

Anexo 5

Pruebas para la obtención de títulos de Técnico y Técnico Superior

MODELO PARA LA ELABORACIÓN DE LAS PRUEBAS

Convocatoria correspondiente al curso 2020-2021

(Resolución de 12 de enero de 2021 de la Dirección General 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: COM S03	Denominación completa del título: TÉCNICO SUPERIOR EN GESTIÓN DE VENTAS Y ESPACIOS COMERCIALES
Clave o código del módulo: 0179	Denominación completa del módulo profesional: INGLÉS

INSTRUCCIONES GENERALES PARA LA REALIZACIÓN DE LA PRUEBA
<ul style="list-style-type: none"> La prueba tendrá una duración máxima de una hora y cuarenta y cinco minutos. No es necesario ningún material ni documentación. Se aconseja realizar una lectura minuciosa y detallada de las cuestiones planteadas. La prueba se entrega grapada y no se facilitan folios sueltos. Es necesario cumplimentar los datos del aspirante antes del examen y firmar en todas las hojas que se entreguen. Antes de entregar la prueba es necesario mostrar el DNI al profesor examinador. Las respuestas se deben escribir con tinta indeleble, que no sea roja. No se permite el uso de dispositivos electrónicos (relojes, teléfonos móviles...) Para aprobar el examen es indispensable que todas las partes tengan una valoración superior a cero puntos. Si se ha de rectificar una respuesta, trazar un aspa o tachar con una línea horizontal. No utilizar líquido corrector (Tippex)

CRITERIOS DE CALIFICACIÓN Y VALORACIÓN
<ul style="list-style-type: none"> La prueba consta de diferentes cuestiones teórico-prácticas. La valoración de cada cuestión figura junto a su enunciado. La puntuación total de la prueba es de diez puntos. La calificación mínima necesaria para considerar el ejercicio aprobado es de cinco puntos.

(1) Consígnense las denominaciones exactas y los códigos reflejados en el Anexo 3.a o 3.b de las presentes instrucciones.

CALIFICACIÓN
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GRAMMAR

1. Write the correct relative pronoun who, which, whose, when, where and omit it if you can.

Escribe el relative y ponlo entre parenthesis si se pueden omitir.

- Dallas is the city _____ Kennedy was shot.
- Bill Clinton was the president _____ wife was called Hillary.
- Rotterdam is the port _____ is the busiest in Europe.
- Bob, _____ I know very well, is going out with Mary.
- The museum _____ we visited last month is closed now.
- The woman _____ is talking to Sue is my aunt.

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2. Complete the following sentences with the correct tense (present simple, present continuous, past simple, future (will, be going to...), present perfect)

- I _____ (work) at Colourlines since January.
- Are you late? _____ (I/give) you a lift to work if you like.
- Look! They _____ (sell) their new mobile phone with a 10% discount!
- It's already decided. We _____ (hold) the conference in May this year.
- I expect our share price _____ (rise) when we announce the sales figures.
- I _____ (meet) Andrea at 9 o'clock next Thursday morning outside the station.
- Would you mind waiting for a moment? I.....(not be) long.
- I think I.....(go) home now. It's getting late.
- Only six people _____ (attend) the training yesterday.
- How much _____ (it/cost)? It's \$10.

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3. Complete the sentences with the correct form of the verbs in brackets.

1. If we knew more about their culture, negotiating (be) _____ easier.
2. If he (customize) _____ his CV, his chances of getting a job will be better.
3. If Brittany (speak) _____ better English, she would apply for a job abroad.
4. If you execute the order carelessly, they (not / place) _____ another order with you in the future.
5. If you had given me your e-mail, I _____ (write) to you.
6. If I were you, I (worry / not) _____ out the presentation.
7. What would happen if I _____ (not/ reach) my sales targets?

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4. Complete each sentence with a verb in the passive form.

1. We will deliver the goods immediately.
2. You can cancel the contract within five business days.
3. Mary invited **him** to her party.
4. The greengrocer has sold apples in the new market.

