**Контрольная работа**

**по дисциплине «Иностранный язык в профессиональной сфере»**

(1 курс, 1 семестр, группа 523915 –

«Менеджмент (Управление производственной системой в судостроительном комплексе)», заочная форма обучения)

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В межсессионный период студентам заочной формы обучения необходимо выполнить следующие виды самостоятельной работы по дисциплине «Иностранный язык в профессиональной сфере»:

1) контрольную работу (сдать в письменном виде, возможно собеседование по контрольной работе с преподавателем);

2) подготовить устный рассказ объемом около 20 предложений на тему «I am a bachelor degree student» (устный рассказ, возможно с опорой на русскоязычный вариант рассказа или план рассказа на английском языке).

**ТЕКСТ.**

Let’s begin by briefly defining the terms manager and the place where managers work –the organization. Thenlet’s look at the manager’s job; specifically, what do managers do?

Managers get things done through other people. They make decisions, allocate resources, and direct the activitiesof others to attain goals. Managers do their work in an organization. This is a consciously coordinated social unit,composed of two or more people, who functions on a relatively continuous basis to achieve a common goal or set ofgoals. On the basis of this definition, manufacturing and service firms are organizations and so are schools, hospitals,churches, military units, retail stores, police departments, and local, state, and federal government agencies. The peoplewho oversee the activities of others and who are responsible for attaining goals in these organizations are managers (althoughthey’re sometimes called administrators, especially in not-for-profit organizations).

Managers – Individuals who achieve goals through other people.Organization – a consciously coordinated social unit, composed of two or more people, that functions on a relativelycontinuous basis to achieve a common goal or set of goals.

**Management Functions**

In the early part of this century, a French industrialist by the name of Henri Fayol wrote that all managers performfive management functions: They plan, organize, command, coordinate, and control. Today, we have condensed thosedown to four: planning, organizing, leading, and con-trolling. If you don’t know where you’re going, any road will getyou there. Since organizations exist to achieve goals, someone has to define those goals and the means by which theycan be achieved. Management is that someone. The planning function encompasses defining an organization’s goals,establishing an overall strategy for achieving those goals, and developing a comprehensive hierarchy of plans to integrateand coordinate activities. Managers are also responsible for designing an organization’s structure. We call thisfunction organizing. It includes the determination of what tasks are to be done, who is to do them, how the tasks are tobe grouped, who reports to whom, and where decisions are to be made. Every organization contains people, and it ismanagement’s job to direct and coordinate those people. This is the leading function. When managers motivate subordinates,direct the activities of others, select the most effective communication channels, or resolve conflicts amongmembers, they are engaging in leading.

"The people who oversee the activities of others and who are responsible for attaining goals in organizations aremanagers."

Planning includes defining goals, establishing strategy, and developing plans to coordinate activities.

Organizing determining what tasks are to be done, who is to do them, how the tasks are to be grouped, who reportsto whom, and where decisions are to be made.

Leading includes motivating subordinates, directing others, selecting the most effective communication channels,and resolving conflicts.

The final function managers perform is controlling. After the goals are set, the plans formulated, the structural arrangementsdelineated, and the people hired, trained, and motivated, there is still the possibility that something may goamiss. To ensure that things are going as they should, management must monitor the organization’s performance. Actualperformance must be compared with the previously set goals. If there are any significant deviations, it is management’s jobto get the organization back on track. This monitoring, comparing, and potential correcting is what is meant by the controllingfunction. So, using the functional approach, the answer to the question, What do managers do? is that they plan, organize,lead, and control.

**Management Roles**

In the late 1960s, a graduate student at MIT, Henry Mintzberg, undertook a careful study of five executives to determinewhat these managers did on their jobs. On the basis of his observations of these managers, Mintzberg concludedthat managers perform ten different, highly interrelated roles, or sets of behaviors attributable to their jobs. As shown inExhibit 1-1, these ten roles can be grouped as being primarily concerned with interpersonal relation-ships, the transferof information, and decision-making.Controlling – monitoring activities to ensure they are being accomplished as planned and correcting any significantdeviations.

