

דוגמא למבחן קבלה באנגלית

הפקולטה למנהל עסקים, הקריה האקדמית אונו

מטרת מבחן הקבלה באנגלית הינה בדיקת הבנת הנקרא ואוצר המילים המקצועי שלכם.

המבחן בודק את התחומים הבאים :

א. הרעיון המרכזי בקטע קריאה - main idea

ב. משפטים תומכים – supporting details

ג. מילות התייחסות – references

המבחן מורכב בד"כ מ- 3 קטעי קריאה, הקשורים לעולם העסקי המסודרים "מן הקל אל הכבד".

בסוף המבחן יש שאלות הבוחנות את אוצר מילים ויכולת הרכבת משפט.

- אין אפשרות להשתמש במילון/ מילונית במבחן הקבלה.

- מבחן הקבלה קובע את הרמה שלכם באנגלית, על פי החלוקה הבאה:

רמה	פטור	מתקדמים ב	מתקדמים א	בסיסי	טרום בסיסי ב	טרום בסיסי א
עלות למידה פרונטלית	ללא עלות	ללא עלות	450 ₪ קורס+ 200 ₪ לבחינה	700 ₪ קורס+ 200 ₪ לבחינה	700 ₪ קורס+ 200 ₪ לבחינה	950 ₪ קורס+ 200 ₪ לבחינה
עלות למידה מתוקשבת	ללא עלות	ללא עלות	200 ₪ לבחינה 2+ שיעורי תמך	200 ₪ לבחינה 2+ שיעורי תמך	200 ₪ לבחינה 2+ שיעורי תמך	200 ₪ לבחינה+ 2 שיעורי תמך
מבחן מיון של הקריה	90 ומעלה	80-89	65-79	50-64	30-49	20-29
פסיכומטרי/ אמיר"ם	134 ומעלה	120-133	100-119	85-99	70-84	50-69
אמיר"ר	234 ומעלה	220-233	200-219	185-199	170-184	150-169

- זכאים להקלות נדרשים להגיש אבחון עד שבוע לפני מועד הבחינה

המבחן יתקיים ביום _____ בשעה _____

בהצלחה.

Passage #1

Telecommunications technology has created a new class of worker – telecommuters – employees who work at home using computer terminals, then send **their** work to the office by means of modems. A secretary may work at home four days a week, processing a large volume of routine business letters, and electronically transmitting copies of the letters to the office, where **they** can be printed out and mailed. The secretary goes to the office one day a week to meet with his or her supervisor to discuss the work. Many companies are experimenting with telecommuting because employees who work at home can save them money on office space, utilities and parking.

Telecommuting offers several benefits. Telecommuters do not have to drive back and forth to work and do not have to keep a strict nine-to-five schedule. Telecommuting can be ideal for people with disabilities who cannot easily get out of the house or for parents who want to be home when their children come home from school. Some telecommuters find that they are more productive at home because they are not distracted by other people.

Telecommuting has some disadvantages, however. Telecommuters must have enough self-discipline to work without supervision. Without the companionship of co-workers and the encouragement of supervisors, they may feel isolated. Since few telecommuters are represented by labor unions, they may be underpaid, and even superior workers may be overlooked for promotions and rewards. Also, many telecommuters are not covered by company medical and liability insurance, and many do not get other benefits such as sick pay and vacations.

1. What does the author mean by the statement “Telecommunications technology has created a new class of worker”?

- (a) There is a growing demand for telecommunications technology.
- (b) Workers must be trained in telecommuting.
- (c) There are several problems with driving back and forth to the office.
- (d) A number of people now work away from the office.

2. What is the purpose of paragraph 2?

- (a) To describe the typical telecommuter
- (b) To explain why some people telecommute
- (c) To persuade people to try telecommuting
- (d) To describe the process of telecommuting

3. What is the purpose of paragraph 3?

- (a) To warn of the loneliness of telecommuting
- (b) To discuss the drawbacks of telecommuting
- (c) To criticize companies who take advantage of telecommuters
- (d) To outline the financial disadvantages of telecommuting

4. What does the author mean by the statement “Telecommuters must have enough self-discipline to work without supervision?”

- (a) Telecommuters often need to be disciplined by their supervisors.
- (b) Supervisors cannot be telecommuters.
- (c) Telecommuters must be motivated to work independently.
- (d) Telecommuters and supervisors need to cooperate in planning the work.

5. The word “their” in paragraph 1, line 3 refers to:

- (a) Work
- (b) Computer terminals
- (c) Telecommuters
- (d) Work at home

6. The word they in paragraph 1, line 5 refers to:

- (a) the secretary
- (b) the letters
- (c) printed
- (d) mailed

7. The main idea of the article is:

- (a) That many companies are experimenting with telecommuting.
- (b) About the advantages and disadvantages of telecommuting.
- (c) A new class of worker.
- (d) About telecommuters who are more productive at home.

