Negocios y trabajo – Test 1

Nombre: Clase: Fecha: Puntuación: / 30

Haz este examen en línea y comprueba tus respuestas al instante

Elige la mejor opción (A, B, C o D) en cada pregunta.

Parte 1: Significado y elección de palabras

Elige la palabra o la frase que mejor se ajuste al significado.

1. The company had to _____ 200 workers when the factory closed.
   A lay off **B** lay down **C** lay out **D** lay up

2. "Sofia was promoted last month." This means she...
   A got a lower salary
   B was given a more senior position
   C left the company voluntarily
   D started working part-time

3. Our sales figures have been disappointing, so the board has decided to cut the marketing _____.
   A salary **B** wage **C** budget **D** fee

4. Which word means "a person who is paid to give expert advice to a company"?
   A client **B** colleague **C** candidate **D** consultant

5. "I'm afraid Mr Patel is out of the office. Can I take a _____?"
   A message **B** note **C** call **D** letter

6. Which sentence is correct?
   A The company earned a big benefit last year.
   B The company made a large profit last year.
   C The company won a large profit last year.
   D The company gained a big benefit of money last year.

7. After ten years in sales, Daniela decided to _____ and work for herself.
   A retire **B** resign **C** dismiss **D** recruit

8. "Could you give me a rough estimate of the cost?" Choose the best response.
   A Yes, it's very rough, I'm afraid.
   B The cost is completely exact.
   C I estimate it was very much.
   D Around five thousand euros, but I'll confirm the exact figure by Friday.

Parte 2: Colocaciones

Elige la palabra que se combina de forma natural con las que rodean el hueco.

9. We need to _____ a deadline of 30 June for this report.
   A arrive **B** catch **C** meet **D** win

10. Before we sign the contract, I'd like to _____ a few changes to the terms.
    A do **B** make **C** take **D** give

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11. The two companies are hoping to _____ an agreement by the end of the week.
A reach **B** arrive **C** do **D** put

12. Lucia is going to _____ a presentation to the new clients tomorrow.
A say **B** tell **C** give **D** speak

13. The company has decided to _____ a new product line next spring.
A throw **B** launch **C** shoot **D** raise

14. Profits have _____ sharply this quarter, so we can afford to hire new staff.
A raised **B** grown up **C** risen **D** lifted

15. I'm sorry, but I have a very _____ schedule today. Could we meet tomorrow instead?
A narrow **B** thin **C** slim **D** tight

16. Our department has been asked to _____ costs by 10% next year.
A cut **B** fall **C** decline **D** sink

Parte 3: Familias de palabras

Elige la forma correcta de la palabra entre paréntesis para completar cada frase.

17. The new software has made our team much more _____. (PRODUCE)
A production **B** productivity **C** productive **D** producer

18. We received over 300 _____ for the marketing position. (APPLY)
A appliances **B** applications **C** applicators **D** applied

19. Many employees complained about the _____ of the new rules. (FAIR)
A unfair **B** fairly **C** unfairly **D** unfairness

20. The company's _____ to expand into Asia was a great success. (DECIDE)
A decision **B** decisive **C** decidedly **D** decided

21. Our _____ rose by 15% after the new website went live. (SELL)
A sellers **B** sales **C** selling **D** sold

22. She works as a financial _____ at a large bank. (ANALYSE)
A analysis **B** analytical **C** analyst **D** analyse

23. Over 500 people are _____ at the new plant. (EMPLOY)
A employment **B** employer **C** employee **D** employed

Parte 4: Vocabulario en contexto

Lee el texto y elige el significado que mejor corresponde a cada palabra o expresión tal y como se usa en el texto.

When Amara Osei started her catering business five years ago, she had just two employees and a rented kitchen. Today, her company provides lunches for more than forty offices across the city, and she has a staff of thirty-five.

'The first year was tough,' she admits. 'We barely broke even. I was working fourteen-hour days and doing everything myself, from cooking to keeping the accounts.' Things began to change when a large law firm signed a two-year contract with her. 'That deal gave us a steady income, so I could finally take on more staff and invest in better equipment.'

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Amara believes that her success depends on her team. She offers flexible working hours and pays above the industry average, which helps her keep good people. 'Staff turnover in catering is usually very high,' she explains. 'Replacing workers is expensive and time-consuming, so I'd rather look after the people I already have.'

However, growth has brought new challenges. Food prices have gone up, and Amara has had to negotiate with suppliers to keep her costs under control. She is also considering whether to expand into a second city. 'It's a big risk,' she says. 'I don't want to overstretch the business. But if we don't grow, our competitors will.'

For now, she is taking things one step at a time. Her advice to new entrepreneurs? 'Don't be afraid to ask for help, and never stop listening to your customers.'

