




ENGLISH – THE EXAM

CDL IN ECONOMIA MANAGERIALE,
INDIRIZZO INTERNATIONAL
MANAGEMENT

A.A. 2020/2021



1. WRITTEN EXAM: USE OF
ENGLISH, READING
COMPREHENSION AND
WRITTEN PRODUCTION

2. ORAL EXAM: ARTICLE
PRESENTATION AND ANALYSIS

1. WRITTEN EXAM: USE OF ENGLISH, READING COMPREHENSION AND WRITTEN PRODUCTION

Written exam at a B2 level according to the criteria specified in CEFR (Common European Framework of Reference for languages), will include:

- grammar, vocabulary and use of English exercises;
- reading and comprehension test with exercises related to the text (multiple choice, true/false, open question, paraphrasing and synonyms/antonyms, word formation). Contents and issues will be mostly specialised, consistent with the international debates at an academic level. The written test will assess the students' linguistic knowledge as well as their skills in understanding specialised texts consistent with the course contents, through sentence transformation and word formation exercises.

https://www.unica.it/unica/en/ateneo_s07_ss01_sss02.page?mostra_percorsi=S&ANNO_ACCADEMICO=2020&mu=Guide%2FPaginaADerogata.do%3Fad_er_id%3D2020*N0*N0*S1*35219*9656

1. WRITTEN EXAM: USE OF ENGLISH, READING COMPREHENSION AND WRITTEN PRODUCTION

See mock test on the teacher's webpage,
teaching materials section:

https://www.unica.it/unica/page/it/international_management_20202021_it_1?contentId=MAT234160

2. ARTICLE PRESENTATION AND ANALYSIS

The oral exam will require the students to discuss in English the issues dealt with during the course, showing that they have acquired the right terminology and concepts and that they are able to apply them to practical cases. To this aim, the students will have to prepare the text analysis of an article chosen from a specialised newspaper or magazine.

(https://www.unica.it/unica/en/ateneo_s07_ss01_sss02.page?mostra_percorsi=S&ANNO_ACCADEMICO=2020&mu=Guide%2FPaginaAD erogata.do%3Fad_er_id%3D2020*N0*N0*S1*35219*9656)

A copy of the original article should be sent by e-mail to the teacher in a .pdf format by the day before the exam. The name of the file should be surname_name_studentnumber_IM_article, for example: mamusa_eleonora_00000_IM_article

THE ARTICLE



CHARACTERISTICS:

- RECENT (2019 – 2020)
- ABOUT 1- 1 ½ A4 PAGE
- TAKEN FROM AN OFFICIAL AND RELIABLE SOURCE (E.G.: THE ECONOMIST, FINANCIAL TIMES, THE GUARDIAN, THE NEW YORK TIMES, BBC, CNN, HARVARD BUSINESS REVIEW...) AND DEALING WITH TOPICAL BUSINESS AND ECONOMICS ISSUES

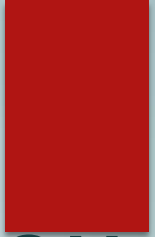
THE ARTICLE – at the oral exam



SHORT PRESENTATION:

- SOURCE, PUBLICATION DATE (AT LEAST MONTH AND YEAR) AND AUTHOR
- AIM
- SUMMARY – KEY CONTENTS
- REASON(S) FOR THE CHOICE
- PERSONAL OPINION AND DISCUSSION

THE ARTICLE – at the oral exam



- Source & publication date

THIS ARTICLE WAS PUBLISHED **ON 28 JANUARY 2009/IN JANUARY 2009/ABOUT TEN YEARS AGO...**) ON THE **FINANCIAL TIMES**, ONE OF THE WORLD'S MOST IMPORTANT NEWS ORGANISATIONS, WHICH FOCUSES ON BUSINESS AND ECONOMIC CURRENT AFFAIRS.

- Author

THE ARTICLE WAS WRITTEN BY **ALISON MAITLAND** (ADD MORE INFORMATION IF RELEVANT).

