. She says I'm not to lay the table before twelve o'clock.
3. Do I have to come at nine?
4. No one is able to undo that bolt until you oil it.
5. You are allowed to pick some apples off that tree.

VIII. Выберите правильный вариант перевода из прямой речи в косвенную.

1. She said to him: «I'm busy like a bee today».
 - a) She told him she was busy like a bee that day.
 - b) She said to him I was busy as a bee that day.
2. The Sellers said: «The ship will arrive in mid June».
 - a) The Sellers said the ship arrived in mid June.
 - b) The Sellers said the ship would arrive in mid June.
3. The manager said: «Do you want to have a look at the draft contract?»
 - a) The manager said if you want to have a look at the draft contract.
 - b) The manager asked if I wanted to have a look at the draft contract.

ВАРИАНТ 2

I. Прочитайте и устно переведите текст «International Economics». Письменно переведите 1 и 3-ий абзацы текста.

1. International economics deals with the flow of commodities¹, services, and capital across national boundaries. Trade in commodities refers to imports and exports of merchandise². Service transactions involve such activities as shipping, travel, insurance, or tourist services performed by companies of one country for residents of another. And finally capital flows³ refer to setting up plants in foreign countries or to acquisition of bonds, stocks, and bank accounts in one country by residents of another country.

2. In a very real sense international transactions constitute an extension of domestic⁴ transactions. Transactions within a country are financed by the country's own currency, usually through the writing of checks. But a universal currency does not exist. Instead, each country issues its own currency. The price of one currency in terms of another is called an exchange rate. Many exchange rates vary from day to day in response to changes in supply and demand conditions in the foreign exchange markets. International transactions require payments or receipts⁵ in foreign currencies, and these must be converted to domestic currency through the exchange rates, which themselves are subject to change. Exchange rate variations can have profound effects on the domestic economy.

3. A national government can introduce a variety of restrictions on international transactions that cannot be imposed on domestic transactions. A tariff, an import quota and a «voluntary» export restraint (VER) are among them. A tariff is a tax on an imported commodity. An import quota places a maximum limitation on the amount of the commodity that may enter the country. And a «voluntary» export restraint is a quantitative limitation on the export of a certain commodity, negotiated⁶ by an importing and exporting country. The policies mentioned above are forms of import protection. We can also mention such restrictions as an export subsidy, where a government pays exporters a sum of money for each unit of the product they export in order to make them more competitive abroad, an international commodity agreement, regulating commodity market, and exchange control, where a country restricts the ability of its citizens to convert their money to foreign currencies.

4. Such measures may have profound effects on the economy. Yet, they apply only to international and not to domestic transactions.

Notes:

¹commodities = goods — товар(ы)

²merchandise = goods = commodities — товар(ы); торговля

³capital flows — движение капитала

⁴domestic = home — внутри страны

⁵receipt — получение платежа

⁶negotiated — (зд.) оговоренные

II. Найдите в тексте английские эквиваленты к следующим словам и словосочетаниям:

движение товара и услуг

сделки в сфере услуг

жители

строительство заводов

международные сделки на внутреннем рынке

универсальная валюта

курс обмена валют

множество ограничений на

товарный рынок

III. Перепишите следующие предложения, содержащие разные формы сравнения прилагательных и наречий, и переведите их на родной язык.

1. Most students regularly attend lectures.

2. She visits them more frequently than us.

3. The fire was put out quicker than we expected.

4. Could you speak as loudly as you are able to?

VI. Перепишите следующие предложения, содержащие возвратные местоимения, и переведите их на родной язык.

1. Don't worry we'll sign the contract ourselves.

2. When they negotiated the price they didn't ask anything for themselves.

3. He was angry with himself when he wasn't given a discount.

4. She as a senior manager holds meetings with business partners herself without any assistance.

5. I myself will inspect the equipment in operation.

V. Выберите из таблицы местоимения, производные от *some, any, no, every*.

Переведите предложения на родной язык.

Somebody something anything anybody nobody everybody everywhere

1. I want to copy this text.

2. If happens in the workshop, get in touch with me immediately.

3. You can get this company latest catalogue

4. Fortunately paid in time, was a slow payer.

VI. Выберите нужную форму глагола, имеющего модальное значение и переведите предложения на родной язык.

1. I'll stay late in the office tomorrow to look through the contract.

a) must; b) can; c) have to; d) has to.

2. I'm busy with orders and unfortunately I to book accomodation for foreign visitors.

a) can't; b) won't be able; c) haven't; d) won't can.

3. I can't accompany you I to clarify some matters with the manager after lunch.

a) must; b) will; c) can; d) am.

4. Take into consideration, you be late for a two-day conference.

a) able; b) not allowed; c) should not; d) must not.

5. John said he to be in the office a bit earlier the next day.

a) would have; b) will have; c) must; d) has.

VII. Употребите следующие предложения в косвенной речи. Начните каждое предложение со слов «*She asked me...*»

1. Do you speak English?

2. Do you know how far it is to the station?

3. Are there any ripe black berries on that bush?

4. How many pieces of watermelon can you eat?
5. What is the manager's telephone number?

VIII. Употребите глаголы в скобках в нужном времени.

1. He (*meet*) foreign businessmen yesterday at 4 p.m.
2. They (*discuss*) some contract things when I (*call*) them.
3. The representatives from Bond & Co. (*settle*) the price problem when I (*come*) in.
4. They (*deliver*) the pumps tomorrow by 2 p.m.
5. The company (*supply*) the police with helicopters for 3 years.

IX. Употребите правильную форму глагола в придаточных предложениях времени или условия. Переведите предложения на родной язык.

1. If we (*arrange*) the meeting as soon as possible we will not be a success to make the contract on favourable terms.
2. When we (*be ready*) to place a trial order with your company, we'll notify you by cable.
3. As soon as the customers get the Notification they (*have to*) open a letter of credit with the Moscow Narodny Bank.
4. If the Seller quotes a very high price for their machine-tools, I'm afraid it (*be not acceptable*) to us.
5. They won't place their order with our company until we (*make*) our price for the equipment much lower.

ВАРИАНТ 3

I. Прочитайте и устно переведите текст «Banks in Canada and the USA». Письменно переведите 2 и 3-ий абзацы текста.

1. In every modern society the banking function is recognized as vital in the functioning of the economy. For this very reason, every nation takes a lot of interest in what is going on with the banks.

2. Canadian banking system has 2 main parts: the privately owned chartered banks and the Bank of Canada. There are now 12 chartered banks having more than 7,000 branches across Canada. The «big five» are the largest banks and hold 90 per cent of total banking assets. The Mercantile Bank of Canada is the only Canadian bank which is controlled by a foreign bank — the first National City Bank of New

York. It was established mainly to make loans to business and has 14 branch offices in major Canadian cities. Canada has a central bank, the Bank of Canada, which influences the activities of the chartered banks. In Canada there are many financial institutions chartered banks, savings banks, credit unions, trust companies, mortgage loan companies, insurance companies, etc. All these institutions supply money, but only the chartered banks come under the direct control of the Bank of Canada. The chartered banks supply almost 66 per cent of the money supply.

3. The Canadian banking is similar to the British one and is completely different from the US system. The United States has about 14,000 banks, of which 6,000 belong to the system operated by the Federal Reserve Board (usually called the «Fed»). Through its member banks, the «Fed» issues money, acts as a financial clearing house and establishes required cash reserves that banks must maintain. By increasing and decreasing these reserve requirements, and by changing the interest rate¹ for loans to banks from the 12 regional Federal Reserve Banks, the «Fed» can regulate the money supply and thereby attempt to control the rate of inflation in the economy.

4. Individual savings are usually deposited in interest-bearing accounts in several types of institutions banks, savings and loan associations and credit unions that are usually established by employee groups. Americans also have the option of placing part of their money in savings bonds and treasury bills issued by the federal government or in privately operated mutual funds that invest the money in the stock market. Almost all private banks and savings institutions have insurance offered by the federal government to protect individual savings accounts up to \$100,000.

Notes:

¹interest rate — процентная ставка

II. Напишите правильный ответ на следующий вопрос из текста:

Do the Americans have any opportunities for their individual savings to be really safe dealing with banks?
--

III. Выберите правильный вариант ответа, учитывая правило согласования времен. Переведите предложения на родной язык.

1. A manufacturing plant decided a Notification of the Readiness of the goods for shipment later.

a) would be sent; b) will be sent; c) will have to be sent; d) must be sent.

2. The marketing manager said the machines quality of their company being in great demand on the world market

a) have been improved; b) had improved; c) had been improved; d) would have improved

3. We were asked if the modified pump capacity higher and it easier to operate.

a) will be; b) must be; c) is; d) was.

4. My sister said she forward to a business trip abroad.

a) will go; b) was looking; c) will look; d) would go.

5. The buyer said they the price reasonable.

a) didn't find; b) found; c) had found; d) will find.

IV. Поставьте прилагательные в скобках в нужной степени сравнения. Переведите предложения на родной язык.

1. This modified sea-proof packing is (*good*) than the other two. It's the (*good*) one.

2. These goods are much (*bad*) than those, they are not good in operation.

3. Their prices are (*attractive*) than their competitors'.

4. You will get (*great*) discount of all the partners.

5. Having looked through their new price-list, we came to the conclusion our prices are (*low*) than theirs.

V. Выберите правильный вариант сказуемого в придаточных предложениях времени или условия. Переведите предложения на родной язык.

1. When they the construction of a new shop, they will offer us to place an order with them, as we're interested in their equipment.

a) will complete; b) shall complete; c) complete; d) have completed.

2. If you the washing machines for immediate shipment, could you contract us as soon as possible.

a) requires; b) require; c) will require; d) shall require.

3. Before we the contract we'll have to clarify the delivery terms.

a) shall sign; b) signing; c) sign; d) will sign.

4. If they to provide shipping facilities we'll sell our goods on CIF terms.

a) are able; b) be able; c) will be able; d) can.

5. As soon as the lot they'll advise you by cable.

a) will arrive; b) arrive; c) arrives; d) arrived.

VI. Заполните пропуски возвратными местоимениями, подходящими по смыслу. Переведите предложения на родной язык.

1. The company's representatives will discuss the guarantee period for computers

2. The manager of the company invited overseas visitors and showed them round new premises

3. Must we have done new pricing ?

4. The balance of 100 pumps was sent by the plant-manufacturer

5. Unluckily I was mistaken when taking a decision.

VII. Переведите следующие предложения на родной язык, обращая внимание на производные от *some, any, no, every, too much* перед прилагательными.

1. Would you like something to drink?

2. There isn't anything good on at the cinema.

3. The factory is closed. Nobody works there any more.

4. The office is empty now. Everybody has gone home.

5. I'm afraid the equipment is too complicated to use it in industry.

6. I'm sure a group of specialists will render us much more qualified technical assistance than all our staff.

VIII. Выпишите из текста все слова и выражения по вашей специальности и выучите их.

ВАРИАНТ 4

I. Прочитайте и устно переведите текст «Corporations». Письменно переведите 3, 4, 5 и 6-ой абзацы текста.

1. Some industries, such as automobile manufacturing, computer manufacturing, oil refining, and natural gas production require millions of dollars to operate a business. Typically such vast sums of money are

put together by attracting numerous investors. The unincorporated forms of business — the proprietorship¹ and the partnership² — do not attract investors who do not want to make decisions or to be actually involved in managing the firm. The corporation, by contrast, provides a form of business ownership in which owners spread over a wide geographical area can hire professional managers to operate the business.

2. The corporate form of business organization accounts for 90% of the total sales of US business. There are over 3.4 million profit-oriented corporations³ of all sizes. In addition, many corporations are not conducted for profit and do not have private owners or shareholders⁴. These nonprofit corporations conduct their business in the areas of government (e.g., the US Postal Service), education, health (e.g., a public-health clinic), religion, and charity (e.g., the Salvation Army).

3. The legal status of a corporation stems from a charter⁵, which is a state-issued document authorizing its formation. The individuals forming the corporation are called its incorporators. A corporation that conducts business in the state in which it is chartered is known as a domestic corporation. A corporation doing business in a state other than the one in which it is incorporated is called a foreign corporation.

4. After the charter has been granted, the incorporators and all subscribers⁶ or the owners of the stock of the business meet and elect a board of directors⁷. They also approve the bylaws of the corporation, if this is a state requirement. The board of directors then meets to select the professional managers and to make any other decisions needed to start the business.