24. "We barely broke even" (paragraph 2) means the business...
    A made a large loss
    B made almost no profit but did not lose money
    C nearly closed down
    D earned a lot of money quickly

25. "take on more staff" (paragraph 2) means...
    A train more workers
    B dismiss more workers
    C employ more workers
    D pay workers more

26. "a steady income" (paragraph 2) is...
    A a regular, reliable income
    B a large but unpredictable income
    C a small, temporary income
    D an income from investments

27. "Staff turnover" (paragraph 3) refers to...
    A the total amount of money staff earn
    B the number of hours staff work
    C the way new staff are trained
    D the rate at which employees leave and are replaced

28. "negotiate with suppliers" (paragraph 4) means...
    A complain to customers about prices
    B discuss terms with the companies that sell her ingredients
    C stop buying from other companies
    D advertise to new businesses

29. "overstretch the business" (paragraph 4) means...
    A make the business more popular
    B sell part of the business
    C make the business try to do more than it can manage
    D move the business to a bigger kitchen

30. "entrepreneurs" (paragraph 5) are...
    A people who start and run their own businesses
    B people who work in restaurants
    C people who lend money to companies
    D people who buy products online

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Soluciones – Negocios y trabajo – Test 1

1 A	2 B	3 C	4 D	5 A	6 B	7 B	8 D	9 C	10 B
11 A	12 C	13 B	14 C	15 D	16 A	17 C	18 B	19 D	20 A
21 B	22 C	23 D	24 B	25 C	26 A	27 D	28 B	29 C	30 A

Explicaciones

1. **A** – 'Lay off' significa despedir a trabajadores, normalmente porque no hay suficiente trabajo.
2. **B** – Ser 'promoted' significa ascender a un puesto superior o de más responsabilidad.
3. **C** – Un 'budget' es la cantidad de dinero prevista para un departamento o una actividad.
4. **D** – Un 'consultant' es un experto al que se paga por dar asesoramiento profesional.
5. **A** – 'Take a message' es la expresión habitual al teléfono cuando la persona buscada no está disponible.
6. **B** – Se dice 'make a profit'; 'benefit' significa ventaja, no dinero ganado.
7. **B** – 'Resign' es dejar un trabajo por voluntad propia; 'retire' significa jubilarse, dejar de trabajar por completo.
8. **D** – Un 'rough estimate' es una cifra aproximada, por eso la respuesta da una cantidad aproximada.
9. **C** – La colocación correcta es 'meet a deadline'.
10. **B** – Se dice 'make changes', no 'do changes'.
11. **A** – 'Reach an agreement' es la colocación natural.
12. **C** – Se dice 'give a presentation'; 'say', 'tell' y 'speak' no se combinan con esta palabra.
13. **B** – 'Launch a product' significa lanzar un producto al mercado.
14. **C** – 'Rise' es intransitivo (no lleva complemento directo), por eso 'profits have risen'; 'raise' necesita complemento directo.
15. **D** – Un 'tight schedule' es una agenda con muy poco tiempo libre.
16. **A** – 'Cut costs' es correcto; 'fall', 'decline' y 'sink' no pueden llevar complemento directo.
17. **C** – Después de 'more' se necesita un adjetivo, así que la respuesta correcta es 'productive'.
18. **B** – 'Applications' son solicitudes formales de empleo; 'appliances' son electrodomésticos o aparatos.
19. **D** – Después de 'the' se necesita un sustantivo y el contexto es negativo, así que 'unfairness'.
20. **A** – Después del posesivo 'company's' se necesita un sustantivo, así que 'decision'.
21. **B** – 'Sales' significa la cantidad de productos vendidos, que es lo que aumenta.
22. **C** – Se necesita el nombre de un puesto de trabajo, así que 'analyst'.
23. **D** – Después de 'are' se necesita un participio pasado en voz pasiva: 'are employed'.
24. **B** – 'Break even' significa que los ingresos igualan a los costes, es decir, no hay ni beneficios ni pérdidas.
25. **C** – 'Take on' staff significa contratar personal.
26. **A** – 'Steady' significa regular, que no cambia mucho.
27. **D** – El texto relaciona 'turnover' con la sustitución de trabajadores, lo que indica que se refiere a la rotación de personal: gente que se va y es reemplazada.
28. **B** – Los 'suppliers' son los proveedores que suministran productos, y 'negotiate' es negociar, es decir, hablar para llegar a un acuerdo.
29. **C** – 'Overstretch' es llevar algo más allá de sus límites, que es el riesgo de crecer demasiado deprisa.
30. **A** – Un 'entrepreneur' es alguien que crea y dirige un negocio, como Amara.

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Notas para el profesor: Utiliza este test al terminar una unidad de inglés de negocios o como prueba diagnóstica para alumnos de nivel B2. Se centra en errores habituales, como confundir 'profit' y 'benefit', 'rise' y 'raise' o las colocaciones con 'make' y 'do', además de los sufijos de sustantivos y adjetivos. Como actividad de seguimiento, pide a los alumnos que redacten un breve perfil de empresa empleando al menos diez palabras clave del test.

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