



## SESSION 2013

# ÉPREUVE D'ANGLAIS

Lisez attentivement les instructions suivantes avant de vous mettre au travail :

Cette épreuve est composée de deux parties :

- Partie 1 : grammaire et de vocabulaire (50 questions)
- Partie 2 : 2 textes de compréhension (20 questions)

Chaque question comporte quatre items, notés A. B. C. D.. Pour chaque item, vous devez signaler s'il est vrai en l'indiquant sur la grille de réponses en marquant la case sous la lettre V ; ou faux en l'indiquant sur la grille de réponses en marquant la case sous la lettre F.

Exemples :

3	A	<input checked="" type="radio"/>	V	<input type="radio"/>	F		
	B	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>	F	
	C	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>	F
	D	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	F

4	A	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>	F	
	B	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	F	
	C	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	F
	D	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

5	A	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>	F	
	B	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>	F	
	C	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>	F
	D	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>

6	A	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>	F	
	B	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	F	
	C	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>	F	
	D	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	V	<input type="radio"/>

Règle d'attribution des points :

Vous disposez d'un capital de points initial. Chaque erreur entraîne une pénalité (P) qui entame votre capital. Une absence de réponse entraîne une pénalité (p) qui entame aussi votre capital (p est inférieur à P). Enfin, un bonus est attribué si vous répondez correctement aux quatre items d'une même question.

Vous vous servirez de la feuille jointe pour indiquer vos réponses en noircissant les cases situées à côté des lettres correspondantes.

Nombre de pages de l'épreuve :	10 pages
Durée de l'épreuve :	1 h 30
Coefficient de l'épreuve :	ESDES → 3 ESSCA → 3 IÉSEG → 3

## PART I : GRAMMAR AND VOCABULARY

- 1)
  - A. There has been much debate about second-language acquisition
  - B. I will not have the capacity to join you this evening
  - C. Everything will be dealt with as quickly as possible
  - D. If you were in trouble I would give you all the help you will need
  
- 2)
  - A. The computer is broken and needs fixing
  - B. This time next week I will be lying on a beach in Spain
  - C. That must not be John in the car, he is in Paris for the week!
  - D. When I lived in London, I used to going to the theater once a month
  
- 3)
  - A. Organizing a conference would be an excellent idea
  - B. If I had had a better network, I would have started my own business
  - C. I benefited a lot to go to summer school in England
  - D. No sooner had I told the truth that I wished I had not
  
- 4)
  - A. They anticipated to hire more staff this year
  - B. We are allowed to choose as many courses as we want
  - C. I have borrowed a friend of mine bike to go to school
  - D. This report urges pharmaceutical companies to withdraw this product
  
- 5)
  - A. As soon as I started watching this film I realized I saw it already
  - B. The recording industry has launched a new wave of legal action
  - C. Are you considering to buy a new car for your daughter?
  - D. I enjoy to read this newspaper every morning
  
- 6)
  - A. I propose to you to discuss this issue further later in the week
  - B. Our house will be sold by the end of the year
  - C. This is an opportunity you should not miss
  - D. I need to go back home to pick up my affairs
  
- 7)
  - A. It is nearly midnight, it is high time we leave
  - B. This is the best action movie I have ever seen
  - C. Yesterday I have booked a table at your favourite Thai restaurant
  - D. We can put back the meeting to tomorrow if this is more convenient
  
- 8)
  - A. Not longer do we expect politicians to tell us the truth
  - B. Have you your house repainted every five years
  - C. I am afraid the report will not be ready at time
  - D. We have been working in this firm for ten years now
  
- 9)
  - A. She is specialised in Human Resources Management
  - B. You need to work hardly if you want to succeed
  - C. I would like to congratulate you for your latest achievement
  - D. You can't withdraw cash over the counter
  
- 10)
  - A. By the time we turned up, the band had stopped playing
  - B. Do you remember your pin code?
  - C. She managed to catch the first flight to Miami
  - D. His father told him to not forget to lock the house