5. The corporation has relationships with various groups. Included in the corporation's domain⁸ of operation are shareholders, creditors, customers, and employees. The actual owners of the business are the shareholders, those who have invested their money. The corporation is run by professional managers who plan, organize, control, and direct the activities needed to sell goods and/or services to customers. The managers also decide what property to purchase, what employees to hire, and where to borrow needed funds.

6. A corporation's policy is established by a board of directors, which is elected by the shareholders or owners. The board must put together the best possible team of managers to run⁹ the day to day operations. In governing the corporation, the board of directors decides for or against recommendations submitted by the officers¹⁰ of the

corporation. Although the board is the final authority, it usually responds to requests and recommendations made by the professional managers.

Notes:

¹(sole) proprietorship — форма бизнеса: частная собственность

²partnership — форма бизнеса: партнерство

³profit-oriented corporations — корпорации, получающие прибыль

⁴shareholders — акционеры

⁵charter — устав, документ, дающий право открыть (здесь) корпорацию

⁶subscribers — (здесь) соучредители

⁷board of directors — совет директоров

⁸domain = territory — сфера деятельности, территория

⁹to run = to operate — управлять

¹⁰officers = top officials = top managers — руководители

II. Ответьте письменно на следующие вопросы по тексту.

1. Why are the professional managers so important to run a corporation?

2. A charter is an official document used in a corporation, isn't it?

3. What is the object = target of nonprofit corporations? Compare with profit-oriented ones.

4. What is the difference between corporated and unincorporated forms of business?

5. Which one would you like to be involved in and why?

III. Употребите глагол в скобках в нужном времени. Переведите предложения на родной язык.

1. How long he (*have*) his own business?

2. When they set up the publishing division, we already (*publish*) our two magazines for 3 years successfully.

3. Softbank (*distribute*) software since 1989.

4. Before he went there he (*discuss*) some business matters with his superior.

5. The manager (*look through*) the catalogues when I (*come in*).

IV. Заполните пропуски неопределенными местоимениями *some, any, no, every* или их производными. Переведите предложения на родной язык.

1. Have you got business matters to discuss today? — Yes, I've got
2. Can help me carry these heavy bags, please?
3. You look worried. Is all right?
4. All my clothes are dirty. I've got to wear.

V. Дайте письменный перевод следующих предложений на родной язык, учитывая правило согласования времен.

1. I didn't know she had sent a telex to Paris in the morning.
2. She asked if I could handle and fix a fax-machine.
3. I thought my boss was living in the town centre this month.
4. Everybody believed the company manager would go on business to New York in two weeks.
5. We were advised our junior staff would run training at the Computer Centre.

VI. Поставьте прилагательное *interesting* в нужную степень сравнения, используя слова из таблицы.

than	the	as	more	the...the	most
------	-----	----	------	-----------	------

1. Which is (*interesting*) place you've ever visited?
2. My previous job wasn't as ...(*interesting*) ... my new one.
3. I was surprised how good the film was. It was much (*interesting*) ... I expected.
4. (*interesting*) the book is time I spend reading it.

VII. Выберите правильную форму прилагательных или наречий.

1. It's raining (*heavy/ heavily*).
2. The rain is very (*heavy/ heavily*).
3. Susie is only 14. She isn't (*enough old/ old enough*) to get married.
4. I don't want to go swimming. It's (*too cold/ cold enough*).
5. I love Tina's singing. Her voice is (*too/very*) good.

VIII. Переведите следующие предложения из прямой речи в косвенную.

1. He said to me: «I was here yesterday».
2. He asked me: «Where is your boss?»
3. She said to him: «Come at five».
4. He said: «I get up at eight a.m.»
5. Pete said: «We had finished our work by six p.m.»

КОНТРОЛЬНАЯ РАБОТА № 3

Для правильного выполнения контрольной работы № 3 необходимо усвоить следующий грамматический материал:

1. Существительные в функции определения.
2. Образование и употребление форм глагола группы Indefinite, Continuous и Perfect в страдательном залоге. Особенности перевода сказуемых в страдательном залоге.
3. Инфинитив. Объектный и субъектный инфинитивные обороты, оборот с *for* и самостоятельный инфинитивный оборот.

ВАРИАНТ 1

I. Прочитайте и письменно переведите текст «The Foreign Exchange Market».

1. International transactions call for¹ the use of the foreign exchange market, which is composed of four main participants:

a. Commercial banks, who execute² transactions for their corporate and other customers. Sometimes with the help of specialized foreign exchange brokers, they bring together buyers and sellers of foreign currencies. Banks also transact with other banks for their own account, and indeed interbank trading accounts for most of the activity in the foreign exchange market.

b. Corporations, who need to convert receipts or payments from one currency to another.

c. Nonbank financial institutions, such as insurance companies.

d. Central banks, who intervene in the market by buying and selling currencies to influence the exchange rate³. The impact of their transactions may be great.

2. The foreign exchange market consists of the foreign exchange departments of the large banks as well as a number of specialized traders. They keep in instant communication with each other by telephone, continuously exchanging price and quantity information. It is therefore useful to think of this market as a network of telephone lines and cables. In addition, each large bank maintains correspondent banks in all major cities throughout the world, and it is through this relationship that the network of foreign exchange transactions is conducted. The foreign correspondent of a bank may be its own branch or subsidiary⁴. Thus although foreign exchange trading takes place in many financial markets around the world, these markets are tightly linked.

3. Instant communication ensures⁵ that the foreign exchange markets will be orderly: that the value of one currency in terms of another will be the same in all major financial centers. If franc is worth 20 cents in Paris and 21 cents in London, the financier can purchase francs in Paris, sell them immediately in London, and realize a 1-cent profit on each franc. This kind of transaction is called arbitrage, for it involves no risk. Profit is realized simply by taking advantage of the geographical price differential. But the arbitrageur⁶ performs the useful function of ensuring that each currency has the same value on all financial markets.

Notes:

¹call for — предусматривать

²execute = fulfill = carry out — осуществлять

³exchange rate — валютный обменный курс

⁴subsidiary = branch — филиал

⁵ensure = guarantee

⁶arbitrageur — арбитражер (лицо, занимающееся арбитражными операциями)

II. Напишите к тексту 6 логически связанных вопросов разных типов.

III. Дайте перевод следующих предложений на родной язык, учитывая существительные в роли определения.

1. We can deliver cane sugar prices in December provided that we receive your order within the next ten days.

2. The commercial manager said if we didn't work in accordance with the modern requirements, a payment agreement wouldn't be reached.

3. As soon as we receive your sugar cane cable, we shall instruct our office to prepare the warehouse.

4. I shall stay at the custom-house until wholesale prices index has been examined.

5. If it's necessary I'll get in touch with him immediately to know about long-term credits.

IV. Напишите глагол в скобках в указанном времени в страдательном залоге. Переведите предложения на родной язык.

Образец: This picture (always *admire*). — Present Simple.

This picture is always admired. — *Этой картиной всегда восхищаются.*

1. This exercise (*do*) very carefully. — Present Continuous
2. The box (*not open*) for the last hundred years. — Present Perfect
3. The Tower of London (formerly *use*) as a prison. — Past Simple.
4. This matter (*discuss*) tomorrow. — Future Simple
5. Not a sound (*hear*). — Past Simple
6. The book (*finish*) next month? — Future Simple
7. The piano (*play*) far too loudly. — Past Continuous

V. Напишите следующие предложения в страдательном залоге. Переведите полученные предложения на родной язык.

Образец: They gave my little sister a ticket, too. —

My little sister was given a ticket too. —

Моей маленькой сестре дали билет тоже.

1. People will show the visitors the new buildings.
2. The company is expanding its range of services.
3. Somebody recommended me to another doctor.
4. When we first met, they had already offered me a job at the bank.
5. We are relocating our headquarters in Malaysia.

VI. Поставьте вопросы к подчеркнутым словам, употребив страдательный залог.

Образец: He was brought up and educated in Paris.

Where was he brought up and educated?

1. The documents are kept in the file.
2. They are taught management here.

3. He is offered a good job at the college.
4. American films are often shown here.
5. Mike is invited to the meeting.
6. This machine is designed by this famous engineer.

VII. В следующих предложениях подчеркните инфинитивные обороты, укажите их вид. Переведите предложения на родной язык.

1. It's necessary for the goods to be packed in strong cases.
2. They do not expect the President to cut taxes as he has promised
3. The local authorities did not want their housing scheme to fail.
4. Thousands of British students are likely to take part in the peace march.
5. Moral perfection is considered to be one of the ideals of mankind.

ВАРИАНТ 2

I. Прочитайте и устно переведите текст «Fostering Entrepreneurship». Письменно переведите 2, 3 и 4-ый абзацы текста.

1. «We need to permit companies and organizations to sell freely; to buy and borrow from their reserves so as to create a powerful and vibrant¹ goods market; to invest their enormous but idle² resources; to unleash³ in practice, not just in words, economic initiative in the country. In place of fruitless efforts at central planning of our entire industrial production, we should introduce contracts between supplier and consumer.» (*Prosperity Papers*)

2. Starting a business requires courage even in the best of times: courage to take the risk of putting your own money into an idea; courage to take on the competition; and courage to take a leap into an unknown future. Throughout the world, millions of entrepreneurs display such courage as they create new businesses. This creative process is the lifeblood of the strong private sectors that drive growth and propel nations forward.

3. Experience has shown that nations that support their courageous entrepreneurs have grown and prospered over the last 30 years, while nations that have placed barriers to the growth of their small business enterprises have done poorly. Even among countries that have previously discouraged or prohibited such activity in favor of the state as the driving

force for economic growth, there is growing recognition of the importance of fostering entrepreneurial activity

4. Governments play a crucial role in helping their entrepreneurs blaze⁴ a trail of prosperity, by implementing appropriate policies and support programs. Even countries such as Japan and South Korea, which today boast of thriving⁵ private sectors, did not achieve success until after the right elements were in place. For countries newly embarking upon the path of market-oriented reforms, the task is the same — the right elements must be in place before sustained⁶ growth and progress can be achieved.

5. What are the right elements? The answer, of course, will not be exactly the same for every country, but there are some basic principles that serve as a framework. Three key points are:

- a market-oriented policy environment based on sound legal and regulatory structures;

- entrepreneurial training and development programs; and

- government support and assistance programs, such as access to risk capital for new and small business.

6. All three of these elements are vital. It is not enough just to provide training and technical assistance or to create small, special lending programs. In too many countries, entrepreneurs must deal with laws and regulations that have become so complex that it is nearly impossible to start a new firm or expand existing operations.

Notes:

¹vibrant — гибкий

²idle — (зд.) дополнительные, но не работающие активно в бизнесе

³unleash — (зд.) активный

⁴blaze — (зд.) выбрать

⁵thriving — процветающий

⁶sustained — существенный

⁷crucial = vital — важный

II. Напишите к тексту 6 логически связанных вопросов.

III. Дайте перевод следующих предложений на родной язык, учитывая существительные в роли определения.

1. Unless you advise about your home market prices, we shall be compelled to cancel the order.

2. If the freight rate rises, the sellers will have the right to increase the price of the goods.

3. We shall be obliged if you will send us your machine-tools catalogue.

4. In case the loading or discharge port is inaccessible owing to ice, the vessel shall proceed to the nearest safe and accessible port.

IV. Напишите следующие предложения в страдательном залоге. Переведите полученные предложения на родной язык.

Образец: They gave my little sister a ticket, too. —

My little sister was given a ticket too. —

Моей маленькой сестре дали билет тоже.

1. Russian scientists are making wonderful discoveries.

2. This mine will produce large quantities of coal this year.

3. Who has written this article?

4. A famous architect designed this theatre.

5. A railway line connects the village with the town.

6. This plant had fulfilled the yearly plan by November 15.

7. The accountant must check the invoice.

V. Поставьте вопросы к подчеркнутым словам, употребив страдательный залог.

Образец: He was brought up and educated in Paris.

Where was he brought up and educated?

1. Scientific articles are often published in this magazine.

2. The contract is being typed.

3. The machines will be delivered to us at the end of the week.

4. While the goods were being prepared for shipment, we were looking for a suitable steamer.

5. He was warmly thanked for his help.

6. The ship-owners telegraphed to the charterers that the ship was being repaired at Genoa.

7. Has the contract been checked by the legal adviser?

VI. Напишите глаголы в скобках в страдательном залоге и требуемом по смыслу времени. Переведите предложения на родной язык.