Managers plan, organize, lead, and control.

**Management Skills**

Still another way of considering what managers do is to look at the skills or competencies they need to successfullyachieve their goals. Robert Katz has identified three essential management skills: technical, human, and conceptual.

Technical skills encompass the ability to apply specialized knowledge or expertise. When you think of the skillsheld by professionals such as civil engineers, tax accountants, or oral surgeons, you typically focus on their technicalskills. Through extensive formal education, they have learned the special knowledge and practices of their field. Ofcourse, professionals don’t have a monopoly on technical skills, and not all technical skills have to be learned in schoolsor formal training programs. All jobs require some specialized expertise, and many people develop their technical skillson the job.

Technical skills – means the ability to apply specialized knowledge or expertise.Many people are technically proficient but interpersonally incompetent.

HUMAN SKILLS The ability to work with, understand, and motivate other people, both individually and ingroups, describes human skills. Many people are technically proficient but inter-personally incompetent. They might,for example, be poor listeners, unable to understand the needs of others, or have difficulty managing conflicts. Sincemanagers get things done through other people, they must have good human skills to communicate, motivate, and delegate.

CONCEPTUAL SKILLS Managers must have the mental ability to analyze and diagnose complex situations.

These tasks require conceptual skills. Decision making, for instance, requires managers to spot problems, identify alternativesthat can correct them, evaluate those alternatives, and select the best one. Managers can be technically andinterpersonally competent yet still fail because of an inability to rationally process and interpret information.

*955 слов*

***Задания***

***Задание 1***

Найдите в тексте слова и / выражения по теме «Менеджмент» (не менее 15), выпишите их в начальной / словарной форме в таблицу по образцу:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| ***№*** | ***Слово / выражение*** | ***Транскрипция*** | ***Перевод*** | ***Пример употребления в тексте***  | ***Свой пример (с переводом)*** |
| 1 | top management | [‘tɔp ‘mænǝʤmǝnt] | высшее руководящее звено, администрация | It lacked a production expert in top management | …the importance of the involvement and participation of***top management***of the missions in the exercise of objective-setting.- *важность привлечения к постановке задач и участию в этомпроцессе****высшегоруководящегозвена****миссий.* |
| 2 |  |  |  |  |  |

***Задание 2***

Сформулируйте в 3–4 предложениях на русском языке краткое содержание текста. Переведите эти предложения на английский язык. (Записываются оба варианта – русскоязычный и англоязычный).

***Задание 3***

Используя грамматические справочники или Интернет-ресурсы, повторите информацию об образовании степеней сравнения в английском языке. Определите, в какой степени сравнения стоят данные слова из текста. Укажите, как они образованы. Найдите в тексте выступления предложения, в которых они употреблены. Переведите их.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| ***№*** | ***Слово/ выражение*** | ***Форма*** | ***Как образована*** | ***Пример*** ***употребления***  | ***Перевод*** |
| 1 | *most* | *превосходная степень* | *особая (супплетивная) форма наречия many / much («много»)* | ***most*** *people, including managers, would have said* | ***большинство*** *людей, включая менеджеров, сказали бы…* |
| 2 | themostbrilliant |  |  |  |  |
| 3 | thehardest |  |  |  |  |
| 4 | assmartas |  |  |  |  |
| 5 | bigger |  |  |  |  |
| 6 | smarter |  |  |  |  |
| 7 | moreflexible |  |  |  |  |
| 8 | moredifferent |  |  |  |  |
| 9 | longer |  |  |  |  |
| 10 | better |  |  |  |  |
| 11 | the most powerful |  |  |  |  |
| 12 | the best |  |  |  |  |
| 13 | stronger |  |  |  |  |
| 14 | more effective |  |  |  |  |
| 15 | more conscious |  |  |  |  |

***Задание 4***

Выпишите из текста не менее 20 производных слов. Используя справочники по словообразованию английского языка, укажите, от каких слов и с помощью каких элементов они образованы. Переведите. Приведите свои примеры слов с теми же суффиксами, приставками.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| ***№*** | ***Слово*** | ***Как образовано*** | ***Перевод***  | ***Примеры*** |
| 1 | manage**ment** | от глагола manage (управлять) с помощью суффикса –**ment** (образует имена существительные) | управление, администрирование | achieve**ment**govern**ment**announce**ment** |
| 2 |  |  |  |  |

***Задание 5***

1) Используя грамматические справочники или Интернет-ресурсы, повторите особенности употребления и формы глагола tobe в PresentSimple, PastSimple, FutureSimple (=PresentIndefinite, PastIndefinite, FutureIndefinite) в утвердительных, отрицательных и вопросительных предложениях. Оформите эту информацию в виде схемы.