- 11) A. These exercises are meant to be done online  
B. They are looking for a new strategy to target a new market segment  
C. Whenever late it is you can call me  
D. France has one of the highest birth rates in Europe
- 12) A. A customer is a person who buys good or services  
B. The iron I bought was faulty so I was given a replacement  
C. I find strange that Mary has not come to school today  
D. Tablets are easy to use and really trendy
- 13) A. This leaflet provides you with all the necessary information  
B. He introduced me at his parents yesterday evening  
C. If it had been sunny we would have gone for a walk  
D. She is a creative thinking expert who advocates new techniques
- 14) A. You need to fill an application form to get a scholarship  
B. This is the worse documentary made on wild life  
C. I wish I know her phone number to invite her to the party  
D. The trade Unions suggested that further concessions are needed
- 15) A. It is a priority to update our intranet  
B. I am going to do an internship when I will leave school  
C. I tried to get tickets for that game for two months now  
D. This book is not on the compulsory list so we must not read it
- 16) A. Tomorrow evening we are watching the match at Peter's  
B. I had known him for five years when we got married  
C. Travelling has recently become cheaper and more comfortable  
D. I am sorry I could not attend the meeting yesterday
- 17) A. Try to get information about their purchasing habits!  
B. How much do I own you for lunch  
C. Investors believe they have found a money tree  
D. Internet was hailed as revolutionary in the 1990s
- 18) A. This plan of the building is useful for new employees  
B. They are planning to spend 3 millions on research  
C. In the past I would always stay at the Hilton during my business trips  
D. I do not believe that new technologies are so harmful to teenagers
- 19) A. Nobody never made money out of virtual profits  
B. This product is not viable and we are unable to market it directly  
C. It is a very long journey to go to Sydney  
D. He must be exhausted after such a long flight
- 20) A. This phone application enables me to compare prices  
B. You should take some cash with you although you cannot pay by credit card  
C. She was asked to give a presentation for the new board of directors  
D. He shall decide whether he is coming to ski with us

- 21) A. Cars tend to lose their value over time  
B. We are allowed to give larger discounts for bulk orders  
C. This is a good chain of five-stars hotels  
D. Salesmen are formed on site
- 22) A. In this company, attention is given to innovative ideas  
B. They have put forward some suggestions to improve efficiency  
C. I seldom go to this bakery as I love the bread they make  
D. An in-depth analysis is required to identify our weaknesses
- 23) A. Nowadays personal characteristics such as assertiveness are valued  
B. Support from your relatives is really priceless  
C. A fierce debate is raging as to who is the best manager  
D. Nowadays driving lessons are really expensive
- 24) A. This strategy keeps them ahead of their competitors  
B. Not only there has been a decline in the figures, but a further fall is predicted  
C. They are carrying in a new survey  
D. This is not a genuine Renoir, it is a forgery
- 25) A. The interest in collaborative negotiation is growing evidently  
B. These persons were accused of illegal downloading  
C. Governments are reluctant to regulate business to business transactions  
D. Small companies suffer from not having enough cash flow
- 26) A. Corporate taxes need to be deducted from gross benefits  
B. The dramatic rise in unemployment will be tackled next year  
C. Venture capitalists often invest in start-ups  
D. He did not mind being the youngest executive
- 27) A. Shareholders receive a dividend each year  
B. The dollar took a nosedive yesterday  
C. He needs to get a better wage to be able to pay back his mortgage  
D. The former CEO had dismissed in 2009
- 28) A. I have an appointment with my banker to ask for a loan  
B. Cosmetic sales are growing readily  
C. The company is planning a hostile takeover  
D. He borrowed a laptop at his colleague and failed to return it
- 29) A. 10% of the workforce has been made redundant  
B. Do not worry, everything will work out fine  
C. Recruiters often try to test candidates' proper control  
D. He is said to be a great analyst
- 30) A. Do not forget bringing your laptop to the meeting  
B. Come by my office later today  
C. Make sure you check for any language mistake in your essay  
D. You have to stop to smoke, it is unhealthy