THE ARTICLE – at the oral exam



- **Aim** THE ARTICLE PRESENTS A PROFESSIONAL DEVELOPMENT PROGRAMME WHOSE PURPOSE IS TO IMPROVE THE QUALITY AND SKILLS OF INTERNATIONAL LEADERS.

THE ARTICLE – at the oral exam



- **Summary**
- **key contents**

IN PARTICULAR, IT TELLS THE STORY OF DAVID WEEKLEY, CHAIRMAN OF A US-BUILDING COMPANY, WHO RECOUNTS HIS EXPERIENCE AS A PARTICIPANT IN AN INTERNATIONAL PROGRAMME FOR SENIOR LEADERS IN CHINA.

THE TRIP WAS ORGANISED BY LEADERS' QUEST IN ORDER TO IMPROVE THE QUALITY OF LEADERSHIP AROUND THE WORLD BY EXPOSING PEOPLE TO DIFFERENT CULTURES, AND IT MADE WEEKLEY REALISE THAT HIS VIEW OF THE WORLD WAS BIASED AND LIMITED; IT ALSO MADE HIM MORE OPEN MINDED.

WHILE THERE, HE HAD THE CHANCE TO LEARN A LOT ABOUT CHINA, AND IT WAS ESPECIALLY IMPRESSED BY THE SPEED OF THE COUNTRY'S DEVELOPMENT AND BY THE MOTIVATION OF ENTREPRENEURS AND SCHOOLCHILDREN.

THE ARTICLE – at the oral exam



- **Summary**
– **key**
contents

ONCE HE GOT BACK TO THE USA, HE HOSTED EVENTS FOR NEARLY 100 TEXAN BUSINESSPEOPLE TO LEARN ABOUT LEADERS' QUEST, AND HE ALSO WENT ON ANOTHER QUEST TO MUMBAI AND BANGALORE, BECAUSE HE STRONGLY BELIEVES INVESTMENT IN INTERNATIONAL LEADERSHIP DEVELOPMENT SHOULD BE ENCOURAGED AND CONSTANTLY PURSUED.

THE ARTICLE – at the oral exam



I CHOSE TO PRESENT THIS ARTICLE/I FOUND THIS ARTICLE PARTICULARLY INTERESTING... BECAUSE...

– Reasons for choosing the article

- I THINK IT'S REALLY IMPORTANT TO LEARN FROM EXPERIENCED ENTREPRENEURS.
- IN MY OPINION, IT GIVES GOOD ADVICE FOR SOMEONE WHO IS THINKING OF UNDERTAKING AN INTERNATIONAL CAREER IN BUSINESS.

- ...

THE ARTICLE – at the oral exam



- **Personal opinion**

- I AGREE / DISAGREE WITH THE AUTHOR/THE INTERVIEWEE... BECAUSE...

- **Discussion**

WHAT SKILLS AND QUALITIES SHOULD A GOOD INTERNATIONAL MANAGER OR LEADER HAVE?

WHAT SHOULD AN INTERNATIONAL PROFESSIONAL DEVELOPMENT PROGRAMME FOR LEADERS AND SENIOR EXECUTIVES CONSIST OF?

WHAT ARE SOME OF THE CHALLENGES FUTURE INTERNATIONAL LEADERS WILL FACE?

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

(POSSIBLE TEACHER'S QUESTIONS)

- VOCABULARY: GENERAL AND SPECIFIC (SYNONYMS AND ANTONYMS, DEFINITIONS, USAGE CONTEXT);
- GRAMMAR: VERB TENSE (E.G. PAST SIMPLE, PRESENT PERFECT...), VERB ASPECT AND VOICE (E.G. ACTIVE/PASSIVE...), STRUCTURES (E.G. CONDITIONALS, RELATIVE CLAUSES...)



Travel broadens executive minds

A David Weekley, Chairman of a US house-building company, used to think he was well travelled and knowledgeable about the world. Then he went to
5 China on an international programme designed for senior leaders.

B 'I found I had a pretty warped view of the world,' says the 55-year-old Texan entrepreneur. 'When you reach
10 a position of success, you're often surrounded by folks who tell you you're right about things and you often enjoy an elevated position of power and influence. This took me down
15 a few notches.'

