Concours Grande École de l'ISCAE (Institut supérieur de commerce et d'administration des entreprises), Maroc

Session 2022, filière ECT

Culture générale en langue anglaise

Ce que traite le sujet

- Reading comprehension (questions 1 à 22)
- Structure and grammar (questions 23 à 50)
- Vocabulary (questions 51 à 60)

Sujet reproduit sans retouche à partir de la page suivante.

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READING COMPREHENSION

I. Directions: Each of the following two passages will be accompanied by relevant questions (1-18). After reading each passage, answer the corresponding questions based ONLY on information given or implied in the text. Then, on your answer sheet, tick the letter of the answer you have chosen.

PASSAGE 1

In a disarmingly frank talk at the Indian Merchants Chamber in Mumbai, the Japanese Ambassador in India dwelt at length on issues that exercise the minds of Japanese investors when they consider investment proposals in India. Raising the question *"What comparative advantages does India offer as an investment market?"*, he said though labor in India is inexpensive, wage levels are offset by productivity level to a large extent.

Acknowledging that the vastness of the Indian market is a great **inducement** for investment in manufacturing industry, he wondered if it was **justifiable** to provide that overseas remittance of profit in foreign exchange be fully covered by exchange earnings as had been done. Significantly, on the eve of the Prime Minister's visit to Japan, the government delinked profits repatriation from exports, meeting this demand.

The Ambassador said foreign investors needed to be assured of the continuity and consistency of the liberalization policy and the fact that new measures had been put into force by means of administrative notifications without amending government laws acted as a damper.

The Ambassador pleaded for speedy formulation of the exit policy and pointed to the highly restrictive control by the government on disinvestment by foreign partners in joint ventures in India.

While it is all too easy to dismiss critical comment on conditions in India **contemptuously**, there can be little doubt that if foreign investment is to be wooed **assiduously**, we will have to meet exacting international standards and cater at least partially to what we may consider the idiosyncrasies of our foreign collaborators. The Japanese too have passed through a stage in the fifties when their products were derided as sub-standard and shoddy. That they have come out of that ordeal of fire to emerge as an economic superpower speaks as much of their doggedness to pursue goals against all odds as of their ability to improvise and adapt to internationally acceptable standards.

There is no gainsaying that the past record of Japanese investment is a poor benchmark for future expectations.

1. The author has appreciated the Japanese for their:

A. Perseverance in raising quality of products.
B. Future expectations.
C. Passing through an ordeal.
D. Quality of products manufactured in the fifties.

2. According to the Japanese Ambassador, which of the following motivates the foreign investors to invest in Indian manufacturing industry?

A. Assurance of continuity of the liberalization policy
B. High productivity levels
C. Overseas remittance of profit in foreign exchange
D. Very large scope of Indian market

3. The purpose of the author in writing this passage seems to be to:

A. Paint a rosy picture of India's trade and commerce.
B. Criticize government's liberalization policy.
C. Critically examine Indian investment environment.
D. Raise the expectations of foreign investors

4. Which of the following suggestions were expected by the Japanese Ambassador?

A. Speedy formulation of the exit policy
B. Imposing restrictions of disinvestment by foreign partners in joint ventures in India
C. Continuity and consistency of the liberalization policy
D. None of the above

5. According to the Japanese Ambassador, India offers a comparative advantage to foreign investors in terms of:

A. Higher productivity
B. Skilled workforce
C. Inexpensive labor
D. None of the above

6. For seeking more and more foreign investment, the author suggests that we should:

A. Link profit repatriations to exports.
B. Raise the quality of product to match international standards.
C. Dismiss all critical comments on Indian conditions.
D. Satisfy fully the whims of our foreign collaborators.

