**IES FEDERICA MONTSENY**

**Anexo V**

**Pruebas para la obtención de títulos de Técnico y Técnico Superior**

***Convocatoria correspondiente al curso 2020-2021***

*(Resolución de 12 de enero de 2021 de la Direción de Educación Secundaria, Formación Profesional y Régimen especial)*

|  |  |  |  |
| --- | --- | --- | --- |
| **DATOS DEL ASPIRANTE** | | | **FIRMA** |
| APELLIDOS: | | |  |
| Nombre: | D.N.I. N.I.E. o Pasaporte: | Fecha: |

|  |  |
| --- | --- |
| Código del ciclo: **COMS04** | Denominación completa del título:  Técnico Superior en Comercio Internacional |
| Clave o código del **módulo: 0179** | Denominación completa del módulo profesional:  INGLÉS |

**INSTRUCCIONES GENERALES PARA LA REALIZACIÓN DE LA PRUEBA**

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* + Cumplimentar los datos del aspirante antes del examen y firmar en todas las hojas que se entreguen.
  + Tener disponible el DNI en la mesa.
  + Señalar y escribir con tinta indeleble, que no sea roja, las respuestas y su desarrollo.
  + Si se ha de rectificar una respuesta, trazar un aspa o tachar con una línea horizontal. No utilizar líquido corrector (Tippex)
  + Utilizar solamente el papel facilitado por el examinador (con el sello y formato correspondiente).
  + No utilizar material de consulta (salvo aquél que se autorice expresamente).

- El ejercicio de listening se escuchará tres veces.

**CRITERIOS DE CALIFICACIÓN Y VALORACIÓN**

* + La calificación correspondiente a cada una de las cuestiones aparece indicada en los ejercicios planteados.
  + Se penalizarán las faltas de ortografía, 0,1 punto por cada falta de ortografía.
  + Se tendrá en cuenta la concreción en las repuestas, brevedad y claridad en los planteamientos.
  + Para superar y aprobar el módulo se debe obtener una calificación igual o superior a 5.

**CALIFICACIÓN**

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| **DATOS DEL ASPIRANTE** | | | **FIRMA** |
| APELLIDOS: | | |  |
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**1º\_. (1 point each correct answer) Match the words with their definitions:**

|  |  |
| --- | --- |
| **1 DEFAULT** ( .....) | a) An opinion on how well you can pay back A loan |
| **2 CO-SIGN** ( .….) | b) A bank account you use for day to *day* expenditures |
| **3 CREDIT RATING** (……) | c) Be able to ***pay for*** goods// ***back*** a loan. |
| **4 CHECKING** (……) | d) Not pay back a loan |
| **5 AFFORD** (.......) | e) Guarantee a loan for somebody else |

1. ……….. 2. …………. 3. …………. 4. ……….. 5. ………….

**2º \_ ( 1 points each ) Working with vocabulary.**

1. A shipper ***transports / sells*** goods

2. A freight container is a large metal box used for transporting ***goods / passengers***

3. A container terminal is located near ***the sea / an airport***

4. Volume is ***size / quality***

5. The consignee is the person who ***send / receives*** the goods.

6. Cargo is ***transport / goods***

7. The workers load the cargo ***onto / down*** the ship.

8. The port of discharge is where the cargo ***comes from / will arrive***

9. A stacking crane is used to ***pile up / weigh*** containers in the port.

10. A supplier ***provides / buys*** goods

**3º. (1 point each ) Making transport arrangements conversations:**

1. It´s 4 cases, each one weighing 80 kilos.
2. Right, sir. Just hold the line, I´ll see what I can do.
3. Universal Freight , good morning. I need to get a consignment of motor vehicle Spares to Madrid.
4. Can you help me?
5. Well they have to be there by the third of May
6. Yes sir, can you tell me the weight of the consignment?
7. And is it urgent?

1.………… 2. ………. 3. ……… 4. …….. 5. ……… 6……….. 7. …………

**4º. (1 point each one) Write down what these INCOTERMS stand for.**

4.1. FOB : F …………………. O …….. B ……………..

4.2. CPT : C ………………………. P …………………….. T …………………….

4.3. CIF : C ………………………. I ……………………… F ……………………..

**5ª. How do you write in English these symbols: (0.50 each)**

@………………

BOOGLES (mayúscula) …………………..

C.E.O. …………...…… ………………………. …………………..

a.s.a.p. ………. ……………. ……….. ……………………..

/ ………………………

**6ª . ( 1 point each ) Match the phrasal verbs with their definitions below:**

|  |  |
| --- | --- |
| 1. Hire | A. Put through |
| 2. Handle | B. Put down |
| 3 Include / write down | C. Turn down |
| 4. Refuse | D. Deal with |
| 5. Connect | E. Get on well |
| 6. Treat with people | F. Take on |

1. …….. 2. …….. 3. …….. 4. ………. 5. ………. 6. ……….