1. Don't enter the room! A student (*examine*) there.

2. The event (*report*) by the newspapers before they arrived home.

3. After the accident he (*take*) immediately home.
4. The letter (*type*) by the typist when I came in.
5. I'm sure his work (*complete*) by the end of the month.

VII. В следующих предложениях подчеркните инфинитивные обороты, укажите их вид. Переведите предложения на родной язык.

1. It would be much better for our plant-manufacturer to supply us with their spares as soon as possible, otherwise they won't meet our purchasing opportunities.

2. We would like them to teach our specialists and to make a concession in price.

3. The final price seemed to depend on their increasing the order at least by 50 units more or not.

4. The first thing for me to do is to find out when the steamer arrives.

5. The buyers requested the sellers to keep them informed of the vessel position, the messages to be addressed to their agents.

ВАРИАНТ 3

I. Прочитайте и устно переведите текст «The International Financial System». Письменно переведите 2 и 3-ий абзацы текста.

1. Each nation has its own currency, issued by its central bank, and used to finance transactions¹ within the country. Among the Western countries, the five major currencies are the U.S. dollar, the British pound sterling, the Japanese yen, the German mark and the French franc. The U.S. dollar is widely used in private international transactions and it serves as the unit by which the prices of truly international goods and services (such as oil and ocean freight rates²) are priced. International trade statistics of all countries, compiled³ by the United Nations, are also reported in dollars.

2. The price of one currency in terms of another is called an exchange rate⁴. Exchange rates can fluctuate⁵ in response to market supply and demand conditions just like any other price. The government can fix the exchange value of its currency by buying or selling foreign currencies out of stock (reserves) at a fixed price. This is known as a

fixed exchange rate. Whatever the system, the exchange rate is used to convert prices quoted in one currency into another. Each country measures its exports and imports in its own currency. A country must balance its international financial accounts in much the same way as a family deals with its finances. An external deficit can be financed by drawing down previously accumulated assets⁶ or by accumulating debts to other countries. In time, however, an adjustment process must set in to eliminate the deficit.

3. Millions of individual decision makers affect a country's international accounts. They include importers and exporters who in turn must be responsive to the demands of consumers and producers, all individuals engaged in⁷ overseas travel, and all companies involved in the transfer of investment and other capital across national boundaries. Balancing accounts becomes an objective⁸ of national policy.

4. In a free-market economy the government has no direct control over individual decisions. Each government must establish an elaborate reporting mechanism to compile the necessary statistics and to perform the analysis needed to guide to policymakers. If the policies of trading nations are not to conflict with one another, those nations must act in concert to set up a framework within, which their policies are to be formulated. Such a framework is known as an international monetary or financial system. The function of the monetary system is to provide a well-lubricated mechanism by means of which a multitude of traders and investors can each pursue his or her own goal and yet result in one harmonious whole. On the national level, each country compiles detailed statistics on international transactions on which to base policy decisions, and such decisions are subject to the constraints imposed by the international system.

Notes:

¹transactions = deals — сделки

²freight rates — ставки фрахта судов

³compiled — собранные

⁴exchange rate — обменный курс валют

⁵fluctuate = change — меняться

⁶assets — активы, фонды

⁷engaged in — занятие

⁸objective = aim = target — цель

II. Ответьте письменно на следующие вопросы к тексту:

1. What is the most popular and widely spread currency? Why?
2. What for are different currencies used?
3. What is the difference between an exchange and a fixed exchange rate?
4. What is an objective of any national policy? Why?
5. What is the most important thing about international financial system?

III. Выпишите из текста все слова и выражения по вашей специальности и выучите их.

IV. Поставьте глаголы в скобках в Present Simple или Future Simple, учитывая придаточные предложения времени и условия.

1. If he (*come*) I (*ask*) him about the world cotton stocks.
2. She (*stay*) here until he (*return*).
3. The overseas visitors (*arrive*) unless it (*rain*).
4. As soon as we (*receive*) the drafts of the drawings we (*send*) them to you.
5. If I (*get*) the power station equipment, they (*contact*) your boss.

V. Выберите нужный вариант сказуемого в страдательном залоге. Переведите предложения на родной язык.

1. Our trade representative was explained the compressors and pumps ... in time according to the contract
a) to be delivered; b) would be delivered; c) will be delivered; d) are delivered.
2. Every year a great number of contracts by our company abroad
a) are signed; b) is signed; c) sign; d) we sign.
3. Transactions with this Co ... by our representatives since last autumn.
a) conclude; b) concluded; c) having concluded; d) have been concluded.
4. This queer, from my point of view, enquiry by the Customs.
a) to receive; b) has been received; c) have received; d) was received.
5. Don't worry, the orders ... on the territory of Belarus this month.
a) are placed; b) are being placed; c) to be placed; d) placing.

VI. Напишите глагол в скобках в указанном времени в страдательном залоге. Переведите предложения на родной язык.

Образец: This picture (always *admire*). — Present Simple.

This picture is always admired. — *Этой картиной всегда восхищаются.*

1. I (*say*) a lot of visitors took part in a specialized fair yesterday. — Past Simple.

2. Programmers (*teach*) by qualified specialists in a specialized training centre. — Present Simple.

3. The negotiations (*hold*) to make contracts and to be a success in scientific and agricultural fields. — Present Continuous.

4. The sales manager was said he (*get*) in touch with not later than next week. — Future-in-the-Past.

5. Don't you remember all the goods (*advertise*) when our boss was on a business trip abroad. — Past Continuous.

VII. В следующих предложениях подчеркните инфинитивные обороты, укажите их вид. Переведите предложения на родной язык.

1. The water was too cold for the children to bathe.

2. A cargo of 5,000 tons of wheat has been sold to a foreign company, payment to be made in cash.

3. They were informed to have been made a concession and after calculations they made profit 15 per cents more than last year.

4. I'd like him to take care of the contract fulfilment.

5. It's time for them to devote the article to the latest events in the Chamber of Commerce and Industry.

6. Our partners seem to have been discussing the price problem for 2 hours.

ВАРИАНТ 4

I. Прочитайте и устно переведите текст «Advertising». Письменно переведите 2, 3 и 4-ый абзацы текста.

1. Promotional strategy is an integral component of the overall marketing mix¹. The promotional mix includes advertising, sales promotions, personal selling, and publicity. The combination of these elements in a coordinated plan to achieve a goal is called a promotional

campaign. The composition of the promotional mix depends not only upon the nature of the product and the market, but also upon foreign legal restrictions, media availability, media coverage, costs, and cultural diversity.

2. Advertising refers to any *paid* form of a promotional message where the sponsor is identified. Television is one of the more highly regulated communication industries. Availability, scheduling, and acceptable products are all regulated to varying degrees by different countries. For example, commercial television is unavailable in Belgium, Denmark, Norway, and Sweden. Holland allows 10 minutes daily of commercial messages; France allows 13 minutes; Switzerland, 15 minutes; Germany, 20 minutes; and Austria, 27 minutes. In Germany, TV scheduling must be arranged by August 30 of the prior year. Many countries prohibit alcohol and tobacco commercials and forbid the use of children in commercials². Satellite transmission has been the cause of recent concern to many countries. Political considerations are beyond the scope of this discussion, but the language problems are considerable to a marketer creating advertisements designed to be transmitted via³ satellite and which may be received in many different countries.

3. Advertising on radio is lower in cost than television, usually covers a smaller geographic area, and relies on sound (words, tone of voice, music, etc.) for impact. Radio is more flexible than other media in that it can reach consumers in their automobiles, homes, places of work, stores, or other locations⁴. However, legal restrictions may also cover radio broadcasters; throughout most of Austria, for example, radio advertising carries a 10 percent tax (posters are taxed 10 to 30 percent; TV ads⁵ are taxed 10 percent). Language may be a problem wherever a number of languages are spoken within one listening area.

4. Advertising in newspapers has problems with coverage. For example Lebanon, with a population of only 1.5 million, has 210 daily or weekly newspapers. Only four have circulations⁶ over 10,000, with the average being 3,500. Availability may be a problem with other countries where a lack of paper limits size and frequency of editions. Though newspapers are often the preferred medium for immediacy, some countries like India may require as much as a six-month lead time to place advertisements.

5. Magazines are used somewhat less frequently for international advertising. However, for countries where television or radio

advertisements are not allowed, print media comprise nearly all of the advertising budget. Literacy rates are also a consideration when selecting print media. Though the advertisement may be designed to be largely pictorial, few people may purchase the magazine.

Notes:

¹marketing mix — разные виды маркетинговых стратегий при движении товара на рынок

²commercial — реклама, оплаченная рекламодателем

³via — через

⁴locations = places

⁵ads = advert = advertising

⁶circulation — тираж (газет и т.д.)

II. Напишите к тексту 6 логически связанных вопросов.

III. Выпишите из текста все слова и выражения по вашей специальности и выучите их.

IV. Выберите нужный вариант сказуемого в страдательном залоге. Переведите предложения на родной язык.

1. No doubt the agreement about the new equipment delivery ... next week by both parties.

a) will be signed; b) will sign; c) to sign; d) would be signed.

2. I was told the goods ... the whole month because of bad weather.

a) would be delivered; b) will be delivered; c) are to be delivered; d) will have to be delivered.

3. When we found ourselves in the Co, all the terms of the contract

a) were discussed; b) had been discussed; c) had discussed; d) having been discussed.

4. Tomorrow the whole night all the clauses of the contract with M and Co ... by our experts.

a) would be thoroughly discussed; b) will discuss thoroughly; c) would have been thoroughly discussed; d) will be thoroughly discussed.

5. Office equipment ... only partly by the end of the year because of the money lack.

a) will have been bought; b) will be bought; c) will buy; d) shall buy.

V. Напишите следующие предложения в страдательном залоге. Переведите полученные предложения на родной язык.

Образец: They gave my little sister a ticket, too. —

My little sister was given a ticket too.—

Моей маленькой сестре дали билет тоже.

1. The students read the text aloud.
2. The teacher will correct the student's composition.
3. The workers are discharging the steamer.
4. The director has just signed the letter.
5. The committee must discuss this question immediately.

VI. Поставьте вопросы к подчеркнутым словам, употребив страдательный залог.

Образец: He was brought up and educated in Paris.

Where was he brought up and educated?

1. The buyers were granted a credit of six months.
2. They have been given detailed instructions and have been told to execute them at once.
3. They are paid twice a month.
4. He is always laughed at.
5. She is very well spoken of.

VII. В следующих предложениях подчеркните инфинитивные обороты, укажите их вид. Переведите предложения на родной язык.

1. The sellers chartered a steamer for the transportation of the goods, the lay days at the port of loading not to commence before October 20.

2. The fight for export markets between number one countries is certain to grow grimmer and grimmer.

3. The manufacturers would like the time fixed for delivery to run from January 20.

4. We consider ourselves to have the right to claim an allowance of 15 per cent.

5. There is no reason for us to change the terms of payment.

КОНТРОЛЬНАЯ РАБОТА № 4

Для правильного выполнения контрольной работы № 4 необходимо усвоить следующий грамматический материал:

1. Причастие I и II. Формы и функции причастий. Независимый причастный оборот. Complex Object (сложное дополнение) с причастием I и II.
2. Сослагательное наклонение. Типы условных предложений.
3. Инверсия.
4. Конструкция *it is that (who)*.

ВАРИАНТ 1

I. Прочитайте и устно переведите текст «The American Economy». Письменно переведите 2, 4 и 5-ый абзацы текста.

1. The American economy is a free enterprise system that has emerged from the labors of millions of American workers; from the wants that tens of millions of consumers have expressed in the market place; from the efforts of thousands of private business people; and from the activities of government officials at all levels who have undertaken¹ the tasks that individual Americans cannot do.

2. The nation's income and productivity have risen enormously over the past 90 years. In this period, the money for personal consumption tripled in real purchasing power. The gross national product² per capita³ quadrupled, reflecting growth in worker productivity. Most Americans consider themselves members of the middle economic class and relatively few are extremely wealthy or extremely poor.

3. The government plays an important role in the economy, as is the case in all countries. From the founding of the Republic, the US federal government has strongly supported the development of transportation. It checks the purity⁴ of food and drugs, insures bank deposits and guarantees loans. Despite the fact the US government supports many segments of the nation's economy, economists estimate the public sector accounts for only one-fifth of American economic activity, with the remainder⁵ in private hands.