ANSWERS PASSAGE 1:

1, D, 2- B , 3-B, 4-C, 5-C, 6-B, 7-B

Passage #2:

Debate Over Supermarket Club Cards Information

When Lewis Amos takes his daughter grocery shopping he whips out his supermarket club card, knowing he's trading a little privacy for a lower price. He says of using the cards, "Ten cents here, twenty cents here...a dollar. It's cost-effective for me as a parent."

So far, his information stays with the grocer. But is this treasure-trove of buying habits too valuable not to sell someday?

Debra Bowen is a member of the California State Senate, "I look ahead and say for example, what if an insurance company, for example, decided we are going to charge a higher premium for anybody whose grocery store records show that they bought red meat or butter more than twice a week."

One shopper says, "With the computer revolution of the past 10 to 15 years, privacy is a thing of the past."

California State Senator Debra Bowen wants assurances of a law that prevents the stores from selling the data. She says, "The laws that govern privacy really haven't caught up with technology."

But the industry says the law is not necessary because the stores have already pledged to keep the data private.

David Hylan of the California Grocers Association says, "Studies show that of all the concerns regarding the frequent shopper cards that privacy is of the most importance."

Melissa, another shopper says, "I don't know that everything needs to be legislated. If they say it on the form you fill out, then they should stick to that."

The cards' application forms want your name, address and telephone. The Safeway card also asks for your birthday. Both of these forms say the information will "not be sold or rented" to other companies."

What's the record so far? Nearly two thirds of America's households have at least one Frequent Purchaser Card. 90-percent of the companies with Frequent Purchaser Programs keep the information private.

In other industries, video rentals are now private. Credit card companies can't reveal where you shop. Telephone companies cannot sell a list of the numbers you call.

The concern is what can OTHERS do with supermarket data.

Jon Golinger of the California Public Interest Research Group says,

"What you eat.
What you drink.
When you're sick.
When you're healthy,
is clearly valuable."

Example: in these turbulent times, do you want your health plan to know how much antacid you consume?

1 Which of the following might use club cards?

- (a) grocery stores
- (b) video stores
- (c) airlines
- (d) all of the above

2 What is the main idea of the story?

- (a) People can't save enough money in stores.
- (b) In order to save money, people could lose privacy.
- (c) People don't care about privacy as long as they save money.
- (d) Too many people use Frequent Purchaser Cards.

3 What is the computer revolution?

- (a) The fight over which Internet program you should use.
- (b) The fear that computers will take over the world.
- (c) The widespread use of computers and their ability to store large amounts of data.
- (d) A group of people who want to get rid of computers.

4 What does Debra Bowen mean when she says "The laws that govern privacy really haven't caught up with technology."

- (a) People care more about technology than privacy.
- (b) Since computers are so fast, privacy isn't an issue.
- (c) Privacy will always be slower than computers.
- (d) The laws on privacy were made before computers changed the way we do things.

5. Why do people want to keep the information about what they buy private?

- (a) They are ashamed of what they buy.
- (b) They probably think they buy too much.
- (c) They think the information is personal.
- (d) All of the above

6. Why do stores save the information about what people buy?

- (a) To get a better idea of what items they need to have in stock.
- (b) To get a profile of the kinds of things a person likes and uses.
- (c) To sell names and addresses to companies who make things or offer services.
- (d) All of the above

7. Why would companies want to know what you buy?

- (a) Some companies want to send you ads about items they sell.
- (b) Some companies might want to know about your habits; what you eat and what you drink..
- (c) Some companies might want to know if you buy a lot of over-the-counter medicine.
- (d) All of the above.

8. What does the grocery shopper mean by "With the computer revolution of the past 10 to 15 years, privacy is a thing of the past...."

- (a) The laws about privacy ended 10 to 15 years ago.
- (b) Almost everything you do today is recorded on a computer somewhere.
- (c) People no longer feel that the items they buy are personal.
- (d) All of the above

CHOOSE THE CORRECT WORD:

9. A(n) _____ is a new way for people to save money.

- (a) insurance card
- (b) supermarket club card
- (c) video card
- (d) charge card

10. Data is another word for _____.

- (a) privacy
- (b) clients
- (c) information
- (d) premiums

11. California Senator Debra Bowen says, "The laws that govern privacy really haven't caught up with _____."

- (a) insurance companies
- (b) treasure
- (c) data
- (d) technology

12. Stores that use club cards have promised to keep the information _____.

- (a) private
- (b) governed
- (c) cost-effective
- (d) premium

13. Some people think that the information stores keep on computers is as valuable as _____.

- a) coupons
- b) a treasure
- (c) premiums
- (d) companies

ANSWERS TO PASSAGE #2:

**1- D, 2 – B, 3-C, 4-D, 5-C, 6-D, 7-D, 8-B, 9 – B, 10 – C, 11 – D,
12 – A, 13 - B**

PASSAGE #3:

Why Racial Equality is Important Today's job market

Racial equality in employment is about recognizing and building on the strengths that people from different ethnic and cultural backgrounds can bring in to your business. It means finding and holding on to people who have the right knowledge and skills for the job, regardless of their race, color, nationality or ethnic or national background. It means operating within the law and making sure your business is free from racial discrimination or harassment. These principles of equality and fairness apply to all businesses, whatever their size.