- 31) A. I do not live with my sister any longer  
 B. I need to contract a new insurance policy  
 C. Students will pass their exam next Monday at 9am  
 D. You can ask for a quote directly online
- 32) A. I will ask for an invitation by my own  
 B. I am used to meet multicultural students  
 C. We rather stay home and relax today  
 D. I did not help myself laughing when I feel stressed
- 33) A. I expect she will be the heiress  
 B. People often wonders at my enthusiasm  
 C. I have never met her in-laws  
 D. Have you got any bread left?
- 34) A. Fewer and fewer people write informal letters  
 B. I see these ads everywhere I go  
 C. Do you need a lift back home?  
 D. It is twice as expensive as the one I bought online
- 35) A. I cannot stand her lack of enthusiasm  
 B. There was anything else to add  
 C. The twins never stop quarrelling  
 D. How high is this skyscraper?
- 36) A. This decision will always remain theirs  
 B. It will only be a ten minutes' walk  
 C. He stayed in his room for the three next days  
 D. She was wearing a black big hat
- 37) A. It's already midnight, it is high time we leave  
 B. You need to make a down payment of 1000 Euros  
 C. I am not agree with you on this issue  
 D. Are Bill and Peter still on good terms?
- 38) A. Could you give us a lift back home?  
 B. Never had I seen such a remarkable performance  
 C. Were it not for the conjugations, he would enjoy learning French  
 D. Little does he know what is going to happen
- 39) A. What offence did they charge them with?  
 B. What shall I bake the cake in?  
 C. They were playing cards when they started quarrelling  
 D. She would never tell us about her plans
- 40) A. The president is to make an important speech tonight  
 B. She is dreaming to spend a year in Canada  
 C. When we got to the platform the train was about to leave  
 D. The ceremony will be over soon

- 41) A. He used to be very strict but he no longer is  
B. The problem is that you keep changing your plans  
C. I wish it were not so late  
D. It's incredible that they act so mean
- 42) A. He avoided skidding by refraining from stepping on the brakes too suddenly  
B. Tea is not drunk out of a glass  
C. Our living room is far too small  
D. Do you mind her not to wait for you?
- 43) A. Your car badly wants cleaning  
B. They flew to Ajaccio and drove in the island  
C. We talked them out of camping in that region  
D. They have threatened him into telling them where the money was
- 44) A. He tried to push the door open, then realized he had to pull it  
B. I run twice as fast as he does  
C. It was careless of her to leave her belongings unattended  
D. I'm afraid we will have to put up with each other
- 45) A. It was stupid of them to venture onto that frozen lake  
B. There are bound to be at least three candidates  
C. He is likely the best chess player in his school  
D. They said they had nothing to declare so as not to pay customised duties
- 46) A. However credulous they are, they will never believe this story  
B. No matter how tired we are, it would be unwise to stop now  
C. He did a fairly good translation in spite of his poor language knowledges  
D. I think they had better minded their own business
- 47) A. I take it that you are pleased with this new promotion  
B. You may go out tonight provided you do not come back too late  
C. You needn't have bought this book, I could have borrowed it to you  
D. We should not take it for granted that they help us
- 48) A. He turned his news corporation into a global media giant  
B. Another way of preventing from pollution in big cities is to stop cars from getting in  
C. The vast majority of information on the internet is free of charge  
D. In many countries genuine equality is far from being achieved
- 49) A. I am positive they will approve this proposal  
B. Supposing you had more time, would you come along?  
C. Travels broaden the mind and allow contact with different cultures  
D. The journalist asked the Prime Minister whether he felt a heavy burden of responsibility
- 50) A. Unfortunately, lots of school leavers are kicked by unemployment  
B. I was upset when I realised she had always lied to us  
C. Our lawyer is doing some paperwork for our behalf  
D. Producers are most worried about online piracy

## PART II : READING COMPREHENSION

### TEXTE 1

Like every great metropolis, New York is too vast for anyone to claim it all as home. We define our perimeters in concentric circles, we patrol our turf, decide that this dry cleaner is ours and that one is not, follow the same immemorial cow path through the city's endless array of routes because it means passing better shops or getting a glimpse of some especially whimsical gargoyle.

