## ABSCHLUSSPRÜFUNGEN 2019 KAUFFRAU UND KAUFMANN

NACH BIVO 2012



# **ENGLISCH**

SERIE

LESEVERSTEHEN

## LÖSUNGEN

KANDIDATIN KANDIDAT	Nummer der Kandidatin / des Kandidaten				
	Name				
	Vorname				
	Datum der Prüfung				
BEWERTUNG	Fachbereiche	Erreichte Punkte	/ Maximum		
	Task A		/ 12		
	Task B		/ 8		
	Task C		/ 5		
	Total		/ 25		

EXPERTEN

I

Erlaubte Hilfsmittel: Wörterbuch in Papierform Prüfungsdauer: © 30 Minuten

Diese Prüfungsaufgabe darf 2019 nicht im Unterricht verwendet werden. Der Kaufmännische Verband hat im Auftrag der Schweizerischen Konferenz der kaufmännischen Ausbildungs- und Prüfungsbranchen (SKKAB) das uneingeschränkte Recht, diese Aufgabe für Prüfungs- und Übungszwecke zu verwenden. Eine kommerzielle Verwendung bedarf der Bewilligung des Schweizerischen Dienstleistungszentrums Berufsbildung, Berufs-, Studien- und Laufbahnberatung (SDBB). Inhaber des Urheberrechts sind die Kantone. ©

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# A (12 POINTS)

2

Read the following text and the instructions on the opposite page.

# "Poshness tests" block working-class applicants at top companies



Unofficial "poshness tests" at top British companies are preventing talented working-class applicants from career opportunities and bringing back social division, according to a government study.

The research by the social mobility and child poverty commission found that old-fashioned snobbery about accents and behaviour was being used by top companies to filter out working-class candidates and favour the privileged.

The commission examined the recruitment processes at 13 top law, accountancy and financial companies which between them appoint 45,000 of the best jobs in the country. It found that 70% of jobs offered by those firms in 2016 went to applicants from private or selective schools, even though such schools only educate around 11% of the population.

The study showed that as university education has become available to a larger percentage of the population, employers have turned their attention to other characteristics "such as personal style, accent and behaviour, adaptability, team working". These "soft skills" were repeatedly found to be used as replacements for "talent".

Some successful applicants said they had to hide their working-class backgrounds to get on. "When I go home, I can go back to, if you like, my old slight working-class accent. But when I'm in a business environment, I pretend I'm posher than I am," one said.

One employer suggested firms were unwilling to work their way through applications from those of working-class backgrounds. "Is there a diamond in the rough out there?" the unnamed recruiter told researchers. "Statistically it's highly probable but the question is how much mud do I have to go through to find that diamond?"

Alan Milburn, the former Labour cabinet minister who chairs the commission, said: "This research shows that young people with working-class backgrounds are being systematically kept away from top jobs".

He added: "Unfortunately, that ends up excluding youngsters who have the right sort of grades and abilities but whose parents do not have the right sort of bank balances."

Some of the firms studied had introduced "CV-blind" selection techniques to hide an applicant's educational background in an effort to increase social mobility. But it found that this sometimes had the unwanted consequences of encouraging interviewers to focus on speech and accent rather than skills and talent.

Louise Ashley of Royal Holloway, University of London, who led the research, urged firms to recruit from a wider range of applicants. She said top firms should question current definitions of talent, including how potential is identified and assessed, to ensure that disadvantaged students are not ruled out for reasons of background.

### (2 points for each correct answer)

### Tick the best answer – A, B or C.

1.	<ul> <li>Top British companies</li> <li>A</li></ul>	2
2.	<ul> <li>According to the text, top British companies</li> <li>A □ offer more than <sup>2</sup>/<sub>3</sub> of the jobs available.</li> <li>B □ employ over 10% of the British population.</li> <li>C ⊠ favour applicants with a certain type of education.</li> </ul>	2
3.	<ul> <li>The study found that</li> <li>A □ fewer people get a university education these days.</li> <li>B ≥ companies select their employees differently now.</li> <li>C □ talent has become more important.</li> </ul>	2
4.	<ul> <li>One employer</li> <li>A □ does not expect to find good candidates from working-class backgrounds.</li> <li>B □ spends a lot of time looking for jewels.</li> <li>C ≥ is worried about wasting his time.</li> </ul>	2
5.	<ul> <li>Some companies use a "CV-blind" technique to</li> <li>A is avoid unfair treatment of applicants.</li> <li>B is check how mobile the applicants are.</li> <li>C is change the applicants' focus during interviews.</li> </ul>	2
6.	<ul> <li>Louise Ashley wants top companies to</li> <li>A □ recruit more people.</li> <li>B ⊠ rethink their recruitment techniques.</li> <li>C □ give priority to students with a working-class background.</li> </ul>	2

3

#### B (8 POINTS) (1 point for each correct answer)

Read the article below. Choose the best expression (A, B or C) to fill each gap. For each answer, put the correct letter on the line on the right.

