

ფაკულტეტი	ბიზნესისა და ლოგისტიკის
პროგრამა	სატრანსპორტო ლოგისტიკა (მაგისტრატურა)
კომპონენტი	გამოცდა ინგლისური ენა (B2)

### Listening -15 Points

1. Recording 1 Listen to a conversation between two flat mates. Circle the correct answer, **a**, **b** or **c**.

1. Why has Will made the dinner tonight?

- a. Because he's not feeling well.
- b. Because he hasn't got enough money to pay the rent. •
- c. Because he knows that Jenna is too busy to make it.

2. What has Will spent his money on this month?

- a. a new phone
- b. getting his laptop repaired for work
- c. a new laptop

3. What does Will say about his new laptop?

- a. It's quicker than his previous one.
- b. It's only six months old.
- c. He left it at work.

4. Where did Will go on holiday?

- a. He's forgotten where he went.
- b. He went on a luxury holiday to Italy.
- c. He went for a week to Spain.

5. When does Will say he will pay back the money?

- a. this month
- b. next week
- c. in two weeks' time

6. What does Jenna say about Will's money after he has paid his share of the bills?

- a. He can spend it how he wants to.
- b. He must save it.
- c. He should buy something nice for dinner.

2. Recording 2 Listen to a radio programme about rivalry. Number the different kinds of rivalry in the correct order.

- a. workplace rivalry \_\_\_\_\_
- b. student rivalry \_\_\_\_\_
- c. rivalry between companies \_\_\_\_\_
- d. sibling rivalry \_\_\_\_\_
- e. rivalry between schools \_\_\_\_\_
- f. rivalry in sport \_\_\_\_\_1\_\_\_\_\_

3. Recording 2 Listen again and write **true (T)**, **false (F)** or **no information (NI)**.

- 1. Russia and Canada are big rivals in ice hockey.   T
- 2. There's rivalry between Lynda and her neighbours.
- 3. Encouraging students to be competitive does not have a negative impact.
- 4. The majority of students at Lynda's school did not go to university.
- 5. Rivalry at work is similar to rivalry between brothers and sisters.

6. Rivalry between schools sometimes leads to crime. \_\_\_\_\_

## Reading – 30 Points

### Text 1

#### Gaming in the real world

Gamification is a concept which is no longer seen only in video games and apps. It's now something that companies and governments are beginning to use to persuade people to behave in certain ways. Evan Young takes a look at what exactly it is and how it's being used.

1. Video games are hugely popular these days. Not just amongst children, but more significantly amongst adults. Games encourage us to play by engaging us, making the next level challenging but achievable and giving us rewards when we perform successfully. It's these game mechanics that non-game organisations and governments are using to try to encourage people to change their behaviour. Gamification, as it's called, is popping up all over the place.

2. Governments concerned with citizens' well-being are using gamification to persuade people to behave more positively. One example in Sweden was aimed at reducing drivers' road speed. Rather than only fine drivers when they went over the speed limit, they also entered drivers into a lottery each time they drove under the speed limit. Each month, one lucky driver's name was picked at random and they received the money that speeding drivers paid in fines.

3. Companies are also using gamification to promote their brands and their products, as well as motivate employees to perform well. One sports company encourages customers to download an app and compete against each other to use the most physical energy each day. In doing so, they get rewards and remain loyal to the brand. It's a win-win for everyone. One global business consultancy company wanted their staff to communicate more effectively with each other and with their customers. To encourage this, the company set up a points system where staff members receive points for sharing information about company activities on their social media page, publishing a blog post on the company website and posting or replying to posts on their internal communication pages. Points are transformed into rewards.

4. Gamification is also being used in education, design and the health industry, but does it actually work? Research carried out so far suggests that, while it can have a positive effect on motivation, gamification is in its infancy. Much more research is needed to truly know whether its impact is entirely positive or whether it can demotivate people who don't fully support the idea. After all, if you don't buy into the idea, you're less likely to participate but might feel irritated when colleagues do participate and are rewarded.

5. What experts do say is that the success of gamification depends on how effectively game mechanics are applied to the situation. In schools, for example, games in class have shown in studies that students spend more time learning with games than without them, by choice. However, the learning isn't necessarily more effective than learning without a game. Why not? Because the game mechanics were ineffective. For example, students paid too much attention to what was happening at the top of the leader board and not enough on their own score. By giving students more information about their own performance, they can focus much more on making progress themselves.

6. Of course, what works well in one situation may not work well in another. So, it's also a case of applying game mechanics in the best way for your context.