THE ARTICLE – at the oral exam

VOCABULARY: GENERAL AND SPECIFIC

- WHAT DOES THE WORD **BROADEN** MEAN?

WHAT KIND OF WORD IS IT? WHAT IS THE CORRESPONDING ADJECTIVE?

- WHAT IS A SYNONYM OF THE WORD **WARPED**?

- WHAT DOES THE EXPRESSION **TAKE DOWN A FEW NOTCHES** MEAN?

THE ARTICLE – at the oral exam



VOCABULARY: GENERAL AND SPECIFIC

- WHAT IS A SYNONYM OF THE WORD **WARPED**? DISTORTED.

- WHAT DOES THE WORD **BROADEN** MEAN? MAKE LARGER, BROADER, WIDER...

WHAT KIND OF WORD IS IT? IT'S A VERB

WHAT IS THE CORRESPONDING ADJECTIVE? BROAD

- WHAT DOES THE EXPRESSION **TAKE DOWN A FEW NOTCHES** MEAN?

TO REDUCE OR DAMAGE SOMEONE'S EGO OR PRIDE; IN THIS CONTEXT, IT MEANS THAT WEEKLEY BECAME HUMBLER DUE TO HIS EXPERIENCE IN CHINA.

THE ARTICLE – at the oral exam



LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT DO WE USE THE VERB 'USED TO' FOR?

CAN YOU GIVE ME A PERSONAL EXAMPLE?

- WHAT KIND OF STRUCTURE IS THE AUTHOR USING WHEN HE WRITES THAT **WHEN YOU REACH** A POSITION OF SUCCESS, **YOU'RE** OFTEN SURROUNDED BY FOLKS...'??

- IN THE SENTENCE 'YOU'RE OFTEN SURROUNDED BY FOLKS **WHO** TELL YOU YOU'RE RIGHT ABOUT THINGS', WHAT IS **WHO**?

- WHAT IS 'A FEW'?

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT DO WE USE THE VERB 'USED TO' FOR?

TO INDICATE A REPEATED OR HABITUAL ACTION OR STATE IN THE PAST WHICH IS NOT A HABIT IN THE PRESENT.

CAN YOU GIVE ME A PERSONAL EXAMPLE?

WHEN I WAS A CHILD, I USED TO VISIT MY GRANDPARENTS EVERY SUNDAY.

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT KIND OF STRUCTURE IS THE AUTHOR USING WHEN HE WRITES THAT **WHEN YOU REACH** A POSITION OF SUCCESS, **YOU'RE** OFTEN SURROUNDED BY FOLKS...'? IT'S A ZERO CONDITIONAL, USED TO DESCRIBED THINGS THAT ARE ALWAYS OR GENERALLY TRUE, NOT REFERRING TO A SPECIFIC EVENT

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

IN THE SENTENCE 'YOU'RE OFTEN SURROUNDED BY FOLKS **WHO** TELL YOU YOU'RE RIGHT ABOUT THINGS', WHAT IS '**WHO**'? IT'S A RELATIVE PRONOUN, REFERRING TO PEOPLE AND INTRODUCING A RELATIVE CLAUSE.

WHAT OTHER RELATIVE PRONOUNS DO YOU KNOW?
HOW ARE THEY DIFFERENT FROM 'WHO'?

IS IT POSSIBLE TO REPLACE WHO WITH THAT IN THIS SENTENCE?

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

IN THE SENTENCE 'YOU'RE OFTEN SURROUNDED BY FOLKS **WHO** TELL YOU YOU'RE RIGHT ABOUT THINGS', WHAT IS **WHO**? IT'S A RELATIVE PRONOUN, REFERRING TO PEOPLE AND INTRODUCING A RELATIVE CLAUSE.

WHAT OTHER RELATIVE PRONOUNS DO YOU KNOW? HOW ARE THEY DIFFERENT FROM 'WHO'? WHICH IS USED TO REFER TO THINGS, WHOSE INDICATES POSSESSION...