7. From the passage it can be inferred that the author is:

A. A Japanese investor.
B. An Indian investor.
C. A political commentator.
D. None of the above

8. The author attributes Japan's emergence as an economic superpower to:

A. Its ability to overcome any ordeal.
B. Their tenacity and perseverance despite unfavorable circumstances.
C. Their ability to improvise and adapt to globally acceptable quality levels.
D. None of the above

9. Which of the following statement(s) is/are true about the critical comments on investment conditions in India?

A. These comments are difficult to be countered.
B. These comments are received from various international quarters.
C. These comments are based more on biases than on facts.
D. All of the above

10. Choose the word which is most nearly the SAME in meaning to the word printed in capital as used in the passage. -ASSIDUOUSLY-

A. Feebly
B. Deliberately
C. Hastily
D. Persistently

11. Choose the word which is most OPPOSITE in meaning of the word printed in capital as used in the passage. -INDUCEMENT-

A. Breach
B. Temptation
C. Incentive
D. Impediment

12. Choose the word which is most OPPOSITE in meaning of the word printed in capital as used in the passage. -JUSTIFIABLE-

A. Irrevocable
B. Unscrupulous
C. Formidable
D. Indefensible

13. Choose the word which is most OPPOSITE in meaning of the word printed in capital as used in the passage. -CONTEMPTUOUSLY-

A. Respectfully
B. Methodically
C. Disdainful
D. Indecisively

PASSAGE 2

As technological change continues at an unprecedented rate, we frequently find ourselves adrift amidst resultant discontinuous change. There is often no time to plan for change. Rather, as Stephen Hawking states, "change is". As a result, twenty-first-century management cannot be guided by a set of concrete principles but must instead embrace new ways of being and thinking in order to keep pace with changing conditions and thrive amidst the unknown.

However, as we start to move away from old ways of thinking, some familiar ideas seem difficult to give up. One such concept is the rational view of causality in which the future is understood to be predetermined. Rationalism frames the organization as progressing toward goals preselected by the organization. (The rise and popularity of strategic planning in the twentieth century is a classic expression of rationalist thinking.) From a transformative point of view, on the other hand, the future is under perpetual construction. In other words, human interaction in the here and now, or the living present, perpetually modifies and shapes the future. Rather than thinking of causality in a traditional, rational way (moving toward a mature state or pre-selected goal), focusing on the living present allows us to conceptualize causality in a transformative way. In this alternative view, our movement toward the future is movement toward an unfinished whole rather than a finished state.

Another outmoded organizational lens is systems thinking. Whether systems are viewed as machines or living systems, systems thinking shows an undesirable objectifying bias because the observer of the system necessarily views herself as external to that system. Although the role of 'detached observer' is easy and comfortable for those accustomed to organizational leadership tools developed in the twentieth century, detached views of organizational life fail to address the crux of leadership today, as twenty-first-century organizational life is highly complex and relational.

14. The primary purpose of the passage is to:

A. Demonstrate what "change is".
B. Defend a particular definition of change.
C. Advocate a new way of viewing change.
D. Identify a set of concrete principles for managing change.

15. The author would likely agree with all of the following assertions EXCEPT:

A. It is appropriate to think of the future as something that is continuously being re-shaped by decisions made here and now.
B. The rationalist account of the concept of causality is fundamentally flawed.
C. Successful leadership today depends largely on creating a realistic plan to achieve a set of predetermined goals.
D. People today often experience change as a sudden disruption of familiar ways of thinking and behaving.

16. According to the passage, a detached observer of a twenty-first-century organization:

A. Is not aware of the importance of organizational change.
B. Is in the best position to offer unbiased advice to leaders of the organization.
C. Is not likely to achieve an adequate understanding of organizational leadership.
D. Is more likely to view the organization as a machine rather than as a living system.

17. The passage mentions strategic planning in order to:

A. Discuss a new understanding of this concept.
B. Give an example of a certain view of causation.
C. Show that transformative thinking is impossible without effective long-range planning.
D. Correct a deficiency in systems thinking.

