

COLLEGE PRIVE MONGO BETI		B.P 972 TÉL. : 242 68 62 97 / 242 08 34 69 YAOUNDE			
ANNÉE SCOLAIRE	EVALUATION	EPREUVE	Terminales	DUREE	COEFFICIENT
2023-2024	N°2	Anglais	TERMINALES	3H/2H	04/03
Professeur : Mme Ngeche Agnes			Jour:	Quantité:	
Tcl 31/10/2023					

Instructions :

Answer all four sections. No use of French. Any section left untouched will lead to the reduction of marks. No use of pencils. No use of correcting fluid. No copy work and no cancellation.

SECTION A: GRAMMAR (10 marks)

1) Complete the dialogue between the shopkeeper and the customer with the most appropriate words of your choice (5 marks)

Shopkeeper : Welcome to our shop sir.

Customer : Thank you.

Shopkeeper : may I help you?

Customer : yes sir I am for some grammar books.

Shopkeeper : Do you have any particular choice?

Customer : Yes sir, can you show me *Essential Grammar* and *English Grammar and lexicology*

Shopkeeper : Of course, here are your books, sir.

Customer : Can you show me another book on English grammar?

Shopkeeper : Sure, I would you to buy *Oxford Modern English Grammar*. I think it is a good book.

Customer : Okay, what is the price of these three books?

Shopkeeper : These books will cost you 15.000 FCFA.

Customer : The books are easy to understand?

Shopkeeper : They are.

Customer : Well, here is your payment.

Shopkeeper : Thanks visiting our shop sir

2) Rewrite the sentences following the indications given in brackets (5 marks)

a) Some people do not save their money in the bank. Some people do not keep their money at home.

(join the sentences with neither..... nor)

b) "I will buy the cheapest brand of body lotion for myself «Susan said _____

(indirect speech)

c) Paul did not pay for the products. He did not have money _____

(link with a conjunction)

d) Adam prefers _____ (To pay) in cash to _____ (To use) a credit card do carry out his transaction.

e) If I go to the bank, I will withdraw some money. _____

(put in the third conditional)

SECTION B: VOCABULARY (10 MARKS)

Exercise 1: Give one word similar in meaning to the word in bold and complete the empty spaces. (6mrks)

a) Mbida's shop is **less expensive** .It is always full with purchasers. _____

b) **Shoppers** should read the labels on the food that they have to buy. _____

c) Many people think that this project will have big **effect** on the lives of the people in this community. _____

- d) They took a short **break** before they began work _____.
- e) Fanta's bank account is **in the red** she can't withdraw this amount of money. _____
- f) My sister works with a clothing industry. -----

Exercise 2: Choose the best answer from the options in brackets to complete the close text. (4 mrks)

Etienne wanted _____ (**lend/set up**) his own retail business. First, he did market research to find out if his project was viable. To _____ (**buy/launch**) his business, he needed to _____ (**raise/grow**) capital and to _____ (**borrow/ lend**) money. He wanted to _____ (**put out/ take out**) a bank loan but it was refused. In the end his uncle _____ (**lent/borrowed**) him enough money to get started. His business turned out to be very lucrative and he was able to _____ (**pay back/ put back**) his uncle after only six months. Today Etienne's business is thriving and he _____ (**owns/employs**) five people.

SECTION C: READING COMPREHENSION (10 MARKS)

Read the following passage and answer the questions as directed.

Due to the increased popularity of internet access, many traditional small businesses are considering e-commerce as a valid and profitable sales channel. However, e-commerce and traditional commerce are very different, and it's important to weigh carefully the differences between e-commerce and traditional commerce in order to decide if it would be a good choice for your business or just a costly mistake.

Traditional commerce is often based on face to face interaction. The customer has a chance to ask questions and sales staff can work with them to ensure a satisfactory transaction. Often, this gives the sales staff an opportunity of selling above the price quoted, depending on the prevailing forces of the demand and supply, or encourage the client to buy a more expensive item or related items, thereby increasing the shop's profits. On the other hand, e-commerce doesn't offer this benefit unless features such as related items or live chats are implemented.