2) Найдите в тексте не менее 15 случаев употребления глагола tobe, выпишите их вместе с подлежащими, укажите, в какой форме употреблен глагол tobe, назовите функцию в предложении:

|  |  |  |  |
| --- | --- | --- | --- |
| ***№*** | ***Предложение с глаголом tobe*** | ***Форма глагола to be*** | ***Перевод***  |
| 1 | … he was on to a winner | was – Past Simple, singular, positive | смысловой глагол |
| 2 |  |  |  |

***Задание 6***

1) Используя грамматические справочники или интернет-ресурсы, повторите значение и образование форм глаголов в PresentSimple, PastSimple, FutureSimple (= PresentIndefinite, PastIndefinite, FutureIndefinite) в утвердительных, отрицательных и вопросительных предложениях. Оформите эту информацию в виде схемы.

2) Найдите в тексте выступления не менее 5-10 глаголов каждой из форм PresentSimple, PastSimple или FutureSimple (т.е. должно получиться не менее 15 и не более 30 глаголов), выпишите их вместе с подлежащими. Укажите их словарную форму, объясните образование времени, переведите:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| ***№*** | ***Глагол в контексте*** | ***Форма времени*** | ***Начальная форма*** | ***Как образовано*** | ***Перевод*** |
| 1 | The company quickly **booked** 600 orders for the 8,000 packages. | PastSimple | to book | правильный глагол, +ed | Компания быстро забронировала 600 заказов на 8000 упаковок. |
| 2 | The high-tech manager **needs** to have one foot in the lab… | Present Simple | to need | первая (словарная) форма глагола *need + s*(3 л., ед.ч.) | Высокотехнологичный менеджер должен стоять одной ногой в лаборатории… |

***Задание 7***

Напишите эссе объемом 20-30 предложений по следующему вопросу:

*The phrase 'think global, act local' is often quoted. What does it mean to you?*

***Задание 8***

Переведите текст.

***Приложение 1***

Фразы для рассказа о себе на английском с переводом.

|  |  |
| --- | --- |
| **Английское выражение** | **Русский перевод** |
| First of all let me introduce myself. | *Прежде всего, позвольте я представлюсь.* |
| Let me introduce myself, my name is… | *Позвольте представиться, меня зовут …* |
| Let me tell you a few words about myself. | *Позвольте мне рассказать пару слов о себе.* |
| My name is… | *Мое имя …* |
| My surname is… | *Моя фамилия …* |
| I was named after my great-grandfather. | *Я был назван в честь моего прадедушки.* |
| You can call me… | *Вы можете называть меня …* |
| People usually call me… | *Люди обычно называют меня…* |
| I was born in …(year) | *Я родился в … (год)* |
| I was born on the… (date) | *Я был рожден … (полная дата)* |
| I am…years old. | *Мне … (лет).* |
| I am … (age) | *Мне … (возраст)* |
| I will be … (age) next summer. | *Мне будет … (лет) следующим летом.* |
| I will be … (age) in two weeks. | *Мне исполнится … (лет) через две недели.* |
| I was born in Russia in … (city) | *Я родился в России в … (город)* |
| I am from … (country, city) | *Я из … (страна, город)* |
| I come from … (country, city) | *Я приехал из … (страна, город)* |
| I live in … (country, city) | *Я живу в … (страна, город)* |
| My home town is located … | *Мой родной город расположен …* |
| My home town is … (description) | *Мой родной город … (характеристика)* |
| I finished school in … (year) | *Я закончил школу в … (год).* |
| My favorite subjects were … | *Мои любимые предметы были …* |
| I was good at … | *У меня была хорошая успеваемость по …* |
| I tried to get on well in all the subjects. | *Я старался хорошо учиться по всем предметам.* |
| Iwas doing quite well at school. | *В школе я учился (училась) хорошо.* |
| After school I entered college. | *После школы я поступил(а) в колледж.* |
| I studied 2 (3, 4) years at college. | *Я учился (училась) 2 (3, 4) года в колледже.* |
| I am a student of Northern Arctic Federal University now, branch in Severodvinsk.  | *Я студент(ка) Северного Арктического федерального университета, филиала в Северодвинске.* |
| I am a student of the Management approach. | *Я обучаюсь по направлению Менеджмент* |
| I study …. | *Я изучаю … назвать, какие предметы* |
| At University I study many subjects. | *В университете я изучаю много предметов.* |
| I am in my first/second/third year. | *Я первокурсник/второкурсник/третьекурсник.* |
| My major will be … | *Моя специальность будет …* |
| Now I am looking for an appropriate job. | *Сейчас я ищу себе подходящую работу.* |
| I work as a … (profession) | *Я работаю … (название профессии).* |
| I work for (the name of the company) | *Я работаю в … (название компании)* |
| I am unemployed at the moment. | *На данный момент я безработный(ая).* |