18. Which of the following management practices best exemplifies the new ways of thinking as being mentioned in the passage?

A. Adopting a consistent, objective approach to performance management.
B. Having a clear vision of what the team needs to achieve.
C. Keeping the team focused on progressing toward fixed goals.
D. Encouraging two-way communication with team members even in times of turmoil.

II. Directions: For each of the following questions (19-22), analyze the argument or situation and pick the best possible answer choice (A),(B),(C) or (D). Then, on your answer sheet, tick the letter of the answer you have chosen.

19. Virtually all eligible voters who took part in a recent survey of political attitudes in Artesiana stated that because political candidates from the major parties are incompetent or corrupt (or both), it is a complete waste of time to vote in Artesianan elections. Yet nearly 80% of eligible voters chose to vote in the most recent Artesianan election. Which of the following, if true, most helps to explain the seeming paradox?

A. Eligible voters who chose to vote in the most recent election were compelled to vote for at least one candidate they knew to be incompetent or corrupt (or both).
B. Only eligible voters who did not choose to vote in the most recent election were included in the recent survey.
C. All eligible voters who took part in the recent survey gave truthful answers that accurately reflect their views concerning politics.
D. Candidates from some major political parties are competent but corrupt, whereas candidates from other parties are incompetent but honest.

20. The T. urticae mite is an agricultural pest that feeds on many crop plants, including tomatoes. Some tomato farmers manage this threat by introducing the G. occidentalis mite, a predator of T. urticae. Other tomato farmers spray their crops with miticide, killing all mites within the area that is sprayed. If the statements above are true, which of the following must be true?

A. Only if G. occidentalis has first been introduced into a tomato field will spraying with miticide eliminate all T. urticae from the field.
B. The introduction of G. occidentalis and spraying with miticide are the only two known methods for controlling an outbreak of T. urticae on a tomato farm.
C. If live N. californicus mites are found in a field that has been sprayed with miticide, these mites entered the field sometime after the field was sprayed.
D. Some tomato farmers have tried both introduction of G. occidentalis and spraying with miticide as ways of managing the threat posed by T. urticae.

21. The small but affluent nation of New Malusidia (NM) faces a serious shortage of manpower in the private sector. As a result, about 30% of the workforce in NM is comprised of foreign workers holding work permits. Some of the foreign workers are skilled; others are unskilled. To alleviate the labor shortage, the government of NM plans to offer permanent residence status to any skilled work permit holder who has resided in the country for longer than two years. To determine whether the plan is likely to achieve its goal, it would be most useful to know which of the following?

A. Whether the non-working dependents of unskilled work permit holders are permitted to reside in NM during the work permit holder's term of employment.
B. Whether NM requires that permanent residents who intend to apply for citizenship in NM renounce allegiance to any other country in which they hold citizenship.
C. Whether the government of NM plans to introduce a new migration scheme allowing skilled foreigners who have never worked in NM to apply for permanent residence.
D. Whether the average duration of gainful employment in NM is greater among foreigners who are permanent residents than it is among foreigners who hold skilled work permits.

22. A parole program offers prisoners a chance to be released from prison early subject to various conditions. A violence risk assessment conducted by a qualified psychologist is an essential step in an effective parole screening process because such an assessment will prevent prisoners who are unsuitable for early release from being considered for parole. The conclusion above depends upon which of the following assumptions?

A. The parole board is not legally obligated to accept the recommendations of the violence risk assessment report prepared by a qualified psychologist.
B. A parole screening process will surely be effective if it includes a violence risk assessment conducted by a qualified psychologist.
C. A prisoner who is not assessed to pose a high risk of re-offending should be released from prison without conditions.
D. Psychologists conducting violence risk assessments are able to identify those prisoners who are unsuitable for early release.

STRUCTURE AND GRAMMAR

I. Directions: Questions (23-35) are sentences that may be incorrect. Beneath each sentence you will see four phrases marked (A), (B), (C), (D). Choose the one correct phrase. Then, on your answer sheet, tick the letter of the answer you have chosen.