## Tesco drops "best before" on fruit

In an effort to cut food waste, Tesco became the first big supermarket to remove the "best before" date on most of its fruit and vegetable packets, **1** apples, potatoes, tomatoes, lemons, and onions. In total, almost 70 fresh product lines no 2 show a date.

Research suggests that more than 200,000 tonnes of food is thrown away every year because people mistakenly 3 that they cannot eat it after its "best before" date. Unlike "use by" dates, which are provided for safety reasons on products such as meat and fish, "best before" dates are an indicator of quality and tend to be set cautiously, meaning that there is often 4 quality loss for weeks or even months after the date shown.

According to Wrap, the anti-waste charity, each year the average family throws away food **5** more than £700, including almost 200 million bananas. Food waste is considered worse for the environment (3) packaging waste because it releases methane when it decomposes, a gas far more likely to cause global warming than carbon dioxide.

Mark Little, Tesco's head of food waste reduction, said: "We know 🕐 customers may be confused by the difference between 'best before' and 'use by' dates on food and this can lead to perfectly edible items being thrown away (3) they need to be discarded. We have made this change to fruit and vegetable packaging as they are among the most wasted foods."

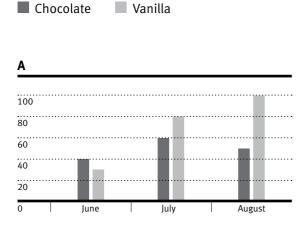
Tesco's move is significant because it is Britain's biggest supermarket, selling an estimated 10 billion potatoes every year. Adapted from "The Times", Tuesday May 22, 2018

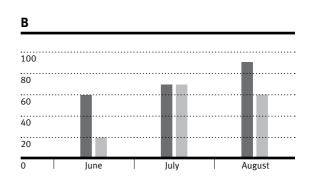
				•	
0	A include	<b>B</b> included	<b>C</b> including	C	1
2	A longer	<b>B</b> less	C way	Α	1
3	A belief	<b>B</b> believe	C believes	В	1
4	A few	<b>B</b> little	<b>C</b> small	В	1
6	A costs	<b>B</b> valuable	C worth	<b>C</b>	1
6	A of	<b>B</b> than	C as	В	1
0	A any	<b>B</b> few	C some	<u> </u>	1
8	A before	<b>B</b> when	C after	<b>A</b>	1

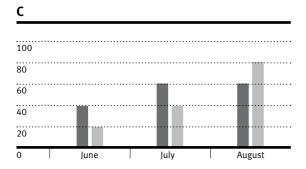
#### Put your letter here 🔸

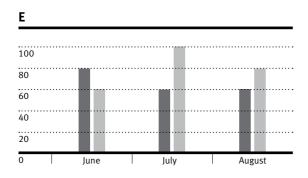
#### C (5 POINTS) (1 point for each correct answer)

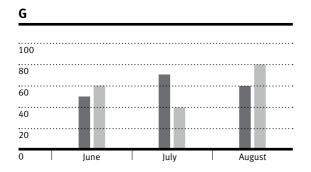
Look at the charts below. They show an ice-cream manufacturer's sales of its top selling flavours chocolate and vanilla in eight different outlets over a three-month period.

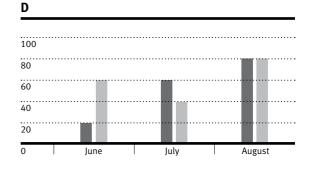


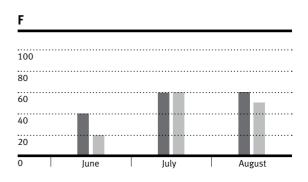




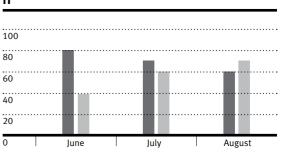








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### Which outlet does each statement (1-5) below describe? Match them with the correct graph (A-H). Do not use any letter more than once.

		Put the letter here 🛛 🕈
1	After an initial rise the sales of chocolate ice-cream remained steady.	
	However, those of vanilla kept rising.	<u>с</u>
2	While sales of chocolate ice-cream improved in July and August, those of vanilla dropped in July.	
		D
3	After a rise in sales of both chocolate and vanilla ice-cream in the second month, chocolate remained steady, but vanilla decreased	
	in the following month.	<b>F</b>
4	Here vanilla ice-cream sold best in July whereas chocolate remained steady after an initial drop.	
		E
5	In this outlet sales of chocolate ice-cream kept rising, while most vanilla was sold in July.	
		В