4. America exports some 440.9 thousand million worth⁶ of farm products each year. The USA produces as much as half the world's soybeans and corn for grain and from 10 to 25 percent of its cotton, wheat, tobacco and vegetable oil. But the bulk of America's wealth is produced by private industries and businesses — ranging from giants like General Motors, which sells \$96,371 million worth of cars and trucks each year — to thousands of small independent entrepreneurs. Yet, some 75 percent of American products face⁷ foreign competition within markets in the USA.

5. American industries have become increasingly more service-oriented. Approximately 27 million Americans are employed in selling. Another 19.2 million work in manufacturing and 17.5 — work for federal state and local governments. Unemployment is about 7 per cent. The government provides unemployment compensation (from 20 to 39 weeks depending upon economic conditions). About 80 per cent of all wage and salary earners are covered by unemployment insurance.

Notes:

¹undertake — взять на себя выполнение

²gross national product — валовой национальный продукт

³per capita — на душу населения

⁴purity = quality — качество

⁵remainder — все оставшееся

⁶worth — (зд.) на сумму

⁷face = encounter — сталкиваться с

II. Напишите к тексту 4 специальных вопроса.

III. Определите форму и функцию причастия. Переведите предложения на родной язык.

Образец: The man standing by the window is our teacher.

standing — Participle I Simple, Active;

в функции определения

Мужчина, стоящий у окна, наш преподаватель.

1. The smoking passenger is my brother.

2. I saw him leaving the house.

3. We found him gone.

4. Having done the work, I went home.

5. Walking down the street, I met a friend of mine.
6. The sun having risen, we continued our way.

IV. Употребите причастие I или причастие II в данных предложениях.

1. The girl (*write*) something on the blackboard is my friend.
2. This is a letter (*address*) to you.
3. (*Go*) through the party I met a familiar of mine.
4. I like to read stories (*write*) by this author.
5. He did not organize that meeting (*say*) he was busy.
6. The man (*stand*) at the window is a well-known businessman.

V. Выберите и переведите на родной язык только предложения с самостоятельным (независимым) причастным оборотом.

1. Knowing English well, my brother was able to translate the article without any difficulty.
2. Having lost the key he couldn't enter the house.
3. The goods having been unloaded, the workers left the port.
4. The professor being ill, the lecture was put off.
5. The sawn-goods were shipped by the steamer *Minsk*, part of the cargo being placed on deck.
6. Not knowing what to do, I waited patiently.

VI. Переведите предложения на родной язык, принимая во внимание сослагательное наклонение.

1. I wish it were summer now.
2. I wish you would help me with this work.
3. She talks to me as if I were a child.
4. She speaks English as if she had been brought up in England.
5. If only we had a phone. I'm tired of queuing outside the public phone box.
6. Supposing you had a million pounds? What would you do?

VII. Определите тип условных предложений. Переведите предложения на родной язык.

1. If we had received your offer last week we'd have accepted it.
2. I would come and see you off if I didn't leave so far away.

3. If I had been in your place, I wouldn't have said that.

4. If the machinery were to be dispatched from the factory to the port of loading later than tomorrow, we should miss the steamer and should have to wait for the next one at least two weeks.

5. If he is here he'll answer you.

6. If the rate of freight should arise, the sellers will have the right to increase the price of the goods.

VIII. Переведите предложения на родной язык, обращая внимание на способы инверсии и конструкцию *it is ... that (who)*.

1. Only after years of practice could I perform the delicate manoeuvre.

2. It was after the steamer had left that the notification of the bank was received by the seller.

3. At no time was I ever informed.

4. It was on that condition that the order was placed with you.

5. In no way can this government deny its guilt.

6. It will not be till May that the shipowners will be responsible for the damage to the goods.

IX. Выпишите из текста все слова с окончанием *-ed*, определите, какой грамматической формой они являются.

Образец: *assigned* — причастие II

ВАРИАНТ 2

I. Прочитайте и устно переведите текст «Laissez-Faire¹». Письменно переведите 1, 2 и 4-ый абзацы текста.

1. The ideas of laissez-faire applied to economics appealed greatly to Scottish economist Adam Smith. He published one of the most important books in the history of economics. The full title is «An Inquiry Into the Nature and Causes of Wealth of Nations». Smith's book is an argument in favor of allowing people to engage² in trade, manufacturing or other economic activity without unnecessary control or interference from government.

2. The main argument in the book is: people are naturally selfish. When they are engaged in manufacturing or trade, they do so to gain³ wealth and/or power. This process should not be interfered with because,

despite the self-interest of these individuals, their activity is good for all of society. The more goods they make or trade, the more goods people will have. The more people who manufacture and trade, the greater the competition. Competition among manufacturers and merchants helps all people by providing even more goods and probably lower prices. This activity creates jobs and spreads wealth.

3. Smith concluded that individuals should own private property and be allowed to engage in private economic activity. This would result in greater wealth for all.

4. Smith accepted the idea there were some things the government should do. A government is best suited to build canals or roads. A government may find it necessary to put some restrictions on international trade. And he said, the government mustn't allow individual businesses to act together to control the production or trade of certain goods, thus⁵ creating a monopoly. A monopoly, in Smith's opinion, could be as harmful to the general welfare⁶ as governmental control.

5. Smith's book sets forth the beliefs on which the capitalist economic system is based, although he did not use the word capitalism. His ideas were warmly received by the rising merchant class throughout Europe. The book gave national governments a clear reason to let people engage freely in economic activity.

Notes:

¹Laissez-Faire — (фр.) невмешательство в экономику; политика невмешательства со стороны правительства

²be engaged = be involved = work

³gain = get

⁴merchants = sellers

⁵thus — таким образом

⁶welfare — благосостояние людей

II. Напишите к тексту 4 специальных вопроса.

III. Определите форму и функцию причастия. Переведите предложения на родной язык.

Образец: The man standing by the window is our teacher.

standing — Participle I Simple, Active;

в функции определения

Мужчина, стоящий у окна, наш преподаватель.

1. The man signing the contract is my boss.
2. Crying he ran out of the room.
3. Smiling he was going to school.
4. Having smiled he began to explain the task.
5. Translating the text the students consulted the dictionary.
6. The books written by K.Simonov are translated into many languages.

IV. Употребите причастие I или причастие II в данных предложениях.

1. Do you know both business partners (*play*) tennis now?
2. We were walking about the Embassy (*look*) at the pictures on the walls.
3. (*Answer*) the questions, John made a mistake.
4. My wife found the important paper (*lose*) by me yesterday.
5. They fell asleep at once (*be tired*) by their journey.
6. He lives in a house (*build*) a hundred years ago.

V. Выберите и переведите на родной язык только предложения с самостоятельным (независимым) причастным оборотом.

1. Having seen a lot of interesting she described it in her book.
2. The wool was placed in the warehouse, the cotton being forwarded to the factory.
3. Weakened by years of bad health she could hardly sit up in bed.
4. I spent the evening decorating the New Year tree.
5. There being a severe storm at sea, the ship could not leave the port.
6. It being Sunday, the library was closed.

VI. Выберите правильный вариант оборота «Объектный падеж» (*Complex Object*) с причастием I или II.

1. Я подстриг вчера волосы (не сам, т.е. сходил в парикмахерскую).
 - a) I was cut my hair yesterday; b) I had my hair cut yesterday; c) I cut my hair yesterday.
2. Мы наблюдали, как он медленно подходил к калитке.

a) We watched him slowly approaching the gate; b) We watched that he approached the gate slowly; c) We saw how he approached the gate slowly.

3. Управляющий желает, чтобы ящики были сосчитаны и взвешены.

a) The manager wants the cases counted and weighed.

b) The manager wants that the cases would be counted and weighed.

c) The manager wanted that the cases had been counted and weighed.

4. Капитан наблюдал, как матросы разгружали пароход.

a) The captain watched the sailors unloading the steamer.

b) The captain watched that the sailors unloaded the steamer.

c) The captain watched that the sailors were unloading the steamer.

5. Я слышал, как его имя упоминали в разговоре.

a) I heard that his name was mentioned during the conversation.

b) I heard how his name was mentioned during the conversation.

c) I heard his name mentioned during the conversation.

VII. Переведите предложения на родной язык, принимая во внимание сослагательное наклонение.

1. I wish I knew where they lived.

2. I wish they could come to see me tomorrow, I shan't be here again till the weekend.

3. I wish you would go away.

4. If he were in Moscow next week he would come to see us.

5. If I had been there too, I could have heard the story myself.

6. But for his quickness I would have been killed.

VIII. Определите тип условных предложений. Переведите предложения на родной язык.

1. I'd be disappointed if they did not come.

2. If the weather hadn't been so hot last month, the goods would not have gone bad during transportation.

3. We will be very sorry if he doesn't call us tonight.
4. If we had no luggage we'd walk home.
5. If you were to guarantee a regular supply of these goods we would be prepared to conclude a new contract.

IX. Переведите предложения на родной язык, обращая внимание на способы инверсии и конструкцию *it is ... that (who)*.

1. It was not till the goods were loaded that they were inspected thoroughly.
2. Only when I myself became a parent did I realize the value of my parents' advice.
3. It will be our legal adviser who I shall discuss the matter with.
4. On no account will I compromise my ideals.

X. Выпишите из текста все слова и выражения по вашей специальности и выучите их.

ВАРИАНТ 3

I. Прочитайте и устно переведите текст «Inflation». Письменно переведите 1, 2 и 3-ий абзацы текста.

1. Suppose the investors want to start spending more than the savers are saving. What happens? The investors will still be in the market looking for goods after the goods are all gone; shortages¹ would happen then. May be producers would try to produce more, to meet the demands² of the investors. But suppose we already have a full employment economy. The producers are producing all they can produce.

2. Given enough time, producers can build more and better capital. Then they can produce more. But isn't that just what they are trying to do now? They are trying to spend more money to invest in more capital. But the consumers are buying too much! Businesses can't invest any more in growth than the people are saving — that is: «producing but not consuming». So the shortages continue.

3. The investors who are trying to buy more capital goods than the economy is producing start bidding³ against each other, trying to get the capital goods⁴ they want. They entice⁵ some of the factors of production away from making consumer goods and into making capital goods. When that happens the consumers start facing shortages.

4. All the people are employed in good jobs these days, and they want what they want — new cars, new fridges, new houses. And they are spending their money to try to get the things they want. But shortages are everywhere. Prices begin moving up. We call it inflation. The investors and the consumers are all bidding against each other, trying to get the available goods and factors of production. Prices go up faster and faster. So too much investment spending brings inflation.

Notes:

- ¹shortages — (зд.) нехватка товаров
- ²to meet the demands — удовлетворять запросы
- ³bidding — (разг.) предъявлять претензии
- ⁴capital goods — основной капитал; основные средства (здания, сооружения и т.д.)
- ⁵entice from — переманивать от (у)

II. Напишите к тексту 4 специальных вопроса.

III. Определите форму и функцию причастия. Переведите предложения на родной язык.

Образец: The man standing by the window is our teacher.

standing — Participle I Simple, Active;

в функции определения

Мужчина, стоящий у окна, наш преподаватель.

1. We left him sleeping.
2. Finding the course too difficult, Penny decided to drop it.
3. Being sad about losing the game, the team dressed quietly.
4. Having returned the papers, Robert thanked Anne for the chance to look at them.
5. The rain having already begun, we decided to spend the afternoon at home.
6. When asked to help he agreed at once.

IV. Употребите причастие I или причастие II в данных предложениях.

1. You must sign all the points (*offer*) by the supplier.
2. Did you understand the rules (*explain*) to us yesterday?

3. He has corrected all the mistakes (*make*) by him in the last test paper.

4. On great religious holidays the streets of our village are always full of (*laugh, sing, dance*) people.

5. (*Translate*) this article, we learned some interesting facts.

6. I like to read books (*describe*) the life of well-known writers.

V. Выберите и переведите на родной язык только предложения с самостоятельным (независимым) причастным оборотом.

1. The total value of Poland's exports increased by 5 per cent as compared with 1990, with foodstuffs and manufactured goods occupying an important place in the exports of the country.

2. Don't waste time thinking about what might have been.

3. The weather being fine, they went for a walk.

4. The goods having been unloaded, the workers left the port.

5. The plant produces large quantities of pig-iron, most of the pig-iron being turned into steel.

6. Having done everything properly, she was actually satisfied with the results.

VI. Выберите правильный вариант оборота «Объектный падеж» (*Complex Object*) с причастием I или II.

1. Я слышал, как он медленно поднимался по лестнице.

a) I heard him coming up the stairs slowly. b) I heard that he was coming up the stairs. c) I hear that he coming up the stairs.