23. *'She is senior than me'*
A. She is senior than me
B. She is senior to me
C. She is senior then me
D. None of the above

24. *'This is preferable than that'*
A. This is preferable than that.
B. This is preferable then that.
C. This is preferable to that.
D. None of the above

25. ***'My sister is elder than me'***
A. My sister is elder than me.
B. My sister is elder to me.
C. My sister is elder then me.
D. None of the above

26. ***'I prefer tea than coffee'***
A. I prefer tea than coffee.
B. I prefer tea to coffee.
C. I prefer tea then coffee.
D. None of the above

27. ***'John is elder than Kelly'***
A. John is elder than Kelly.
B. John is elder to Kelly.
C. John is older than Kelly.
D. None of the above

28. ***'Veronica's older brother is in Tokyo'***
A. Veronica's older brother is in Tokyo.
B. Veronica's elder brother is in Tokyo.
C. A and B
D. None of the above

29. ***'Jad is more taller than his brother'***
A. Jad is more taller than his brother.
B. Jad is taller than his brother.
C. A and B
D. None of the above

30. ***'She is more younger than I'***
A. She is more younger than I.
B. She is younger than I.
C. A and B
D. None of the above

31. ***'You know her more better than him'***
A. You know her better than him.
B. You know her more better than him.
C. A and B
D. None of the above

32. ***'Ramses is more cleverer than Ranya'***
A. Ramses is more cleverer than Ranya.
B. Ramses is cleverer than Ranya.
C. A and B
D. None of the above

33. ***' Health is more preferable to wealth'***
A. Health is preferable to wealth.
B. Health is more preferable to wealth.
C. A and B
D. None of the above

34. ***' Mount Everest is the most highest peak in the world'***
A. M.E. is the most highest peak in the world
B. M.E. is the highest peak in the world.
C. A and B
D. None of the above

35. ***'She is both kind, generous and wise'***
A. She is both kind, generous and wise.
B. She is kind, generous and wise.
C. A and B
D. None of the above

II. **Directions: Choose the one best answer (A), (B), (C), (D) in the sentences below that best fills the gap (36-50). Then, on your answer sheet, tick the letter of the answer you have chosen.**

36. Tourists -------- when large numbers of middle-class people -------- to join the more wealthy aristocratic travellers.

A. have originated / had begun
B. had originated / began
C. could have originated / have begun
D. originated / began

37. The wounded hunter -------- on the ground for almost an hour when, coincidentally, he -------- by another hunter, who must have keen eyes.

A. has been lying / is spotting
B. has lain / will be spotted
C. will have lain / had been spotted
D. had been lying / was spotted

38. As the tree was too high to climb, the mischievous boys ---------- their ball down only by throwing sticks at it.

A. would have knocked
B. were able to knock
C. will have to knock
D. may have knocked

39. Certain serious diseases can be successfully treated -------- detected in an initial stage.

A. unless
B. if
C. in case
D. before

40. ---------- you have made minimal progress, it is by no means the kind of progress that you need to make.

A. Despite
B. While
C. On behalf of
D. When

41. Soils are the result of -------- interacting processes -------- bring different materials together.

A. some / that
B. a few / by which
C. most of / which
D. a good deal of / in which

42. I'm ready to do ---------- I can do to help you -------- your hardship.

A. what / to be overcoming
B. anything / overcome
C. whatever / overcoming
D. that / to have overcome

43. She keeps saying that she has got -------- patience with kids but forgets that she didn't have -------- before she gave birth to her own kids.

A. such / none
B. enough / as much
C. more / neither
D. too many / any

44. If I -------- the choice of making either an oral or a written report, I -------- the second alternative.

A. would have given / had picked
B. had been given / might pick
C. have been giving / will pick
D. were given / would pick

45. A combination of imagination and determination -------- Peter -------- entirely new lines of research concerned with the way animals survive extreme environmental conditions.