To be competitive in today's world, you need to position yourself so that you are able to take full advantage of the opportunities open to you in a rapidly changing labor market.

*Nearly 10 per cent of the population of England (and around two percent each in Scotland and Wales) are from ethnic minorities.

* People from ethnic minorities will account for half of the growth in Britain's working age population over the next decade.

* Eighteen per cent of people from ethnic minorities have degrees or the equivalent, and over 40 percent of 18-25 year-olds from ethnic minorities are busy acquiring degrees, compared with the national average of 23 percent.

* Many people from ethnic minorities are fluent in two or more languages.

* People from ethnic minorities also have invaluable knowledge of

communities, whose total disposable wealth has been estimated at 32 billion sterling pounds a year.

The benefits of social opportunities

Running your business on the principles of racial equality offers a number of benefits.

- It gives you more choice in recruiting the best person for the job.
- It benefits from new ideas, by drawing in the talents, skills and different cultural perspectives of a diverse workforce.
- It contributes to a working environment where people feel they are respected and valued, and are ready to give their best.
- It helps you to hold on to your best workers and avoid the costs and disruption of recruiting new staff.
- It strengthens your reputation as a good employer.
- It stimulates the development of new products of new markets and attracts investments.
- It improves customer service and satisfaction.
- It reduces the risk of legal liability and cost and time-consuming disputes – racial discrimination is unlawful, and there are no limits to the compensation that an employment tribunal can order you to make, if you lose a case.
- It makes a serious competitor for public contracts – local authorities alone spend more than 40 billion sterling pounds a year on procurement. Public authorities have a legal duty to promote race equality in all their activities, including those they contract out to suppliers. A good record on equality will put you in a strong position to bid for contracts where you have to show you can meet any race equality requirements.

READING COMPREHENSION QUESTIONS:

1. The text is addressed to:
 - (a) employers
 - (b) employees
 - (c) people from ethnic minorities
 - (d) all of the above

2. Employers in the UK
 - (a) Should employ people from different ethnic backgrounds.
 - (b) Must now allow discrimination on the basis of race or colour.
 - (c) Must recognize the special talents of people from different ethnic backgrounds.
 - (d) Should follow the relevant laws on harassment.

3. How many 18-25 year olds from the ethnic minorities are currently studying for a degree?
 - (a) About a quarter.
 - (b) 18 per cent.
 - (c) About a half .
 - (d) More than 40 per cent.

4. Which of the following statements are true? People from the ethnic minorities:
 - (a) Are all bilingual.
 - (b) Only live in England.
 - (c) Will provide half the workforce in the next ten years.
 - (d) Possess very important information about affluent groups within society.

5. Which of the following statements is false? Employers benefit from an equal opportunities policy because they:
 - (a) can choose from a wider range of job candidates
 - (b) can create a workplace where employees are esteemed and appreciated
 - (c) increase the likelihood of legal action
 - (d) can aid retention of top employees

6. Equal opportunities policies are important when bidding for public contracts because:
 - (a) the contracts are worth a lot of money
 - (b) local authorities must be seen to uphold race equality
 - (c) such policies will improve the company's track record
 - (d) Companies must show race equality before they can make a proposal.

ANSWERS TO PASSAGE #3:

1 - A, 2 - B, 3 - D, 4 - D, 5 - C, 6 - B

Business Vocabulary:

1. Many supermarkets are looking to _____ into new product lines.
(a) deregulate (b) destabilize (c) diversify
2. We need to _____ our objectives before we start planning the campaign.
(a) clarify (b) interpret (c) prescribe
3. The e-mail system should help us improve _____ within the company.
(a) communication (b) information (c) interconnectivity
4. Do you know how much of the budget has been _____ to recruitment?
(a) ensured (b) allocated (c) prescribed
5. Salary is not necessarily the greatest factor in job _____.
(a) contentment (b) satisfaction (c) enrichment
6. A headhunter has started an executive _____ for our new CEO.
(a) hunt (b) search (c) appointment

ANSWERS:

1 - C, 2 - A, 3 - A, 4 - B, 5 - B, 6 - B
