

UNIVERSITÀ DEGLI STUDI DI CAGLIARI  
FACOLTÀ DI SCIENZE ECONOMICHE, GIURIDICHE E POLITICHE  
CORSO DI LAUREA MAGISTRALE IN ECONOMIA MANAGERIALE  
INDIRIZZO INTERNATIONAL MANAGEMENT  
SIMULAZIONE PROVA D'ESAME DI ENGLISH (IDONEITÀ B2)

NOME \_\_\_\_\_ COGNOME \_\_\_\_\_ MATRICOLA \_\_\_\_\_

**PART 1. USE OF ENGLISH**

**Choose the correct answer (1 point each)**

1. Jessica is studying chemistry at ... University.  
A the Harvard            B a Harvard            C an Harvard            D Harvard
2. 'Did you get decorators to paint your house?' 'No, we did it ...'.  
A ourselves            B by our own            C ourself            D on each other
3. I can't believe it - the supermarket had ... fish again today!  
A any            B none            C no one            D no
4. You can apply for a loan ... calling the number below or in person at one of our branches.  
A on            B by            C with            D for
5. People travel ... than they used to.  
A far more often            B far often            C more far often            D further more often
6. Hilary ... as a doctor in Kenya for eighteen months.  
A used to work            B would work            C worked            D working
7. Why didn't you answer the phone earlier? I ... you five times today.  
A 've been phoning            B 've phoned            C am phoning            D phoned
8. They ... going to build flats here but the builder went out of business.  
A have been            B will be            C were            D was
9. Everything's soaking wet. It ... have rained very heavily last night.  
A should            B could            C must            D better
10. I won't accept the job ... they offer me more money than I'm earning now.  
A unless            B if            C when            D as long as
11. Do you mind ... here? It's a non-smoking area.  
A not smoke            B not to smoking            C to not smoke            D not smoking
12. The shop assistant advised ... the following day.  
A me to come back            B me come back            C me coming back            D to me to come back

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13. Patrick was the only student ... 100% in the test.

A to get                      B that getting                      C who to get                      D who get

14. The ancient Romans ... central heating.

A are believed to invent                      B are believed have invented                      C are believed to have invented  
D are believe to invented

15. I know I've had to take a lot of time off work recently but I will... .

A make it up for                      B make up for it                      C make for it up                      D make up it for

**PART 2. READING COMPREHENSION**

**Read the following article and complete exercises A, B and C.**

AIG knows everyone in Asia - by Shawn Donnan et al

AIG, American International Group, has grown from a small Shanghai-based underwriting agency into the world's largest insurer by market value. It has a capitalisation of \$166bn., and is firmly embedded in Asia's corporate culture. Indeed, with roots dating back more than half a century, and the constant focus on the region by Maurice Greenberg, its chairman, AIG has an unrivalled scale of operations and a wealth of political and business connections.

For other US and European insurers, the company is both a benchmark and a powerful competitor. "They know anyone who is anyone in Asia."

However, in order to continue to prosper, AIG will have to succeed in China - probably the insurance market with the biggest untapped potential in the world.

After 17 years of lobbying by Mr Greenberg, AIG was the first foreign insurer to be allowed into China, in 1992. It now operates in eight cities but admits making only "a small profit" in the country. Today, turning its pioneering presence into a commercial success is AIG's biggest challenge.

In China as with the rest of Asia, AIG's main advantage over its competitors is its long-standing presence. The group was founded in Shanghai in 1919 by Cornelius Starr, a 27-year-old American entrepreneur.

That historical accident, and Mr Starr's quest to expand to the rest of Asia in the ensuing 10 years, are still benefiting the company. Over the past nine decades, AIG built on those foundations through endlessly pursuing close relationships with Asia's governments, regulators and powerful businessmen.

Edmund Tse, who runs the Asian operations and life assurance worldwide, says AIG's policy is to build relationships with as many influential people as possible. "If you want to do business, you have to be friends with senior leaders," he says. "You need to be friends with the head of the state, the minister of finance, the minister of trade, the central bank governor and the insurance regulator."

AIG believes its three decades spent courting China will be rewarded with unrestricted access to its vast insurance market. "The Chinese always remember good friends," says Mr Tse.

But if its "friendship" with China is not enough to tap the country's potential, AIG may lose its main growth engine. And without a strong Asia, AIG would be a much weaker company.

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AIG may be a company of 80,000 employees and 350,000 affiliated agents in 130 countries but much of its success is down to individual relationships.

Many of those relationships have been forged by Maurice Greenberg, the company's chairman and chief executive.

Mr Greenberg says that playing the long game has given AIG an edge, particularly in terms of investing in emerging markets. He courted the Chinese for 17 years before being granted a licence in 1992.

Mr Greenberg knows quite a few people. His style has always been to discuss big issues - corporate, political and economic - with anyone he meets. One analyst refers to AIG as a "sovereign corporate nation" as Mr Greenberg insists on representing the company in high-level discussions. "If you are dealing with the premier or president of a country, he is not thrilled to have a deputy come and see him. Even if a country is not one of the leading nations in the world, that country is important. It's important to him and it's important to us."