Neighborhoods are like geologic formations, carved out by a million insignificant decisions, a million vague sensations that *I'm comfortable here*. They are constantly in flux, shaped by currents of migration, prosperity, and decline, by a developer's ambition, and by the random flutterings of fashion. That's true now, as areas that were once grim and bedraggled get refurbished. It was true a century ago, when the subway bound the farthest reaches of Brooklyn to Manhattan's breast. And it was true when the city was hardly more than a rustic Dutch hamlet.

A 1660 map that details the location and function of every one of New Amsterdam's 370 buildings makes it clear that neighborhood dynamics were in play even then. A stretch of waterfront nearest the town's sole pier functioned as the epicenter of urban activity. Governors, slaves, and smugglers landed across the street from where a doctor, Hans Kierstede, lived at one end of a row of warehouses. Within a few years, the city had already developed some of the maladies that still pit neighbors against each other: slums, ethnic conflict, and nimbysism.

Every neighborhood seems permanent for a while, because each patch of the city fuses with someone's experience. To watch local stores opening or closing, and a new generation's packing boxes piled on your block, is to see yourself mature. The history of New York is the story of old neighborhoods getting plowed under or transformed, of landfill pulling the shoreline out and towers pushing back the sky.

Change does not always tend in one direction. Whether a neighborhood is losing its character or finding it again depends on the reach of one's recollection. The last twenty years have produced an epochal reversal in the pattern of neighborhood change. For 400 years, New Yorkers have gone in search of a better address by moving farther and farther uptown, westward, and out from lower Manhattan. Misery lagged behind. A century or so later, immigrants followed a widening gyre from the Lower East Side to Brooklyn and the Bronx, then on to the suburbs of Long Island and New Jersey. Today, their great-grandchildren are returning to the source. The Lower East Side is no longer a memory, but a destination.

By Justin Davidson : Apr 11, 2010

- 51) A. New Yorkers are loyal to their local shops  
 B. They generally choose a particular street to establish a parameter  
 C. They share the feeling that they belong to each single part of the city  
 D. They like to explore different possible routes within the city
- 52) A. There are observable patterns in how people choose a place to live  
 B. New Yorkers carefully study each area before deciding where to live  
 C. Neighbourhoods are progressively shaped by its waves of inhabitants  
 D. Nothing has a real impact on the city itself
- 53) A. Different areas of New York are hit by the economic crisis  
 B. Real estate promoters are also responsible for the city development  
 C. Some areas of New York change along the rhythm of the different trends  
 D. Some areas of New York can suddenly become very popular
- 54) A. The different islands have always been connected to one another  
 B. The creation and evolution of different neighbourhoods are recent phenomena  
 C. Each area used to organize itself around a commercial centre  
 D. Areas were characterized by neighbours from the same professional backgrounds
- 55) A. It was not uncommon to see politicians living next to law-breaking merchants  
 B. It was unlikely to see people from different ethnical backgrounds in the same neighbourhood  
 C. The first small city centre was already subdivided  
 D. It took a very long time for the city to suffer from its first internal conflicts
- 56) A. There were only good standard housing facilities  
 B. There was a great solidarity between the different ethnic groups  
 C. Neighbours were really supportive of one another  
 D. In a lifetime, New Yorkers can observe the evolution of their neighbourhood
- 57) A. The evolution of the city is slow enough for people to get used to each transformation  
 B. The architecture of a neighbourhood may radically change  
 C. Neighbourhoods always keep their initial size  
 D. One noticeable transformation is the building of skyscrapers
- 58) A. Some areas have totally faded away  
 B. Once an area loses its charisma, it never wins its popularity back  
 C. People may not all agree when rating the different areas  
 D. From its creation, the city has always observed the same pattern of change
- 59) A. New Yorkers are only attracted by uptown Manhattan  
 B. New Yorkers always sought to live as far from downtown as possible  
 C. Immigrants avoided the south of Manhattan on their arrival  
 D. For a long time, uptown seemed more promising than downtown
- 60) A. Nowadays, New Yorkers enjoy going to downtown Manhattan  
 B. Going to downtown Manhattan is a form of bonding with history  
 C. New York is a city very easy to identify with  
 D. This city is no longer changing