A. were allowed / to have developed
B. allowed / to develop
C. have allowed / being developed
D. allow / developing

46. The scientist who -------- Dolly the sheep, the world's first cloned mammal, -------- a licence on Tuesday to clone human embryos for medical research.

A. created / was granted
B. has created / has been granted
C. had created / granted
D. Whenever / what

47. The results of last weekend's poll have ------- to be announced and officials say it could be -------- week before they are.

A. already / every other
B. still / each
C. yet / another
D. so far / every

48. She failed to get anyone to repair the taps for her at the weekend, -------- could she do it on her own.

A. as
B. though
C. only if
D. nor

49. The neutral mutation rate is known -------- widely along human chromosomes, -------- to mutational hot and cold regions.

A. to be varying / to lead
B. to have varied / being led
C. to vary / leading
D. having varied / having led

50. You would not expect anyone -------- intelligent to make ------ stupid mistake, but he did so.

A. as / such
B. so / that
C. more / than
D. too / such

VOCABULARY

Directions: Beneath each sentence (from 51 to 60) you will see four phrases marked (A), (B), (C), (D). Choose the one correct phrase. Then, on your answer sheet, tick the letter of the answer you have chosen.

51. You are in a business meeting negotiating a new contract with an important client. After hearing your price, they say *'That's a deal breaker for us'*. What do they mean?

A. They need time to think about your offer
B. They can't accept your price.
C. It's time to take a break from the meeting.
D. That's a great deal!

52. You have asked for a discount from the company which provides your office with IT support. They reply to your email saying, *'We can't budge'*. What do they mean?

A. We don't want your business anymore.
B. We don't want to say no to your request.
C. We can't give you a discount.
D. We think your request was impolite.

53. Your boss tells you to *'go the extra mile'* for a special client. What do they mean?

A. You should make arrangements to meet them face-to-face, not over Skype.
B. You should give them more than they expected.
C. It's an international customer which means you have to travel by air to meet them
D. You must use Imperial measurements (i.e., miles, yards) not metric ones (i.e. kilograms, kilometers) with this client.

54. In a business meeting, your new idea for a great product was *'shot down'*. What happened?

A. It was accepted by the boss.
B. You should get a shot (i.e., a chance) to prove it will be successful.
C. It was written down for later consideration.
D. It was rejected.

55. Fighting an *'uphill battle'* means:

A. Giving up
B. Winning
C. Doing something that is difficult to achieve.
D. Fighting dirty.

56. To *'learn the ropes'* means:

A. To learn about how the rope industry works.
B. To learn about how to tie up a meeting.
C. To relearn something in a more effective way.
D. To learn how to do a new job.

57. You overhear your manager talking about a colleague, saying, *'that's the last straw'*. How is your manager feeling?

A. Angry and ready to fire your colleague.
B. Tired that your colleague has used all the drinking straws in the office kitchen.
C. Happy that your colleague's last project was a great success.
D. Happy that your colleague has successfully negotiated a great contract on supplying straws

58. Your co-worker says, *'It was a tough break when Ben quit'* What does she mean?

A. He was a good salesperson, but he took too many work breaks.
B. It was tough being on a break with Ben as he didn't communicate much.
C. It was unfortunate that Ben quit as the company needs him.
D. It was good that Ben quit because now she has a chance to be the top salesperson.

59. *'Let's go back to the drawing board'* means:

A. We should use more drawings and images in our presentations.
B. We need to make a new plan to solve our problem as the current plan has failed.
C. We don't need to use text, only images.
D. Let's take a break.

60. To do something *'by the book'* means:

A. To read about how to do something before we try doing it ourselves.
B. To get an alternative opinion on a business idea from an author of a business book.
C. To follow the rules 100% of the time.
D. To set up a new way of doing the company accounts.

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