**A. What do the following numbers in the article refer to? (1 point each)**

1. 166: \_\_\_\_\_
2. 1992: \_\_\_\_\_
3. 1919: \_\_\_\_\_
4. 80,000: \_\_\_\_\_
5. 130: \_\_\_\_\_

**B. Answer the following questions. (2 points each)**

6. What objective does AIG have in China?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7. What does Mr Greenberg see as his role in the company?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8. Why is Asia important to AIG?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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**C. Find words or phrases in the article which mean the following. (1 point each)**

- 9. standard, point of reference \_\_\_\_\_
- 10. unused possibilities \_\_\_\_\_
- 11. continuing in the same place for a great length of time \_\_\_\_\_
- 12. unlimited entry \_\_\_\_\_
- 13. representatives connected to a company \_\_\_\_\_
- 14. developing sales areas \_\_\_\_\_
- 15. important talks \_\_\_\_\_
- 16. most important countries \_\_\_\_\_

**PART 3. WORD FORMATION**

**Complete the text with the correct words. You have to form the words based on the ones given in bold (1 point each).**

<p>The murky world of fake Amazon reviews</p> <p>Are you looking for a new electric toothbrush? A cordless vacuum cleaner? A foot massager? Amazon has just the product for you. Rest assured, it has been highly rated by scores of “verified <b>1</b> _____”, with receipts proving that they bought the item. Some <b>2</b> _____ customers of the past have left five-star ratings; others have also composed lengthy reviews with photos.</p> <p>Unless, that is, these glowing recommendations are <b>3</b> _____.</p> <p>Companies can cheat their way into extra sales, <b>4</b> _____. at least, by paying for fake reviews, concludes a new working paper by economists at the University of Southern California and the University of California, Los Angeles.</p> <p>Researchers trawled through Facebook groups in which companies ask people to purchase their products on Amazon and leave five-star ratings. The firms promise to reimburse the buyers for the full cost, sometimes with a commission on top. Most of the manufacturers were from China, seeking American reviewers.</p> <p>The researchers found that the Facebook requests led to a flurry of new reviews, but did not have much immediate effect on average ratings, which remained at about 4.4 out of 5. Still, the phoney reviews did <b>5</b> _____ purchases, as measured by Amazon’s <b>6</b> _____ of bestsellers.</p> <p>Although some of those extra sales came from the sham reviewers, plenty of genuine customers were duped. After the Facebook requests ended, ratings fell rapidly, <b>7</b> _____ by a swathe of one-star reviews.</p>	<p><b>1. purchase</b></p> <p><b>2. satisfy</b></p> <p><b>3. fraud</b></p> <p><b>4. temporary</b></p> <p><b>5. boost</b></p> <p><b>6. rank</b></p> <p><b>7. drive</b></p>
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PART 4. TEXT COHESION

**Read the text and choose the most suitable answer (1 point each).**

The world's billionaires "did extremely well" during the coronavirus pandemic, growing their already-huge fortunes to a record high of \$10.2tn (£7.8tn).

A report by Swiss bank UBS found that billionaires increased their wealth **1** \_\_\_\_\_ more than a quarter (27.5%) at the height of the crisis from April to July, just as millions of people around the world lost **2** \_\_\_\_\_ jobs or were struggling to get by on government schemes.

The report found that billionaires **3** \_\_\_\_\_ mostly benefited from betting on the recovery of global stock markets when they were at their nadir during the global lockdowns in March and April. UBS said billionaires' wealth had hit "a new high, surpassing the **4** \_\_\_\_\_ peak of \$8.9tn reached at the end of 2017". The number of billionaires has also hit a new high of 2,189, up from 2,158 in 2017.

Josef Stadler, the head of UBS's global family office department **5** \_\_\_\_\_ deals directly with the world's richest people, said: "Billionaires did extremely well during the Covid crisis, **6** \_\_\_\_\_ did they ride the storm to the downside, but also gained up on the upside **7** \_\_\_\_\_ stock markets rebounded."

Stadler said the super-rich were able to benefit from the crisis because they had "the stomach" to buy more company shares when equity markets around the world were crashing. Global stock markets have since rebounded making up much of the losses. The shares in some technology companies – which are often owned by billionaires – have risen very sharply.

Stadler said billionaires typically have "significant risk appetite" and were confident to gamble some of their considerable fortunes.

Luke Hilyard, executive director of the High Pay Centre, a thinktank that focuses on excessive pay, said the "extreme wealth concentration is an ugly phenomenon from a moral perspective, but it's also economically **8** \_\_\_\_\_ socially destructive".

- |                |              |               |
|----------------|--------------|---------------|
| 1. a. by       | b. of        | c. for        |
| 2. a. his      | b. its       | c. their      |
| 3. a. were     | b. could     | c. had        |
| 4. a. previous | b. following | c. beforehand |
| 5. a. that     | b. then      | c. who        |
| 6. a. not even | b. not only  | c. not yet    |
| 7. a. as       | b. although  | c. despite    |
| 8. a. but      | b. however   | c. and        |

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**ANSWER KEYS**

**PART 1. USE OF ENGLISH**

1 D 2.A 3.D 4.B 5.A 6.C 7.B 8.C 9.C 10.A 11.D 12.A 13.A 14.C  
15.B

**PART 2. READING COMPREHENSION**

- 1: AIG's capitalisations in billion dollars
- 2: the year that AIG became the first foreign insurer to be allowed into China
- 3: the year that AIG was founded
- 4: the number of people employed by AIG
- 5: the number of countries in which AIG has affiliated agents
- 6: AIG's objective is to get unrestricted access to China's vast insurance market.
- 7: He sees his role as forging relationships with governments and influential people by representing the company in high-level discussions.
- 8: Asia is a growth area for insurance and if the company is to continue to grow, it needs to maintain its strength in Asia and increase it by expanding into China.
- 9: benchmark 10: untapped potential 11: longstanding presence 12: unrestricted access
- 13: affiliated agents 14: emerging markets 15: high-level discussions 16: leading nations

**PART 3. WORD FORMATION**

1. purchasers 2. satisfied 3. fraudulent 4. temporarily 5. boost 6. ranking 7. driven

**PART 4. TEXT COHESION**

1. a. by 2. c. their 3. c. had 4. a. previous 5. a. that 6. b. not only
7. a. as 8. c. and