2. Я видел, как рабочие упаковывали товары.

a) I saw how the workers packed the goods. b) I saw that the workers were packing the goods. c) I saw the workers packing the goods.

3. Вы починили свои часы? (*сдали в ремонт*)

a) Have you had your watch repaired? b) Have you repaired you watch?

c) Have they repaired your watch?

4. Вы починили свои часы? (*сами*)

a) Had you repaired your watch? b) Did you repair your watch?

c) Have you had your watch repaired?

5. Я заметил, что за ней шли.

a) I noticed her followed. b) I noticed that somebody followed her.

c) I noticed that she was followed.

VII. Переведите предложения на родной язык, принимая во внимание сослагательное наклонение.

1. I wish I had phoned him yesterday.

2. I wish we could get the job done by the weekend, but I don't think we shall.

3. It would be a good thing if you didn't smoke.

4. Your mum looks as if she were sick.

5. Why are you so late? We got stuck in a snowdrift! Luckily a lorry driver saw us and towed us out. But for him we would still be there!

6. If only he had known then the disease was curable!

VIII. Определите тип условных предложений. Переведите предложения на родной язык.

1. He will have to go to hospital tomorrow, if he isn't better.

2. If I come on time, we'll discuss all the points of the contract.

3. If you stayed here a little longer, you would see him.

4. If you required the goods urgently, they could be shipped by the Steamer *Pskov* sailing the 15th September.

5. We wouldn't have looked for you yesterday if they had returned in time.

IX. Переведите предложения на родной язык, обращая внимание на способы инверсии и конструкцию *it is ... that (who)*.

1. Should you ever come to London, I'll show you around.

2. It was his brother who brought me the letter an hour ago.

3. Rarely do you meet a man of such integrity.

4. It happened after she had come back from abroad that we offered her to work for our corporation.

5. Little did anyone realize the seriousness of the situation.

X. Выпишите из текста все слова и выражения по вашей специальности и выучите их.

ВАРИАНТ 4

I. Прочитайте и устно переведите текст «Recession¹». Письменно переведите 1 и 3-ий абзацы текста.

1. Let's suppose savings are high. There is a large amount of output² that the consumers are not buying. Lots of goods and factors of production are available for the investors. Now, if they want to, the investors can build new factories, buy new machines, order fleets³ of new trucks — they can get plenty of everything they need. But suppose they decide they don't want to invest very much right now.

2. If the businesses⁴ don't think it's a very good time to expand, then we have a problem. The amount the consumers are leaving in the market by saving (not spending) is greater than the amount the businesses want to take out of the market by investing. So there lie all those goods, waiting unbought in the market. The consumers don't buy them. The investors don't buy them. What happens?

3. The producers who produced the unbought goods will just hold on to them. Not because they want to, but because they don't have much choice. They are caught with unwanted surpluses⁵. They will cut back production and lay off workers. Some producers will shut down their plants. We will have an economic slowdown. Unemployment. Recession. So, too little investment spending brings Recession. If it continues and unemployment gets really bad, then we will call it a depression.

Notes:

¹recession (Am) — спад, снижение спроса

²output — продукция

³fleets — линии, потоки

⁴businesses — предприятия

⁵surplus — излишек, остаток

II. Определите форму и функцию причастия. Переведите предложения на родной язык.

Образец: The man standing by the window is our teacher.

standing — Participle I Simple, Active;

в функции определения

Мужчина, стоящий у окна, наш преподаватель.

1. He has dived into the sea to save the drowning child.
2. She looked at the broken chair.
3. I met a woman riding a donkey.
4. She sat by the fire reading a book and sipping a mug of coffee.
5. Having finished lunch, we set off.
6. Being a mean person, he never spent more than he had to.

III. Употребите причастие I или причастие II в данных предложениях.

1. The customs officer stood on deck (*count*) the cases.
2. (*Have*) plenty of time we decided to walk to the station.
3. They sent us a list of goods (*import*) by that firm.
4. The man (*smoke*) a cigarette is my brother.
5. A thermometer is an instrument (*use*) for measuring temperature.
6. (*Discharge*) the ship we found a few broken cases.

IV. Выберите и переведите на родной язык только предложения с самостоятельным (независимым) причастным оборотом.

1. The rising sun was hidden by the clouds.
2. The plant produced large quantities of pig-iron, most of the pig-iron being turned into steel.
3. Released from its cage, the lion prowled around.
4. The steamer couldn't enter the dock, its length exceeding 120 metres.
5. My task having been finished, I went to bed.
6. Peter being away, Alexander had to do his work.

V. Выберите правильный вариант оборота «Объектный падеж» (*Complex Object*) с причастием I или II.

1. Я должен отправить (*поручить отправить*) мой багаж на вокзал.
 - a) I must ask somebody to send my luggage to the station.
 - b) I must order somebody my luggage to be sent to the station.
 - c) I must have my luggage sent to the station.
2. Мы наблюдали как они ремонтировали машину.
 - a) We saw that they were repairing the car.
 - b) We watched them repairing the car.

c) We watched that they repaired the car.

3. Я желаю, чтобы товар прислали ко мне в офис.

a) I wanted they would send the goods to my office. b) I want the goods sent to my office. c) I want that the goods were sent to my office.

4. Я слышал, как он рассказывал ей об этом.

a) I heard that he had told her about it. b) I heard that he said her about it. c) I heard him telling her about it.

VI. Переведите предложения на родной язык, принимая во внимание сослагательное наклонение.

1. I wish the music would stop!

2. If I were you I would try to persuade a friend of yours not to act in such a way.

3. She talks as if she had done practically everything herself but in fact both me and a familiar of mine did most of the work.

4. But for the rain they would have saved everybody three hours ago.

5. If only we had a light! It's depressing waiting in darkness.

6. I could do it today if I had any free time.

VII. Определите тип условных предложений. Переведите предложения на родной язык.

1. If the leaders of the British and United States Trade Union centres had the interests of the workers, they would not sabotage the activity of the World Federation of Trade Unions and would not attempt to destroy it.

2. If I had not come up to them yesterday, we wouldn't have known about it.

3. The man would have been killed if the train had not stopped quickly.

4. He won't finish his work in time if he doesn't work hard.

VIII. Переведите предложения на родной язык, обращая внимание на способы инверсии и конструкцию *it is ... that (who)*.

1. Were he to realize the danger he was in, he would not proceed with this plan.

2. It was her idea that led us to success.

3. Not until I reached home did I allow myself to consider the result of my actions.

4. It was after we had made the contract that he told me the truth.

5. It turned out to be my business partner who helped me to find the way out of an awkward situation.

IX. Выпишите из текста все слова и выражения по вашей специальности и выучите их.

КОНТРОЛЬНАЯ РАБОТА № 5

Для правильного выполнения этой работы необходимо усвоить следующий грамматический материал.

1. Герундий. Его формы и функции. Отличие герундия от причастия I. Сложный герундиальный оборот.

2. Словообразование. Основные словообразовательные суффиксы и префиксы.

3. Международные слова в английском и русском языках

ВАРИАНТ 1

I. Прочитайте и устно переведите текст «The Global Economy and the Future». Письменно переведите 1 и 3-ий абзацы текста.

1. The world is moving toward free exchange of both goods, services and ideas. Nations of the European Community will allow in the future unrestricted¹ trade and investment among their member nations. This means that European borders will not prevent European business from taking advantage of economic opportunities for profit as they arise. Inevitably², government officials and politicians must take into account the reaction to changes in policies all over the world. International finance of investment has become commonplace in the modern global economy. Policy makers have taken steps to more closely coordinate global economic policy. The leaders of advanced industrial nations meet regularly now to coordinate economic policies for the common good.

2. Approaching the year 2000, the USA is becoming more and more connected to a vast global economy, it no longer dominates since 1960 its economy has become increasingly dependent on foreign

suppliers to receive such basic products as petroleum. US businesses have looked abroad and are selling more opening up branches and setting up production lines in foreign lands. Our standard of living today is more than ever affected by international developments. To function effectively in the modern global economy, a knowledge of basic economic principles and an understanding of the consequences³ of international competition are required.

3. Just as Japan has built factories in the USA, so have US firms built production facilities abroad. American business moved in the 90s to set up assembly lines⁴ and service facilities in foreign countries where workers are willing to accept lower wages than those paid in the United States. Sales as well as production of companies have also taken on a greater international scale. For example, the Colgate-Palmolive Company was selling more toothpaste and toiletries outside the US than it was selling to consumers in the USA. The Hewlett-Packard Company, a major US producer of electronic products, recently moved its personal-computer headquarters to France because of its conviction⁵ that Europe will be the hottest market for selling computers.

4. Globalization of production, sales and economic policy has become a fact of life. The world is quickly becoming a global assembly line. As we approach the 21st century, it's becoming clearer that no nation is an island for itself. Our jobs and standard of living in the future will depend on decisions made in Tokyo, Berlin, New York and other places all over the world.

Notes:

¹unrestricted — без ограничений

²inevitably — неизбежно

³consequences — последствия

⁴assembly lines — сборочные линии

⁵conviction — убеждение

II. Напишите 6 вопросов к тексту по 2 каждого типа.

III. Определите форму и функцию герундия в данных предложениях. Переведите предложения на родной язык.

Образец: On coming home I saw my friend.
coming — Simple, Active,
в функции обстоятельства времени.
Придя домой я увидел моего друга.

1. I remember having shown her the letter.
2. He apologized for leaving the door open.
3. This offer is made subject to receiving your confirmation within 10 days.
4. It isn't worth going there.
5. He caught cold through getting his feet wet.

IV. Замените придаточные предложения оборотами с герундием, поставив, где требуется, соответствующий предлог.

Образец: We insisted that we would be informed by cable. —
We insisted on being informed by cable.

1. I'm thankful that I have been stopped in time.
2. I remember that I have read this book.
3. After she had tried all the keys on the ring, she finally found the right one.

V. Допишите следующие предложения, употребляя герундий с соответствующим предлогом или без него; переведите предложения на родной язык.

Образец: I am successful (in)... — *I am successful in taking risky decisions.* — Я имею успех, когда принимаю рискованные решения.

1. I'm good (...)
2. I am tired (...)
3. I was fond (...)
4. She was prevented (..)
5. I gave (...)

VI. Выберите правильный вариант перевода русского предложения, употребляя герундий или причастие.

1. У меня нет надежды увидеть его скоро.
a) I don't have any hope of seeing him soon.
b) I don't have any hope of greeting him soon.

2. Мысль провести каникулы на Волге принадлежит моему брату.

- a) The idea of spending holidays at the Volga is my brother's.
- b) The idea to spend holidays at the Volga is my brother's.

3. Покажите мне список слушателей, изучающих французский.

- a) Show me the list of the students doing their French course.
- b) Show me the listeners studying French.

4. Все студенты, принимающие участие в работе, должны прийти в университет сегодня в 6 вечера.

a) All the students who are taking part in the work must come to the University tonight at 6 p.m.

b) All the students taking part in the work must come to the University tonight at 6 p.m.

5. Имеются специальные суда для перевозки леса.

- a) There are special vessels for carrying timber.
- b) There were special vessels for carrying timber.

VII. Найдите в предложении интернациональные слова, подчеркните их. Переведите предложения на родной язык.

1. The following documents are to be presented to the bank: Invoice, Test Certificate, Insurance policy, Packing List, Export Licence.

2. He speaks English with a Russian accent.

3. All the items are now covered by our standard two-year guarantee.

4. He is fit as a fiddle, his complexion is pink-and-white.

5. Our present method of payment is by letter of credit.

VIII. Выпишите из текста слова с окончанием *-ing*, определите их грамматические формы.

Образец: *is moving* — причастие I в составе Present Continuous
living — герундий

IX. Выпишите из текста все слова и выражения по вашей специальности и выучите их.

ВАРИАНТ 2

I. Прочитайте и устно переведите текст «Business in American Society». Письменно переведите 2 и 4-ый абзацы текста.

1. Americans have what might be called a love-hate relationship with business. People tend to admire the drive of business people and the material benefits of their endeavors¹. However, some people see an image of the business person as a greedy manipulator who will stop at nothing in the never-ending pursuit of profit.

2. On the other hand, the 19th-century author Horatio Alger wrote a series of popular books for boys. His heroes were young men who gained success in business by virtue² of hard work and honest living. Those same values are widely hailed as a path to success today. The lists of best selling books often include works by successful business people relating their personal formulae for getting ahead.