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VOCABULARY

1. Write with words the following numbers and symbols.

@

\$26.15

We are meeting at **8.45**

About **3/4** of the shareholders agreed.

marin_lopez@snail.com (2 points)

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2. Complete the sentences with the correct word from the box. (sobra alguna palabra)

market share	net profit	career move	subsidiary	stretching
legroom	workforce	career break	service center	warehouse
high-performance		lifecycle	endorsement	placement

- George Clooney advertising Nespresso is an example of.....
- The money a company makes after taking away its costs and tax is its.....
- A.....consist of introduction, growth, maturity and decline.
- A company which is more than 50% owned by another company is called a.....
- The period of time away from your work is called a.....
- The employees in a particular country or business are called the.....
- The action you take to improve in your career is called a.....
- A place where faulty products are mended is called a.....
- A building for storing goods in large quantities is called a.....
- Ferrari make.....sports car.
- There are signs that airlines are trying to respond to customer dissatisfaction, for example by providing more and quality in-flight meals.
- Gerard is looking for a job.....in the TV industry.

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3. Choose the correct words to complete the text about a small toy-making company.

When we are ready to begin making and selling a new product, we find a (1) (**manufacturer / wholesaler/ retailer**) – a company that will actually produce the toy in their factory. Often we want them to use certain special materials for production. This means we tell them which (2) (**refunds / suppliers/delivery**) to use for materials. After the toys are made, they are shipped to our (3) (**purchaser / distributor / dispatcher**) – the company that handles the wholesale part of the business. They have a large (4) (**warehouse / storage / building**) where they keep the merchandise. They sell the toys to (5) (**retailers / deliverers / wholesalers**), who finally sell them to consumers.

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4. Choose the correct word to fill in the gap.

1. . _____ I'll see if Mr Watson is available.
A Hold on B Keep on C Go on D Stay
2. I'll put you _____ to the Sales Department.
A over B off C through D in
3. Oh, dear. I think I've _____ the wrong number.
A put B done C through D dialed
4. I'm _____ Miss Johnson's in a meeting.
A worried B afraid C concerned D frightened
5. Would you like me to fix up an _____ for you?
A application B appointment C arrangement D attendance
6. This is Peter Brown. Hi, how do you do? _____
A Fine, thank you. B Thanks, and you? C How are you? D How do you do?
7. Good morning, can I talk to Mr Brown? _____
A calling B It's I C speaking D talking

	10.5
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READING

Read the letter and answer these questions with **FULL** sentences. **OBLIGATORIO** hacer oraciones completas.

Dear Customer,

Office World, one of the largest suppliers of office supplies in the area, is offering some special deals this month to our regular customers. You will still get the high-quality products that you always get, but for one month, we're offering amazing prices.

We are offering a 25% discount on computers, monitors and printers. Now is also the time to buy paper for your printers and photocopiers - buy five cartons and get the sixth one free! We are also giving a 10% reduction on general office supplies, such as price guns, staples, scissors, price label rolls, etc.

For general office supplies, we offer same-day delivery. For other items, we can deliver within two days of receiving your order. In addition, if you place an order of more than £2,500, we will give you a further 5% discount on the total sum. For orders over £500, we can accept up to six payments.

Hurry now, while stocks last!

Yours sincerely,
Jeremy Sutherland
Sales Director

1. How long will the special offers last?

.....

2. Which items get the biggest reduction?

.....

3. What discount does a customer get when he / she buys scissors?

.....

4. How long will it take for the delivery of a printer?

.....

5. When will Office World accept up to six payments?

.....



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WRITING (120-150 WORDS)

Read the advert below and write a letter of application. Remember to cover all the points in the advert.

Jobsnews, 5 January

Wanted: Market researcher

This could be the best job in the world! A travel holiday company needs researchers. We will pay you to visit resorts and hotels and to write reports about their products and services. If you think this is the job for you, write to us at the address below, telling us about:

- your education
- your work experience
- languages you have studied or can speak
- reasons why you would like to have this job.



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Listen and answer these questions.

1. When was it the last time Grant & Magda met each other?
2. One of them got promoted, which is his/her position now?
3. How is Magda's company doing?
4. How did Grant's company do last year?
5. Where is Grant working?
6. Grant was introduced to Doctor Sun, what do they have in common?
7. Grant offered him to buy some tickets for the.....
8. Grant makes a terrible mistake with Doctor Sun, what happened?
9. Where is Doctor Sun from?
10. When are Grant & Doctor Sun going to meet?



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