#### 1. In which paragraphs can you find the following information?

1. An example of gamification designed to create more profits \_\_\_\_\_
2. Examples of what motivates people to play games \_\_\_\_\_
3. Reasons why gamification might not work (two paragraphs) \_\_\_\_\_
4. A definition of gamification \_\_\_\_\_
5. An example of ineffective use of gamification \_\_\_\_\_
6. An evaluation of studies into gamification \_\_\_\_\_
7. A list of industries where gamification is being used \_\_\_\_\_

8. An example of gamification used to cause social change \_\_\_\_\_

**2. Match definitions 1–10 with words and phrases from the article.**

1. appearing (paragraph 1) .....
2. health and happiness (paragraph 2) .....
3. without any pattern (paragraph 2) .....
4. help sell a product (paragraph 3) .....
5. stop people from feeling motivated (paragraph 4) .....
6. doesn't achieve what it's expected to achieve (paragraph 5) .....
7. situation (paragraph 6) .....

**Grammar – 20 Points**

**1. Choose the correct answer, a, b or c to complete the sentences.**

1. When we were younger, we always ..... come home before it got dark.  
a. use to                      b. used to                      c. would
2. The charity .....to support elderly people in the community.  
a. set up                      b. did set up                      c. was set up
3. Here is the painting .....I bought last month.  
a. what                      b. that                      c. where
4. I know it was his birthday, but he ..... behaved so badly.  
a. shouldn't have                      b. couldn't have been not                      c. mustn't be
5. The concert was so dull that .....of the audience left early.  
a. every    b. most                      c. plenty
6. Could you imagine ..... on a desert island?  
a. live                      b. to live                      c. living
7. .... he's managing the team, they won't win a match!  
a. As long as    b. Unless                      c. As soon as
8. If I ..... you, I'd get a new job.  
a. be                      b. am                      c. were
9. I'll probably still ..... off this loan in ten years' time!  
a. have paid                      b. be paying                      c. pay
10. I can't see Mark. I guess he ..... left the office.  
a. must have    b. should have                      c. can't have
11. Gabriel is more creative and artistic .....his father.  
a. as                      b. than                      c. like
12. We were by ..... the stronger team in the first half of the match.  
a. bit                      b. much                      c. far
13. She is ..... much more experienced than we realised at the interview.  
a. as                      b. slightly                      c. so
14. In the end, the meeting wasn't as difficult .....we thought it would be.  
a. as much                      b. as                      c. as far
15. He thinks he's far .....clever to fail the test.  
a. too                      b. by                      c. more
16. The longer I work here, the .....surprised I am that the company's still in business.  
a. much more                      b. more                      c. far more
17. I've just read her latest novel, but it's not .....good as her last one.  
a. nearly as                      b. nearly                      c. as nearly
18. If we continue exploring other planets, we ..... one similar to earth.  
a. will find                      b. might find                      c. can find
19. ....the moon passes between the sun and earth, there is hardly any light

- a. When                      b. Provided that                      c. Unless
20. .... we care more for our planet, the effects of global warming could be reversed.
- a. Unless                      b. When                      c. If

**Vocabulary – 15 Points**

**1. Choose the correct alternatives.**

1. People just don't like him much – they find him *arrogant / remarkable*.
2. He's only been working here for a year, so he's still quite *inexperienced / bold*.
3. It was really *confident / remarkable* – none of us believed it could happen.
4. They were just more *competitive / reasonable* than us, which is why they won.
5. He'll never change his mind, he's so *thoughtful / stubborn*.

**2. Match 1–10 with a–j.**

1. A doctor was at school today to warn us \_\_\_\_\_
2. They've started to enforce \_\_\_\_\_
3. We should probably ban the \_\_\_\_\_
4. It would be good if the café could offer \_\_\_\_\_
5. Authorities have been cracking \_\_\_\_\_
6. We're pleased to announce increased \_\_\_\_\_
7. My mum's going to carry out \_\_\_\_\_
8. It's really up to the government to take \_\_\_\_\_
9. There's a new scheme to tackle \_\_\_\_\_
10. The older generation should do \_\_\_\_\_

- a. down on illegal food imports recently.
- b. about the dangers of smoking.
- c. use of high polluting cars.
- d. a new law to stop young people driving at night.
- e. more to help young people.
- f. some alternatives to meat dishes.
- g. research into brain development for her PhD.
- h. funding for the community arts project.
- i. action to reduce urban crime.
- j. the problem of overfishing in rivers.

**Writing – 10 points**

**Write a biography of a member of your family or a friend. Include the following:**

- general information about the person
- time expressions to describe their early life/career
- positive and/or negative descriptions of the person
- idiomatic phrases like those in Exercise 14
- a conclusion giving a fair summary of the person.

**write 150-200 words**

**Speaking – 10 Points**

**Make notes about meeting a celebrity. It can be a real experience or you can invent one. Use the questions to help you.**

- Who did you meet?
- Where were you?
- When was it?
- What were you doing?
- What was the celebrity doing?
- What happened next?
- How did you feel afterwards?