3. Business organizations in the USA have been eager³ to spread the message of free enterprise to new generations of Americans. Through a variety of means, they carry their message into schools and on the TV screens. One of the many activities⁴ sponsored by United States business is a nationwide program called Junior Achievement. Local business people help high-school-age «junior achievers»⁵ to organize small companies, sell stock to friends and parents, produce and market a product (key chains, perhaps or wall decorations) and pay a stockholder a dividend.

4. The same young people act as company officers, salespeople and production workers. The idea is to give young people a deeper appreciation to the role entrepreneurship plays in a capitalist society and to give them experience in business practices. The values promoted by Junior Achievement are widely respected in American society. But sometimes business values come into conflict with other social values. As for instance the role of advertising. On the one hand no business can't be developed without it, it has the leading part in every business. The Americans believe there should be limits on the types of products that business people can advertise (as for instance cigarettes). Besides it promotes self-indulgence and thus counters moral and religious teachings that urge selflessness. It very often creates false «needs» and encourages waste.

Notes:

¹endeavors — стремления

²by virtue — добродетельным путем

³be eager — очень хотеть

⁴activity — сфера, род деятельности

⁵high-school age junior achievers — учащиеся средней школы, интересующиеся бизнесом

II. Напишите 6 вопросов к тексту по 2 каждого типа.

III. Определите форму и функцию герундия в данных предложениях. Переведите предложения на родной язык.

Образец: On coming home I saw my friend.

coming — Simple, Active,

в функции обстоятельства времени

Придя домой я увидел моего друга.

1. He likes being invited by his friends.

2. I don't remember having seen him before.

3. He gave these instructions with a view to speeding up the shipment of the goods.

4. You will never speak good English without learning grammar.

5. The negotiations are still far from being ended.

IV. Выберите правильный вариант перевода русского предложения, употребляя герундий или причастие.

1. На входе вас встретит молодой человек, держащий свернутую газету.

a) At the entrance you'll be met by a young man holding a rolled paper.

b) At the entrance you'll be met by a young man being held a rolling paper.

2. Он откладывает публикацию этих материалов.

a) He delays publishing these files. b) He delayed publishing these files.

3. Человек, отдавший этот приказ, должен быть наказан.

a) The man having given the order should be punished.

b) The man who has issued the order should be punished.

4. Люди, отдающие приказание, должны быть ответственными.

a) People issuing orders should be responsible.

b) People who are giving orders should be responsible.

5. Я не смогу перевести этот документ, не посмотрев нескольких слов в словаре.

a) I can't translate the document without looking in the dictionary.

b) I won't be able to translate the document without looking up some words in the dictionary.

V. Замените придаточные предложения оборотами с герундием, поставив, где требуется, соответствующий предлог.

Образец: We insisted that we would be informed by cable. —

We insisted on being informed by cable.

1. He is proud that he has never been beaten at chess by his fellow students.

2. I don't remember that I have ever come across his name before.

3. His arm was not in a sling and showed no sign that it had been injured.

4. You can improve your knowledge of English if you read more.

VI. Допишите следующие предложения, употребляя герундий с соответствующим предлогом или без него; переведите предложения на родной язык.

Образец: I am successful (in)... — *I am successful in taking risky decisions.* — Я имею успех когда принимаю рискованные решения.

1. He went to the club instead (...)

2. You should avoid

3. He has no intention (...)

4. It will depend (...)

5. He likes

VII. Объясните способы образования подчеркнутых слов, переведите их на родной язык.

Образец: It's always much easier to blacken people.

to blacken — black + en (суф.) — *чернить*

1. His efforts seemed to be fruitful but theirs — doubtful.
2. Sorry, but I'm going to have intertown talks.
3. That would be better to reconsider that matter.
4. Non-ferrous things are of great value nowadays.

VIII. Найдите в предложении интернациональные слова, подчеркните их. Переведите предложения на родной язык.

1. She started her letter by sympathizing with him, hoping he had recovered fully.

2. Before running a new business one has to make the following procedures.

3. Her personnel is pretty good at doing different jobs in business field.

4. Now some businessmen are interested in investing with our company.

5. How do you treat a case of rheumatism?

IX. Выпишите из текста слова с окончанием *-ing*, определите их грамматические формы.

Образец: *is moving* — причастие I в составе Present Continuous
living — герундий

ВАРИАНТ 3

I. Прочитайте и устно переведите текст «A Sales Territory». Письменно переведите 1, 2 и 3-ий абзацы текста.

1. It comprises a group of customers or a geographical area assigned¹ to a salesperson. The territory may or may not have geographical boundaries. Companies develop and use sales territories for different reasons. There're 7 important reasons:

2. To obtain thorough coverage of the market. With proper coverage of territories, the company will reach the sales potential of its markets. At the individual territory level, the salesperson better meets customers' needs. Then sales people act as business managers for their territories, they are responsible for sales volume. They know where customers are located and how often to call on them.

3. Every operation is monitored for each territory. With computerized reporting systems the salesperson and a manager can monitor individual

territory and customer sales to determine the success of selling efforts. Then customer goodwill² and increased sales are expected when customers receive regular calls. Over the years some salespeople build such goodwill with customers that prospects will delay placing orders because they know the salesperson will be at their business on a certain day or at a specific time of the month. Some salespeople even earn the right to order merchandise³ for certain customers.

4. Sales territories are designed to avoid duplicating efforts so that two salespeople do not travel in the same area. This lowers selling cost and increases company profits. Then salespeople are hired and trained to meet the requirements of the customers⁴ in a territory.

5. The importance of planning the working day and managing the time and territory is important to be a success. According to a national survey in the USA managing time and territory is the most important factor in selling. Because of such things as the rapidly increasing cost of direct selling, decreasing time for face-to-face customer contact, continued emphasis on profitable sales and the fact the time is always limited, it's no wonder that many companies are concentrating on improving how salespeople manage time and territory⁵.

Notes:

¹assigned — (зд.) закрепленные за кем-то

²goodwill — (зд.) готовность покупателя купить товар

³merchandise = goods

⁴to meet smb's requirements — удовлетворять чьи-либо запросы

⁵to manage time and territory — рационально распределять время и работать эффективно на своем участке работы

II. Напишите к тексту 6 вопросов разных типов.

III. Определите форму и функцию герундия в данных предложениях. Переведите предложения на родной язык.

Образец: On coming home I saw my friend.

coming — Simple, Active,

в функции обстоятельства времени

Придя домой я увидел моего друга.

1. He entered the room without being noticed.
2. He mentioned the problem solution having discussed this question with other economists.
3. A Polish delegation arrived in Moscow with the object of concluding trade negotiations.
4. Before leaving for Minsk I called on my brother.
5. The director is for extending the time of shipment.

IV. Выберите правильный вариант перевода русского предложения, употребляя герундий или причастие.

1. Я помню, что меня уже спрашивали об этом.
 - a) I remember having been asked about it.
 - b) I remember being asked about it.
2. Доктор велел ей избегать сидеть на солнце.
 - a) The doctor ordered her to avoid to sit on the sun.
 - b) The doctor ordered her to avoid sitting in the sun.
3. Человек, передающий репортажи из-за рубежа, называется иностранным корреспондентом.
 - a) A person presenting his interviews from abroad is called a foreign correspondent.
 - b) A person who is broadcasting is called a foreign correspondent.
4. Они гордятся тем, что завершили работу.
 - a) They are proud that they have done their work.
 - b) They are proud of having finished their work.
5. Написав репортаж, он отправил его по почте.
 - a) After writing the reporting he sent it by mail.
 - b) Having written the reporting he sent it by mail.

V. Замените придаточные предложения оборотами с герундием, поставив, где требуется, соответствующий предлог.

Образец: We insisted that we would be informed by cable. —

We insisted on being informed by cable.

1. Do you mind if I close the window?
2. The doctor insisted that I should stay at home.
3. Will you object if I smoke here?
4. There is a probability that he will be appointed chief engineer of our plant.

VI. Допишите следующие предложения, употребляя герундий с соответствующим предлогом или без него; переведите предложения на родной язык.

Образец: I am successful (in)... — *I am successful in taking risky decisions.* — Я имею успех, когда принимаю рискованные решения.

1. He started
2. He is interested (...)
3. I'm proud (...)
4. They are engaged (...)
5. he is responsible

VII. Объясните способы образования подчеркнутых слов, переведите их на родной язык.

Образец: It's always much easier to blacken people.
to blacken — black + en (суф.) — *чернить*

1. He is underpaid here.
2. The goods produced at this plant are overcharged.
3. Our telephone conversation was disconnected abruptly the other day.
4. The associates were misunderstood and the talks were delayed.
5. The room was in disorder.

VIII. Найдите в предложении интернациональные слова, подчеркните их. Переведите предложения на родной язык.

1. There are three forms of business: sole proprietorship, the partnership and the corporation.
2. A regular exchange in the field of science and technology is a necessary condition of progress.
3. You can start or stop your business whenever you like, there is no need to consult partners or a board of directors.
4. The club is often used as a weapon, especially by policemen.
5. He received several buffets about his nose and the head.

IX. Выпишите из текста слова с окончанием *-ing* и *-ed*, определите их грамматические формы.

Образец: *is moving* — причастие I в составе Present Continuous
living — герундий
assigned — причастие II

ВАРИАНТ 4

I. Прочитайте и устно переведите текст «Marketing». Письменно переведите 2 и 3-ий абзацы текста.

1. Trading became a far easier and more widespread proposition¹ on a regional, national and international scale. Appearing of newspapers and later, the telegraph and telephone, radio and television brought an entirely new and dynamic perspective to marketing. Businesses² have 2 major functions: production of goods or creation of services and marketing goods and services. To be successful in today's competitive marketplace, people in business must first determine people's needs and then produce goods and services to satisfy them. In today's competitive business environment, the success of goods and services is determined by the consumers who buy them. Goods and services that do not satisfy consumers will be forced from the market, since³ consumers won't buy them. If you asked people what the term marketing means, many of them would say selling. Selling, in turn, usually implies advertising and personal selling to the public. Yet, the act of selling is only one part of a firm's marketing activities.

2. The role of the marketing function in a business is basically to generate⁴ sales or profit for the company. The firm's customers exchange something of value (such as money, credit or other goods) for the firm's goods and services. Thus, marketing is an exchange process. «Marketing is the process of planing and executing⁵ the conception, pricing, promotion and distribution of goods, services and ideas to create exchanges that satisfy individual and organizational objectives⁶»*. These activities involve the development, pricing, promotion and distribution of want-satisfying goods and services to consumers and industrial users. Marketing activities are therefore very important both to the individual company and to the whole economy.

*Peter O.Bennett. Dictionary of Marketing Terms. (Chicago, 1988)

3. Marketing's importance to the organization has produced a new philosophy. This philosophy is referred to as the marketing concept. It is a philosophy of business that maintains the satisfaction of customer wants is the economic and social reason for a firm's existence and that a firm's activities should be directed towards determining and fulfilling those wants by gaining long-term profits. If customers are satisfied, they will become repeat customers⁷. That's why customers are in the centre of all marketing activities. There are some rules useful to know if you work in marketing field: 1) Customers do us a favour⁸ in doing business with us. 2) Customers are part of our business — not outsiders. 3) Customers are human beings with feelings and they deserve to be treated with respect. 4) Customers are people who come to us with needs and wants. It's our job to fill them. 5) Customers are the lifeblood of every business, customers pay your salary. Without customers, we would have to close our doors.

4. The essential steps of a firm's marketing effort include:

- analysis of the needs and wishes of the potential customers (i.e. market analysis);
- product development;
- fixing of prices, terms of payment, delivery and so on;
- distribution;
- advertising, sales-force decisions and after-sale service.

It's the marketing manager's responsibility to determine the best way to use each element in the firm's marketing efforts.

Notes:

¹proposition — (зд.) дело

²businesses — предприятия

³since = as — так как

⁴generate — (зд.) осуществлять, создавать

⁵execute = carry out = fulfill — выполнять

⁶objectives = targets = aims — цели

⁷repeat customers — клиенты, которые снова будут покупать у одной и той же компании

⁸do a favour — делать одолжение

II. Напишите к тексту 6 вопросов разных типов.

III. Определите форму и функцию герундия в данных предложениях. Переведите предложения на родной язык.

Образец: On coming home I saw my friend.

coming — Simple, Active, в функции
обстоятельства времени

Придя домой я увидел моего друга.