**7ª. ( 1 point each answer) Numbers**: **Represent the following words in figures or numbers:**

**1**.- Twenty five thousand three hundred and four ………………..………………………………..

**2**.- 428. …………………… …………………………..

**3**.-Dimensions: 275 x 150 x 42 mm

Traduce largo x ancho x alto : ………………….. …………………….. …………………….

**4**.- 5 pies : ………………. …..………………..

**5**.- Metro cuadrado : ……………………………………

**8ª.** **(0.25 each) Write the number into the right table: ( do not repeat the number)**

1. **Vessel 2. free trade 3. labels 4. boarding pass 5. check in desk 6. stencil**

**7. truck 8. quotas 9. stopover 10. stock list 11. Customs and Excise Authorities**

**12. hopper wagon**

|  |  |  |  |
| --- | --- | --- | --- |
| **Import/Export** | **Media of transport** | **Warehouse/**  **Retailing** | **Airport** |
|  |  |  |  |

**9ª.- ( 1 each container ) Write the names of the pictures:**

   ……………………. ……………………… ……………………. …………………

  ** **

**…………………….. ………………… ……………………. …………………….**

**10. ( 2 points each one ) In a job interview; answer the following questions:**

1. Why should we hire you?
2. Tell me something about your mayor weaknesses?

**11ª. ( 1 point each answer ) Grammar:**

1.She \_\_\_\_\_\_\_\_\_\_\_\_\_ ( set ) up an standing order to pay her rent this morning.

2.The IT conference, \_\_\_\_\_\_\_\_ will take place in London, starts on 7th July.

3.Yes, You \_\_\_\_\_\_\_\_\_\_\_\_\_\_ ( wear ) respiratory mask. It is the new rule. ( modal verb )

4.He \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_( sign) the documents, when they had offered him.

5. They \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ ( take ) on 20 new employees this week.

6. IF she \_\_\_\_\_\_\_\_\_\_\_(not sell ) her shares , she \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_(make ) millions of euros.

7. IF everyone worked from home, we\_\_\_\_\_\_\_\_\_\_\_\_\_ ( need) to use our cars so much.

8. Rewrite: In your position, I´d apply for that postion. ( were ) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

9. He suggested me \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ ( cut ) our costs by 6%.

10. You´re good at \_\_\_\_\_\_\_\_\_\_\_ (arrange) social events.

**LISTENING ( 2 point each answer )**

**A:** I think I´d like to start my own business.

**B:** Really, Janet?

**A:** Yes, Mike. I´m thinking of …………………………..…… an import-export business. It´s a type of business that doesn´t take much money to star.

**B:** You´re right. It requires very little ……………………………. . The first thing you need to do is choose products from a foreing source to resale.

**A:** What kind of products should I ………………………….………?

**B:** Look for products that have got an advantage, ones that aren´t sold at all in this country, or ones that you can buy at a ………………..…. …………………………. In a foreing country.

**A:** It must be difficult to find products with an advantage and reliable suppliers that you can trust.

**B:** Yes, that´s why I …………………………. Starting with only one or two products. You mustn´t

Risk a large investment at rhe beginning.

**A:** I see. Another question – buying directly from foreing countries requires a lot of……………...

Doesn´t it?

**B:** Yes, It does. Why don´t you contact a sourcing company? They´ll offer you all the assistance you need.

**READING COMPREHENSION (20 points)**



To: Abigail Lincoln, East-West Imports

From: Peter Chiswick, Eastwick Shipping

Subject: Eastwick Shipping information

Dear Ms Lincoln,

Thank you for your request for information about our company. Eastwick Shipping was established 20 years ago and offers reliable transport service both at home and abroad. We have experience in sending goods all over the world, but we specialise in sending goods to the Far East.

We can offer air freight, regular shipping and also road haulage for deliveries in the United Kingdom and Europe. We generally work with 20-foot or 40-foot freight containers. However, we can also arrange part loads. We offer door-to-door delivery service at competitive prices. From the moment your container leaves your warehouse, you can track its progress on our special customer website.

Our experts are also available to advise you if you have any problems filling in the necessary documents, such as customs declaration forms.

For an additional charge, we can provide special insurance rates for our customers. If you have any further questions, please do not hesitate to contact me by e-mail or by phone at 0871 256 931.

Regards,

Peter Chiswick   
Marketing Assistant

## Read the e-mail. Write T (true), F (false) or DS (doesn’t say) next to the sentences below. (10 points)

1. Eastwick Shipping is a new shipping company.

2. Eastwick Shipping doesn’t offer road haulage worldwide.

3. Eastwick Shipping only works with full containers.

4. The company’s customer website is interactive.

5. Insurance isn’t included in Eastwick Shipping’s standard rates.

## 2 Answer the questions. (10 points)

1. What is Eastwick Shipping particularly good at?

2. Which different kinds of transport does the company offer?

3. What kind of delivery service does Eastwick Shipping offer?

4. In what way can Eastwick Shipping’s experts help their customers?

5. How can Abigail Lincoln contact Peter Chiswick?