E-commerce is usually much cheaper than maintaining a physical store in an equally popular location. Compared with costs such as commercial space rent, opening an online store can be done at a fraction of the price by far less than a commercial space rent business per month. This can prove invaluable for small business owners who do not have the start-up capital to rent prime retail space and staff it to be able to sell their goods.

With an online shop you can do business with anybody living in a country you are able and willing to send a mail to, unlike traditional commerce where you are restricted to people who actually come to your shop. This also opens the door to many other forms of marketing that can be done entirely online, which often results in a much larger volume of sales and even foot traffic to the store. An online store has no capability limits, and you can have as many clients as your stock can serve.

In a traditional store, the customer will be purchasing the product in person, which has some benefits for both him and the store. The customer will be able to touch and check the items, to make sure they are suitable, and even try them on, which reduces the number of returned items or complaints due to an item not being as advertised on a catalogue or promotional leaflet. Expect a significantly higher rate of returns if you start trading online, as many will just order and try the items at home, and would not hesitate to return them as they can do it by post without having to talk with anybody in person.

The inaccessible nature of e-commerce makes it much more difficult to detect fraud, which means stores can lose money due to fraud. While traditional commerce is not totally secured, it's easier for a sales attendant to verify that the person buying something is actually the owner of the credit card, by asking for a photographic identity card. However, the fight against card fraud is well underway and banks and responsible e-commerce proprietor's work together to verify that all cards used are legitimate.

Selling online means learning new ways of dealing with customers, marketing your products and fulfilling your orders, but the benefits are great. You can keep your costs lower; reach a wider audience and business twenty-four hours per day having time to focus on improving on your products and services and your customers' experience instead of being on the store floor waiting for clients. Some products sell

better online than others: selling jewelry for cash online is much easier than trying to sell houses or cars. However, having an online store can increase the customers on your traditional commerce as well, as people are now able to find you online and see what products you are offering.

QUESTIONS

1. Suggest a title for the passage and justify (2 marks)

2. What makes many traditional small business consider e-commerce as valid and profitable sales channel nowadays? (pick the correct answer) (2 marks)

- a) Electronic commerce as well as trade by barter
- b) The increase popularity and availability of internet access
- c) Distance commerce and electronic commerce
- d) Expense commerce, trade by barter and electronic commerce

3. State one advantage that the customer has in traditional commerce and why? (2 marks)

4. According to the passage, what difficulty in e-commerce makes it difficult to detect a fault? (2 marks)

5. Explain what you think proprietors of electronic businesses do to identify fraud? (2 marks)

SECTION D: COMPOSITION (10 MARKS)

Write an essay of between 200-250 words on any **one** of the following topics.

N.B: NO FRENCH WORD

1. Every child has a dream of becoming an important personality in life after school. You wrote an application for a job in CAMTEL and you have been programmed for a job interview. Write an essay in which you:

- Say what a job interview is
- State four things you need to do before going for an interview
- State four things you need to do during an interview
- State two advantages of undergoing a job interview

2. Buying articles and foodstuffs is an integral part of man. Write an **essay** in which you:

- State three things to consider when buying articles (examples of articles)
- State three things to consider when buying foodstuffs.
- State two disadvantages of the fore mentioned things are not considered.
- State two advantages of considering the things you mentioned earlier.

f) Many people have lost confidence in the bank. As a student who knows the place of the bank, convince the people of your home town in a speech on the international Day of the Bank to save their money in banks. in your work you may: -

- say what a bank is
- State three reasons why you think the people have lost confidence in the bank
- make them see that what they think about the bank is wrong
- state four importance of the bank
- Say what you think about keeping money in the bank.

NB :Your name is Oscar Brink. Your community is Njokaland