1. She remembers distinctly asking them to come after lunch.
2. The agent informed the firm of the buyer's having insured the cargo.
3. The manager has finished dictating a letter to the secretary.
4. These goods are worth buying.
5. The Foreign Trade Arbitration Commission in Moscow has been established for the purpose of setting disputes between Russian trading organizations and foreign firms.

IV. Выберите правильный вариант перевода русского предложения, употребляя герундий или причастие.

1. Пароход, зафрахтованный для перевозки этих товаров, прибудет в порт завтра.

a) The vessel chartered for these goods carriage will arrive at the port tomorrow.

b) The vessel was chartered for that goods carriage will arrive at the port tomorrow.

2. Они уверены, что выиграют дебаты.

a) They are sure to being the debates winners.

b) They are sure of being the debates winners.

3. Он показал нам список товаров, экспортируемых этой организацией.

a) He showed us the list of the goods are exported by the organization.

b) He showed us the list of the goods exported by the organization.

4. Ему хорошо дается решение сложных математических задач.

a) He is good at solving complicated math problems.

b) He is solving complicated math problems.

5. Статья, которую печатают сейчас, будет опубликована завтра.

- a) The article being printed now will be published tomorrow.
- b) The articles are being printed now will publish tomorrow.

V. Замените придаточные предложения оборотами с герундием, поставив, где требуется, соответствующий предлог.

Образец: We insisted that we would be informed by cable. —
We insisted on being informed by cable.

1. There is no chance that they will call on us tonight.
2. There is no possibility that we shall see him this week.
3. There is no hope that you will receive a letter from him soon.
4. We were informed that the ship had arrived at the port.

VI. Допишите следующие предложения, употребляя герундий с соответствующим предлогом или без него; переведите предложения на родной язык.

Образец: I am successful (in)... — *I am successful in taking risky decisions.* — Я имею успех, когда принимаю рискованные решения.

1. When I entered the room, the children stopped
2. I ought to apologize (..)
3. There is no probability (...).....
4. He enjoys
5. As the children were listening attentively, I went (...)

VII. Объясните способы образования подчеркнутых слов, переведите их на родной язык.

Образец: It's always much easier to blacken people.
to blacken — black + en (суф.) — *чернить*

1. The wound was bleeding badly, urgent help was needed.
2. An urgent lot was untied and unpacked.
3. Taken measures were inadequate.
4. As a rule in case of corporations illegal and irresponsible actions are sued.
5. I quite disapprove dishonest actions.

VIII. Найдите в предложении интернациональные слова, подчеркните их. Переведите предложения на родной язык.

1. Our friends were lively and intelligent guys and we really understood one another despite language difficulties.

2. You won't get tax benefits which partnerships or corporations can get.

3. I control the profit of the business myself.

4. The increasing sale of luxuries was an index of the country's prosperity.

5. A partnership is an association of two or more persons to carry on a business for profit.

IX. Выпишите из текста слова с окончанием *-ing*, определите их грамматические формы.

Образец: *is moving* — причастие I в составе Present Continuous
living — герундий

КОНТРОЛЬНАЯ РАБОТА № 6

Для правильного выполнения заданий контрольной работы № 6 необходимо усвоить следующий грамматический материал:

1. Система времен в действительном и страдательном залоге. Правило согласования времен.

2. Неличные формы глагола. Сложные конструкции с неличными формами глагола.

3. Модальные глаголы *need, could* и вспомогательные, имеющие модальное значение *shall (should, will (would))*.

4. Сложноподчиненные и сложносочиненные предложения; подчинительные союзы.

ВАРИАНТ 1

I. Прочитайте и устно переведите текст «Stocks». Письменно переведите 2 и 3-ий абзацы текста.

1. Doing business people saw they could make money by lending

it to those who wanted to start or to expand a business. That led to the creation of an important part of the current economic scene¹: the selling of stock, or shares, in a business. This practice had started in Europe centuries before when the American Revolution took place.

2. In order to invest, individuals don't have to have a great deal of money: they can buy just a small portion of a business — called a share. The business of buying and selling shares in enterprises has become so big that offices have had to be set up where the selling of shares, or stock, can take place. These places, located around the world are called stock exchanges². The best-known is perhaps the New York Stock Exchange, located in the Wall Street area of New York City, the nations largest city and a major business centre. Except for weekends and holidays, the stock exchanges are busy every day, as people buy and sell stock. In general, individual stocks are rather low priced, and many people buy them to make a profit.

3. When people buy stock, they become part owner of the company. If the company makes a profit, they receive a share of it. Likewise³, if the company loses money, the stockholders will not make a profit or the value of their shares will drop. If that happens, they lose money. For that reason, buying stock is a risk. Knowing about business is important if one wishes to make a profit in the stock market.

4. Not all businesses sell stock. Smaller ones usually do not. Their profits are shared by those who put their money into the business when it was started. A person who wants to start a small business — a shop, for example — may still need to borrow⁴ money. The money can come from friends or relatives or it can be borrowed from a bank — if the bank is willing to take a risk on that business.

5. All individuals started enterprises with money borrowed from others. They shared the profit gained with those investors. When they wanted to expand their businesses, they again borrowed money.

Notes:

¹scene — (зд.) сектор, сегмент

²stock exchange — фондовая биржа

³likewise = vice versa (Lat.) — наоборот

⁴borrow from — брать займы у кого-то; lend smb. — давать займы кому-либо

II. Напишите к тексту 6 вопросов разных типов.

III. Поставьте глаголы в скобках в нужном времени в действительном залоге.

1. Where the old woman (*live*) now? — She (*live*) with her married daughter. She usually (*live*) with her for six months every year.

2. Last week on Monday it (*rain*) heavily.

3. My granny (*work*) at night and (*sleep*) in the daytime. It's noon now and she (*sleep*).

4. My dad usually (*have*) breakfast at 7.30.

5. I first (*meet*) George a month ago, and I (*meet*) him several times since then.

IV. Поставьте глаголы в скобках в нужном времени в страдательном залоге.

1. I'm not wearing my black shoes today. They (*mend*).

2. You can't wash this dress; it must (*clean*).

3. This copy (*cannot read*). The pages (*not cut*).

4. A lot of time (*waste*) discussing unimportant things.

5. Why the car (*not lock*)?

V. Выберите правильный вариант перевода, употребляя неличные формы глагола и их конструкции. Укажите вид конструкций.

1. Гораздо лучше бы было для наших конкурентов обеспечить нас машинами как можно скорее.

a) It would be much better for our competitors to supply us with the machines as soon as possible.

b) It will be better for our competitors to deliver us the machines as soon as possible.

c) It would be good for our competitors to deliver us the machines as soon as possible.

2. После того как они изучили суть дела, им было сравнительно легко пересмотреть прейскурант.

a) After they studied the essence of the question, they checked the price list easily.

b) After they had looked into the matter it was comparatively easy for them to revise the price list.

c) After they studied the essence of the question, it was easy enough for them to reread the price list.

3. Вчера он починил (сдал в починку) туфли.

a) Yesterday he had his shoes mended. b) Yesterday he mended his shoes.

c) Yesterday he dyed his shoes.

4. Говорят, что он руководит этим делом уже 5 лет.

a) He is said to have been running this business for five years.

b) They are told he has been running this business for five years.

c) They say he runs this business for five years.

5. Я слышал, что конкуренты колебались необоснованно долго, чтобы увеличить заказ на 20 машин.

a) I have heard that the competitors hesitated too long increasing the order to 20 machines.

b) I heard the competitors hesitate unreasonably long to increase the order by 20 machines.

c) I have heard that the competitors were hesitating too long to increase the order for 20 machines.

VI. Переведите предложения на родной язык.

1. Will you show me the way to the nearest post-office?

2. You say you won't do that, but I say you shall do it.

3. You should work better than this man.

4. Need he come here?

5. Shall I make a cup of coffee?

VII. Найдите и выпишите сначала сложносочиненные предложения, а потом сложноподчиненные. Переведите предложения на родной язык.

1. He said he would come in the evening.

2. Had I been there, I should have helped him.

3. I came home early, but he remained to the end of the concert.

4. He will get the letter tomorrow if you send it off now.

5. The signal was given; the steamer moved slowly from the dock.

ВАРИАНТ 2

I. Прочитайте и устно переведите текст «Exchanging of Currency in International Trade and Financial Transactions». Письменно переведите 1, 2 и 3-ий абзацы текста.

1. International trade and financial transactions¹ require some means of exchanging one currency for another. The various systems for organizing currency transactions are known as international monetary regimes². The major types of regime include fixed exchange rates³, flexible exchange rates, managed floating⁴ and exchange controls⁵.

2. The major strengths attributed to fixed exchange rates are discipline against inflationary policies and reduction in exchange rate uncertainty. Flexible exchange rates, on the other hand, promote adjustment⁶ and eliminate the need for foreign exchange market intervention, thereby allowing each country to independently determine its own monetary policy.

3. Since 1973, the major currencies have been under a managed float that attempts to capture the benefits⁷ of both fixed and flexible exchange rates. Ideally, a managed float would allow the forces of supply and demand to determine the long-run paths⁸ of exchange rates. In practice, the lack of information, concerning the nature of disturbances at the time policy decisions must be made, makes it difficult to choose the optimal extent of intervention.

4. Many developing countries use exchange controls in an effort to affect the allocation⁹ of foreign exchange. Controls can take the form of government monopolies over foreign exchange transactions or the imposition of different exchange rates for different classes of transactions. The effectiveness of all types of control is limited by the incentives they create for the emergence of black markets in foreign exchange.

Notes:

¹transactions = deals — сделки

²international monetary regimes — условия международных валютных сделок

³fixed/ flexible exchange rates — фиксированный/ гибкий валютный курс

⁴managed floating — управляемое колебание курса валюты

⁵exchange control — валютное регулирование

- ⁶promote adjustment — способствовать регулированию
⁷attempts to capture the benefits — (зд.) попытки не упустить
выгоду
⁸long-run paths — долгосрочная эффективность
⁹allocation — размещение, распределение

II. Напишите к тексту 6 вопросов разных типов.

III. Выберите правильный вариант видо-временной формы глагола в действительном залоге и запишите его.

1. The ship (*go*) to the North when a storm (*break*) out.
a) went; broke; b) was going; broke; c) goes; breaks; d) was going; was breaking.
2. By this time next year you (*finish*) the University.
a) will finish; b) finishes; c) will have finished; d) will be finishing.
3. When I (*get*) to the station, I (*learn*) that the train (*leave*) a few minutes before.
a) got; learnt; had left; b) was getting; learned; left; c) got; learnt; left; d) had got; learnt; left.
4. He generally (*play*) tennis very well, but today he (*play*) badly enough.
a) plays; plays; b) has played; is playing; c) will play; plays; d) plays; is playing.
5. My next door neighbour (*go*) to Moscow last summer and (*work*) there since then.
a) went; has worked; b) goes; works; c) went; is working; d) go; is working.

IV. Выберите правильный вариант видо-временной формы глагола в страдательном залоге и переведите предложения на родной язык.

1. За ними уже послали?
a) Have they already been sent for?
b) Have they already sent them? c) Did they send for them?
d) Were they already sent for?
2. Вчера им читали интересную лекцию по маркетинговой стратегии.

a) Yesterday they were lectured interesting things on marketing strategy.

b) Yesterday they lectured interesting things on marketing strategy.

c) Yesterday we had been lectured interesting things on marketing strategy.

3. На эту статью часто ссылаются.

a) The article is often referred to.

b) They often refer to this article. c) This text is often referred to.

d) They are always referring to this article.

4. Не волнуйся, завтра нам все объяснят по телефону.

a) Don't worry, they will explain everything over the phone.

b) Don't be worried, we'll explain everything over the phone.

c) Don't worry, we'll be explained everything over the phone tomorrow.

d) Don't worry, we shall explain everything over the phone tomorrow.

5. Скажи, почему над ним смеются?

a) Say, why do they laugh at him?

b) Tell me why is he laughed? c) Tell why they laugh at him.

d) Tell why is he being laughed at?

V. Выберите правильный вариант перевода, употребляя неличные формы глагола и их конструкции. Укажите вид конструкций.

1. Это вам решать.

a) It's for you to decide. b) This is to decide for you.

2. Ожидают, что товары будут погружены немедленно.

a) They are expecting for the goods to be loaded at once.

b) The goods are expected to be shipped at once.