***Приложение 2***

**Слова для запоминания**

**Тема 1. Employment**

1. employee – служащий: “Employee” is a person who is employed.

2. employer – наниматель, работодатель: The car industry is one of our biggest employers.

3. to recruit – пополнять, привлекатькучастию, нанимать: We are having difficulties in recruiting well-qualified staff.

4. to sack – увольнять: “To sack” means to dismiss from a job.

5. to hire – братьнаработу, нанимать: We’re going to hire a new manager.

6. ability – способность: I did the work to the best of my ability.

7. appearance – внешнийвид: They changed the appearance of the house just by painting it.

8. to connect – соединять, связывать:This railway line connects London and Edinburgh.

9. connection – связь, соединение, отношение: His career was

excellent because of his connections with that company.

10.background – социальное, семейное, профессиональное

происхождение, образование: She has a background in a child psychology.

11.intelligence – интеллектуальный, умственныйуровень: Use your intelligence! IQ – intelligence quotient.

12.marital status – семейноеположение: He is married \ divorced \ single…

13.personality – характер, личность: He has a strong \ dynamic \ weak personality.

14.experience – опыт, знания: How many year’s experience do you have of teaching English?

15.sickness record – медицинскаякарта: There have been a lot ofpeople off work this week because of sickness.

16.reference – отзыв, отношение: We’ll need to have references fromyour former employers.

17.challenging – соревнующийся, требующийуменийиусилий: Shefinds her new job very challenging.

18.shift – смена, рабочий день: The night shift arrives at six o’clock.

19.skill – мастерство, умение: He handled the negotiations with greatskill.

20.satisfaction – удовольствие: Being able to work with children is oneof the greatest satisfactions in this job.

21.variety – разнообразие: She didn’t like the work because there was no variety; she was doing the same things all the time.

22.responsibility – ответственность: The head of the large company has many responsibilities.

23.opportunity – возможность: May I take this opportunity of thanking everyone for their hard work on the project?

24.to persuade – убеждать: Despite all my efforts to persuade him, he wouldn’t agree.

25.boring – скучный: The lecture was deadly boring.

26.to select – выбирать: He was selected to play for England.

27.to avoid – избежать: He tried to avoid answering my questions.

28.conscientious – добросовестный, совестливый: He is a conscientious worker.

29.astute – проницательный: “Astute” means to be clever and able to see quickly something that is to one’s advantage.

30.calm – спокойный: She calmed the baby by giving him some milk.

31.easy-going – беспечный, беззаботный: Our teacher is very easygoing: he doesn’t mind if we turn up late.

32.moody – неровный, непостоянный: “Moody” means bad-tempered, angry, displeased or unhappy without good reason.