IS IT POSSIBLE TO REPLACE WHO WITH THAT IN THIS SENTENCE? YES, IT'S POSSIBLE (ALTHOUGH MORE INFORMAL) BECAUSE IT'S A DEFINING RELATIVE CLAUSE.

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

WHAT IS 'A FEW'? IT'S A DETERMINER WHICH INDICATES A SMALL AMOUNT OF SOMETHING, AND IT'S USED WITH COUNTABLE NOUNS.

WHAT DO WE USE IN PLACE OF IT WITH UNCOUNTABLE NOUNS? 'A LITTLE'

THE ARTICLE – at the oral exam

C The visit was arranged by Leaders' Quest, a non-profit organisation that aims to improve the quality of leadership around the world by bridging divides between sectors and cultures. Mr Weekley's fellow participants included leaders from government, charities, business and academia in six countries. They visited Shanghai and then Chengdu in Sichuan province.

D Interest in innovative programmes for individuals and senior teams is growing, says Leaders' Quest. In spite of the economic crisis, the organisation says it is receiving more requests for information than ever before.

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT KIND OF SENTENCE IS 'THE VISIT **WAS ARRANGED** BY LEADERS QUEST'?

THE ARTICLE – at the oral exam



LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT KIND OF SENTENCE IS 'THE VISIT **WAS ARRANGED** BY LEADERS QUEST'? IT'S A PASSIVE SENTENCE

CAN YOU MAKE IT ACTIVE?

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT KIND OF SENTENCE IS 'THE VISIT **WAS ARRANGED** BY LEADERS QUEST'? IT'S A PASSIVE SENTENCE

CAN YOU MAKE IT ACTIVE? LEADERS QUEST
ARRANGED THE VISIT

THE ARTICLE – at the oral exam



LINGUISTIC ANALYSIS

GRAMMAR:

- HOW DO YOU CALL THE STRUCTURE WE FIND IN THE SENTENCE 'THE ORGANISATION **SAYS IT IS RECEIVING** MORE REQUESTS FOR INFORMATION THAN EVER BEFORE'? WHAT IS THE AUTHOR DOING HERE?

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

- HOW DO YOU CALL THE STRUCTURE WE FIND IN THE SENTENCE 'THE ORGANISATION **SAYS IT IS RECEIVING** MORE REQUESTS FOR INFORMATION THAN EVER BEFORE'? WHAT IS THE AUTHOR DOING HERE? IT'S A **REPORTED SPEECH**, THE AUTHOR IS INDIRECTLY SAYING WHAT SOMEONE ELSE PREVIOUSLY SAID.

THE ARTICLE – at the oral exam

L This **greater** cross-cultural sensitivity is a key reason why Mr Weekley believes investment in international leadership development remains valuable, in spite of the economic crisis.

100 'Those that choose to go, and get to go, will have a much higher likelihood of future success in our changing world,' he says.

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT KIND OF ADJECTIVE IS GREATER?

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT KIND OF ADJECTIVE IS GREATER?

IT'S A COMPARATIVE ADJECTIVE.

CAN YOU FIND ANY OTHER COMPARATIVES IN THE TEXT?

THE ARTICLE – at the oral exam

LINGUISTIC ANALYSIS

GRAMMAR:

- WHAT KIND OF ADJECTIVE IS GREATER?

IT'S A COMPARATIVE ADJECTIVE.

CAN YOU FIND ANY OTHER COMPARATIVES IN THE TEXT?

BROADER, MORE OPEN-MINDED, HIGHER.

FUNDAMENTAL GRAMMAR TOPICS:

- VERB TENSES
- VERB ASPECT AND VOICE (SIMPLE VS CONTINUOUS, ACTIVE VS PASSIVE)
- PHRASAL VERBS
- MODAL VERBS (PAST, PRESENT, FUTURE, ALL FUNCTIONS)
- CONDITIONALS
- REPORTED SPEECH
- RELATIVE CLAUSES
- COUNTABLE & UNCOUNTABLE NOUNS, QUANTIFIERS AND DETERMINERS
- COMPARATIVES AND SUPERLATIVES
- LINKING WORDS AND PHRASES
- WORD CLASSES AND WORD FORMATION