3. Сообщили, что товары уже отгружены.

a) She informed that the goods had been shipped.

b) The goods were informed to have been shipped.

4. Мы видели, как моторы тщательно упаковывали в ящики.

a) We saw the engines being packed carefully in crates.

b) We saw how the engines were packing carefully in crates.

5. Так как студент знал немецкий хорошо, экзамен продолжался недолго.

- a) The student knowing German well, the exam didn't last long.
- b) As the student was knowing German well the exam didn't last long.

VI. Переведите предложения на родной язык.

1. Shall I have a hand with your urgent matter?
2. I need a new suit, this one is very old.
3. Will you shut the door please?
4. Would you mind passing me the salt?
5. You shall do as we say.

VII. Найдите и выпишите сначала сложносочиненные предложения, а потом сложноподчиненные. Переведите предложения на родной язык.

1. The doctor's advice was that my brother should go to the south immediately.
2. That the matter should have taken such a turn is not surprising.
3. We have never discovered who did it.
4. You may rely upon what he says.
5. I think he is in the library.

ВАРИАНТ 3

I. Прочитайте и устно переведите текст «The IMF in the World Economy». Дайте краткое резюме текста в письменной форме на английском языке.

1. The International Monetary Fund was created after World War II. The overall goal was to create an environment¹ of monetary stability. This goal was to be achieved by the Fund's provision for consultation among countries, supervision of² exchange rate policies³ to ensure currency convertibility and credit to countries experiencing⁴ temporary balance of payments problems. Each country joins the IMF by contributing a sum called the quota or subscription consisting partly of gold and largely of the domestic⁵ currency. The IMF, in turn loans out⁶

these funds to countries in need of its financing assistance. The size of each country's quota is related to the country's economic size.

2. The role of the International Monetary Fund in the world economy has become a matter of some controversy⁷. Some economists argue that the Fund's original role was to provide borrowing facilities for countries with short-term balance of payments⁸ problems. And under a perfectly flexible⁹ exchange rate regime there is no need for such a facility. However, others consider the world economy doesn't operate under a perfectly flexible exchange rate regime and balance of payments difficulties still arise. On the other hand, some heavy borrowers¹⁰ accuse the Fund of acting in the interest of the developed countries and large creditor banks at the debtor countries' expense. These accusations reflect developing countries' general dissatisfaction with their voice in the world economy and resentment of foreigners' efforts to affect their internal policies.

3. Each country's borrowing privileges are divided into several classes called tranches. When a country borrows small sums from the Fund, the borrowing comes from the lower tranches and is subject to no conditionality requirements (it means countries follow certain policy prescriptions as a condition of borrowing). As the country's borrowing rises into higher and higher tranches (which generally reflects increasingly serious problems), the number of conditions imposed by the Fund is increased. For developing countries already suffering from widespread poverty and political and social instability, these short-run adjustment things¹¹ can be particularly heavy. The most common conditions are the country should adjust its exchange rate to make it more consistent with balance of payments, lower deficit spending by the public sector and lower monetary growth rates.

Notes:

¹environment — (зд.) пространство, обстановка

²supervision of — контроль за

³exchange rate policies — политика в отношении валютного курса в разных странах

⁴experiencing — (зд.) испытывающих

⁵domestic — национальная

⁶to loan out — предоставлять заем

⁷controversy — полемика

⁸balance of payments — платежный баланс

⁹flexible — гибкий, благоприятный

¹⁰heavy borrowers — те, которые берут займы слишком много

¹¹adjustment things — регулирование

II. Напишите к тексту 6 вопросов разных типов.

III. Поставьте глаголы из таблицы в нужную видо-временную форму.

A: Hello, Bob!

Hello, Jack! I ___ you for a long time. I ___ you

not to see
see
ride
not to see
live
move

in town two or three weeks ago while you ___
on a bus. But you ___ me.

Well, how are things with you? You still ___ in
Marple Street?

No, I ___ already.

IV. Поставьте глаголы в скобках в нужной видо-временной форме в действительном или страдательном залоге.

1. I was told yesterday that he (*be invited*) to work at the plant.

2. This information may (*be rely on*).

3. He won't be a success until he (*not to work*) hard.

4. Peter usually (*do*) homework before dinner. — Has he (*do*) it? —
Not yet. he still (*do*).

5. I am sure he will (*listen*) to with great interest.

V. Выберите правильный вариант перевода, употребляя неличные формы глагола и их конструкции. Укажите вид конструкций.

1. Я позвоню тебе до того, как она уйдет в кино.

a) I'll call you before her going to the cinema.

b) I shall phone you until she goes to the movies.

2. Я собираюсь подстричься.

a) I'm going to cut my hair. b) I'm going to have my hair cut.

3. Сообщили, что им сделали уступку и после подсчетов они получили прибыль.

a) They informed being made a concession and after calculations they got a profit.

b) They were informed to have been made a concession and after calculations they made a profit.

4. Мы бы хотели, чтобы они обучили наших специалистов как можно быстрее.

a) We'd like them to teach our specialists as soon as possible.

b) We want you to study our specialists as soon as possible.

5. Им будет трудно принять во внимание высокую надежность оборудования этой компании, т.к. они уже были однажды обмануты.

a) It will be hard for them to take into consideration high reliability of this company equipment as they were let down once.

b) They will be hard to take into account high reliability of this company equipment as they were deceived once.

VI. Переведите предложения на родной язык.

1. I got up early, so that I should not be late for the train.

2. Hob had a good breakfast so that he wouldn't feel hungry before 11 a.m.

3. Shall I go there with you?

4. You needn't have come so early.

5. Could you show us the way to the projection room?

VII. Найдите и выпишите сначала сложносочиненные предложения, а потом сложноподчиненные. Переведите предложения на родной язык.

1. I shall ask him whether he will arrange it for me.

2. He isn't what he pretends to be.

3. I cannot understand why he did it.

4. I am not satisfied with what I have written.

5. The question is whether they will arrive in time to take part in this work.

6. Whether a friendly settlement of the dispute between the sellers and the buyers can be arrived at is doubtful.

ВАРИАНТ 4

I. Прочитайте и устно переведите текст «International Trade and Economic Development». Дайте краткое резюме текста в письменной форме на английском языке.

1. International trade often has been called the «engine of growth». Historically periods of rapid growth in international trade have corresponded¹ with periods of rapid growth in world output². Though developing countries have differed widely in the role applied to international trade in the development process. The 2 basic development strategies have come to be known as import-substitution and export promotion³ or export-oriented growth.

2. An import-substitution means extensive use of trade barriers to protect domestic industries⁴ from import competition. The aim is to replace import with domestically produced goods. Import-substitution focuses primarily on eliminating imported manufactures and on encouraging the growth of domestic manufacturing. Though practice shows it is not a promising⁵ development strategy.

3. The other strategy for development is export-oriented growth. The strategy involves exploiting comparative advantage and importing goods that would be costly⁶ to produce domestically. Industrialization for its own sake receives less emphasis here than with an import-substitution policy. Countries specialize production along the lines dictated by their comparative advantage which is often resource based. Industrialization is a natural outcome of development rather than a goal to be pursued at the expense of⁷ the economy's efficiency.

4. Experts worked hard enough to solve which of them is the strategy for development. They have come to the conclusion⁸ the countries that pursue⁹ export-oriented growth have higher average growth rates in manufactured exports than does a policy that attempts industrialization through import substitution. It's important to remember growth alone is insufficient for economic development if development is viewed as the improvement of the overall economic well-being of a country's residents¹⁰. The distribution of income is critical in achieving this result. However, growth through export promotion can serve to increase the total income available.

Notes:

¹corresponded — соотноситься с

²output — производительность труда

³import-substitution and export promotion — замена импорта на экспорт

⁴domestic industries — национальная промышленность

⁵promising — перспективный

⁶costly — дорого

⁷at the expense of — за счет

⁸come to the conclusion — прийти к выводу

⁹pursue — (зд.) выбрать

¹⁰well-being of residents — благосостояние жителей

II. Напишите 6 вопросов разных типов к вашему резюме.

III. Используйте нужную форму действительного или страдательного залога. Переведите предложения на родной язык.

1. Don't enter the room! A student (*examine*) there.

2. The event (*report*) by the newspapers before they (*arrive*) home.

3. Come to my room as soon as you (*return*).

4. He (*be*) a correspondent for *Moscow News* since last autumn.

5. The goods (*not to examine*) yet at the custom-house. When they (*examine*)?

IV. Выберите правильный вариант видо-временной формы глагола в действительном или страдательном залоге.

1. Они пообещали, что дадут 5% скидку от стоимости товара.

a) They promised they would give a five per cent discount of the goods value.

b) They were promised to give a five per cent discount of the goods value.

2. Счастливый представитель фирмы сказал, что они разрешили все проблемы.

a) A happy Co. representative told us they solved all the problems.

b) A happy Co. representative said they had solved all the problems.

3. Его только что отвели в сборочный цех.
a) He had been taken to the assembly shop.
b) He has just been taken to the assembly shop.
4. Начальнику производства сейчас показывают готовые изделия.
a) The production manager is being shown the finished details now.
b) The production manager is shown the finished details now.
5. Вчера с утра до вечера ему готовили доклад и все необходимые чертежи.
a) Yesterday from morning till night he was being made a report and all the necessary drawings.
b) Yesterday from morning till night he was made a report and all the necessary drawings.

V. Выберите правильный вариант перевода, употребляя неличные формы глагола и их конструкции. Укажите вид конструкций.

1. После того как солнце взошло, они продолжили свой путь.
a) After the sun had risen they continued their way.
b) The sun having risen, they continued their way.
c) The sun raising they continue their way.
2. Мы видели, как он что-то искал на земле.
a) We saw him looking for something on the ground.
b) We saw that he looked for something on the ground.
c) We saw his looking for something on the ground.
3. Он покрасил двери в белый цвет (не сам, ему покрасили).
a) He had painted the door white.
b) He has painted the door white.
c) He had the door painted white.
4. Я вам обязан за то, что вы помогли мне.
a) I'm obliged to you for having helped me.
b) I thank you for helping me.
c) I'm glad you have helped me.
5. Несомненно, что они поставляют свое оборудование в разные страны Азии.

- a) They are certain to deliver their equipment to different Asian countries.
- b) They are delivering their equipment to different Asian countries.
- c) No doubt that they have delivered their equipment to different Asian countries.

VI. Переведите предложения на родной язык.

- 1. The laboratory assistant shall maintain the equipment in good repair.
- 2. I see you are having some problems with the text. Shall I translate it for you?
- 3. He is not here yet; couldn't he have come in time?
- 4. My hair didn't need cutting.
- 5. You should have known by now that the teacher won't accept bad work.

VII. Используйте **that** или **what** в сложных предложениях.

- 1. He asked me (*что*) I had seen in Moscow.
- 2. I know (*что*) he had already arrived in St.Petersburg.
- 3. I don't know (*что*) he has told you about that day.
- 4. Show me (*что*) you have brought.
- 5. He told me (*что*) he had received a letter from his brother.

СОДЕРЖАНИЕ

Контрольная работа № 1	4
Контрольная работа № 2.....	16
Контрольная работа № 3.....	30
Контрольная работа № 4	43
Контрольная работа № 5	57
Контрольная работа № 6	72

Учебное издание

**КОНТРОЛЬНЫЕ РАБОТЫ
ПО АНГЛИЙСКОМУ ЯЗЫКУ**

для студентов экономических специальностей

Составители: **Ляпко** Татьяна Владимировна
Матвеевко Валентина Федоровна

Редактор Е.А.Смирнова
Компьютерная вёрстка: Т.А.Коваленко.

Сдано в набор 20.03.2001. Подписано в печать 01.06.2001.

Формат 60x84/16. Бумага офсетная №1.

Печать офсетная. Гарнитура Таймс.

Усл.печ.л. 5,1. Уч.-изд.л. 4,8.

Тираж 350 экз. Заказ .

Налоговая льгота — Общегосударственный классификатор
Республики Беларусь ОКРБ 007-98, ч.1, 22.11.20.600.

Учреждение образования

«Гродненский государственный университет

имени Янки Купалы».

ЛВ №96 от 02.12.97 г.

Ул. Ожешко, 22, 230023, г. Гродно.

Отпечатано на технике издательского отдела Учреждения образования
«Гродненский государственный университет имени Янки Купалы».

ЛП №111 от 29.12.97 г.

Ул. Ожешко, 22, 230023, г. Гродно.