33.quick-tempered – сбыстройсменойнастроения: “Quicktempered” means easily showing anger.

34.reliable – надежный: She may forget to come – she’s not very reliable.

35. sharp – резкий, грубый, сообразительный: He was rather sharp

with his secretary when she got back late from lunch. He replied very sharply when I criticized him.

36.slow – медлительный, несообразительный: I’m sorry I’m so slow today; I didn’t get much sleep last night.

37.to upset – расстраивать, огорчать: Do what he wants, or you’ll upset him.

38.to apologize – извиняться, оправдываться: She kept us waiting for a

whole hour and she didn’t even apologize!

39.to accept – принимать, соглашаться: It is generally accepted that smoking causes bad health.

40.to intend – намереваться: She intended to catch the early train, but she didn’t get up in time.

41.to sue – просить, подаватьвсуд: If you don’t return our property, we’ll sue.

42.advertisement – реклама: He’s not a very good advertisement for the driving school – he’s failed his test six times!

43.equipment – оборудование: Their equipment is of high quality.

44.clerk – клерк, служащий: Clerk is a person employed to keep records.

45.to require – требовать: The regulations require that all students attend at least 90 per cent of the lectures.

46.immediately – незамедлительно, сразуже: Stop that immediately!

47.conversation – разговор: This is a private conversation, don’t interrupt!

**Тема2. Organisation**

1. cause – причина, причинять: Ice on the road was the cause of the accident.

2. honest – честный: Give me your honest opinion.

3. to suggest – предполагать: Can you suggest how we should do it?

4. arrangement – договоренность: I phoned Ann and we made an arrangement to meet on Friday.

5. to promise – обещать: “Don’t forget to call me when you get to London.” “OK, I promise.”

6. debt –долг: As soon as she gets her salary, she wants to pay off her debts.

7. message – сообщение: Let’s leave her a message to meet us at the station.

8. to be sure – быть уверенным: I feel sure I’ve met her before somewhere.

9. to blame – обвинять, жаловаться: She always blames me when anything gets broken.

10. conclusion – заключение, вывод: I found the conclusion of his book very interesting.

11. description – описание: This book gives a good description of life on a farm.

12. to provide – обеспечить: The course is free but you have to provide your own books.

13. liability – ответственность, фин. пассив: A child is it’s parents’ liability.

14. asset – фин. актив: If your liabilities exceed your assets, you may go bankrupt.

15. share – акция: She’s got all her money in shares.

16. shareholder – акционер: “Shareholder” is the owner of shares in a business.

17. to vote – голосовать: At the election I shall give my vote for Tom Smith.

18. Annual General Meeting – ежегодноегенеральноесобрание: Today we are going to have an Annual General Meeting.

19. to elect – выбирать: They elected him President.

20. Board of Directors – совет директоров: “Board of directors” is the group of people who have been elected by shareholders to manage a company.

21. stock exchange – фондовая биржа: “Stock exchange” is a place where stocks and shares are bought and sold.

22. owner – владелец: Who is the owner of this car?

23. to fail – не удаваться, потерпеть неудачу: “Did you fail your driving test?” “I went through a red light.”

24. to participate – принимать участие: Everybody in the group should participate in these discussions.

25. investment – инвестиция, капиталовложение: She made an investment of £1000 in the new firm.

26. cold – холодный, безучастный, равнодушный: She seemed rather cold towards the visitors.

27. paternal – отцовский, отеческий, ограничивающий: “Paternal” means protecting people and satisfying their needs but without allowing them any freedom or responsibility.

28. to respond – отвечать, реагировать: They still haven’t responded to my letter.

29. flat – плоский, не интересный, tofall ~ неудаться, неиметьуспеха: Everything seems so flat after the Christmas and New Year celebrations are over.

30. to encourage – поощрять, поддерживать: You should encourage her in her attempts to become a doctor.

31. to earn – зарабатывать: How does she earn her living?

32. return – доход, прибыль: These shares have brought in good returns.

33. to preach – проповедовать: My sister has been preaching at me again about my behaviour.

34. flexibility – гибкость, податливость, уступчивость: We can visit you on Saturday or Sunday; our plans are rather flexible.