## TEXTE 2

The cyber-gurus argued that “social technologies” that allow people to broadcast their ideas (eg, Twitter), or form connections (eg, LinkedIn), are some of the most powerful ever devised. They can be supersized quickly, linked together easily and spread by customers. And they can be accessed from almost anywhere. Two billion people are already online. E-commerce sales are \$8 trillion a year. So, the argument goes, this more “social” element to the internet is the next great revolution. Over-caffeinated cyber-champions talk of “empowerment” and “transparency”. But is all this as wonderful as it sounds?

The great virtue of social technologies, say their boosters, is that they break down the barriers between companies and their customers. They allow firms to gather a lot of information: big companies now obsessively monitor social media to find out what their customers really think about them. Social media also allow companies to respond to complaints more quickly: firms as different as Chrysler and Best Buy employ “Twitter teams” to reply to tweets.

More information ought to be useful, but only if companies can interpret it. And workers are already overloaded: 62% of them say that the quality of what they do is hampered because they cannot make sense of the data they already have, according to Capgemini, a consultancy. This will only get worse: the data deluge is expected to grow more than 40 times by 2020.

Responding quickly to bitter tweets sounds like a smart way to calm down angry customers. But there is a risk that companies will concentrate on a handful of activists (who tweet a lot), while neglecting average customers (who don't). They may also ignore non-customers (who are the biggest potential source of growth) and the elderly (who seldom tweet). Many firms think that they can improve customer service by using social media to respond to complaints quickly. Really? It is already virtually impossible to talk to a real person on the telephone. Will it be any easier online?

From the Economist: January 2012

- 61) A. Nowadays, there are some internet experts that advocate the use of social networks  
B. Some social technologies enable people to post personal comments  
C. Social technologies are only used to meet new friends  
D. Some use social technologies to create a professional network
- 62) A. It is proven that these social technologies are the most powerful ones  
B. These new social technologies are really easy to use  
C. Users have a key role in setting up networks  
D. There are absolutely no limits regarding connection options
- 63) A. The internet is undergoing a key transformation  
B. The social dimension is likely to have a lot of impact  
C. Some people are so addicted to the Internet that they spend endless hours using it  
D. Some think social technologies enable people to exchange information more freely
- 64) A. Some describe social technologies as a way to have more control on information  
B. The author questions the cyber-gurus' optimism  
C. Some say social technologies allow companies to reach customers more easily  
D. Big companies are now present on most social network sites

- 65) A. Big companies do not manage to obtain valuable information from these sites  
B. It is proven that social networks help companies to improve customer relation management  
C. There are now people in companies responsible for communicating with customers through social networks  
D. Companies always know how to use data from social networks efficiently
- 66) A. Employees can dedicate a lot of time to online customer data  
B. Thanks to the data collected online, employees are improving their market analysis  
C. The quantity of data collected online is easily manageable  
D. Companies rarely receive messages of complaint from their customers
- 67) A. Being reactive online is probably a good strategy used to improve customer satisfaction  
B. There are plenty of activists who send messages to companies via Tweeter  
C. Activists are not the only ones who tweet companies  
D. Companies do not want to pay attention to all the tweets they receive
- 68) A. Non-consumers should not be a priority  
B. In theory, obtaining more information about customers is a good idea  
C. People from all age groups send tweets to companies  
D. Forecasts describe the elderly as the most important market segment
- 69) A. Many firms believe they will improve consumer satisfaction thanks to social networks  
B. The author agrees with the companies' new online client management  
C. The author believes it is easy to deal with customers through the phone  
D. The author is pessimistic regarding the usefulness of online customer management
- 70) A. Before the spread of social networks, companies did not have information to analyze  
B. Many companies are giving a lot of importance to online opinion polls  
C. Everybody agrees that social networks are the best marketing tools  
D. Social technologies supporters are offering realistic insights into the future impact of social networks