35. target – цель, план, задание: I’m on a diet, and my target weight is 70 kilos.

36. to abolish – отменять, упразднять: Slavery was abolished in the US in the 19th century.

37. headquarter (HQ)– главноеуправление, центр: Our headquarters are in Geneva.

38. to switch – выключать, переключать, менять: We have switched our plans.

39. to supervise – наблюдать, заведовать, просматривать: The work was done under my upervision.

40. branch – филиал, отделение: The bank has branches all over the country.

41. to urge – подгонять, торопить, побуждать: They urged us to go there.

42. responsible – ответственный: You can leave the children with him – he’s very responsible.

43. to remind – напоминать: I’ve forgotten his name – will you remind me of it?

44. transaction – сделка: This transaction is very successful.

45. to offer – предлагать: I’ve been offered a job in advertising.

**Тема 3. Leadership**

1. to admire – восхищаться: He’s always looking in the mirror, admiring himself!

2. decisive – решительный: You’ll have to be more decisive if you want to do well in business.

3. passionate – вспыльчивый, невыдержанный: Why are you so passionate?

4. charismatic – обаятельный:He could never be a film star; he isn’t charismatic.

5. ruthless – безжалостный, жестокий: “Ruthless” means showing no human feelings; without pity or forgiveness.

6. straight – прямой, честный, искрений: I like him for his straight character.

7. careful – старательный, аккуратный, осторожный: Be careful crossing the road.

8. motivation – мотив, побуждение: The stronger the motivation, the more quickly a person will learn a foreign language.

9. flexible – гибкий, уступчивый, легкоприспособляющийся: He is rather flexible in difficult situations.

10. accessible – податливый, доступный: A manager should be accessible to his\her staff.

11. thoughtful – думающий, мыслящий: The girl looked thoughtful for a moment and then answered.

12. adventurous – смелый, рискованный: “Adventurous” means ready to take risks.

13. uncaring – беззаботный: He seems to be so uncaring!

14. lunatic – помешанный, сумасшедший: You’re lunatic – you nearly drove straight into me!

15. moderate – выдержанный, умеренный: The union’s demands are very moderate; they’re only asking for a small wage increase.

16. to predict – предсказывать: The economists predicted an increase in the rate of inflation.

17. trait – штрих, черта (лица, характера): Anne’s kindness is one of her most pleasing traits.

18. to stifle – подавлять, гасить: “To stifle” means “to prevent from happening or developing.”

19. waste – тратить: It’s a waste of John’s talents to use him for such an easy job.

20. self-confidence – самоуверенность: “Self-confidence” means “to be sure of one’s own power to succeed.”

21. to allow – позволять, разрешать: Walking on the grass is not allowed.

22. reward – награда, награждение: As a reward for passing her exams, she got a new bike from her parents.

23. to reach – достигать: After several changes of plane, we finally reached London on Tuesday.

24. to establish – устанавливать, основывать: The company was established in 1850.

25. to articulate – произноситьотчетливо, ясно: “Articulate” means to express or able to express thoughts and feelings clearly and effectively.

26. fringe – обрамление, кайма: It was easier to move about on the fringe of the crowd.

27. to belong to – принадлежать: That dictionary belongs to me.

28. quality – качество, качественный: The “Financial Times” is a quality newspaper.

29. foreman – мастер, старшийрабочий: “Foreman” is a skilled and experienced worker who is put in charge of other workers.

30. expectation – ожидание: I usually enjoy his films, but that one didn’t come up to my expectations.

31. to provide – обеспечивать: These letters should provide us with all information we need.

32. chairman – председатель: He was elected chairman of the education committee.

33. breadth – ширина, широта (взглядов): His book shows the great breadth of his thoughts.

34. tutor – учитель, руководитель:“Tutor” is a teacher who gives private instruction to a single pupil or to a very small class.

35. to encourage – поощрять: He encouraged me to apply for the job.

36. to fascinate – очаровывать: Chinese art has a great fascination for him.

37. togamble – азартная игра, рискованноедело, афера: He’s gambling with his passengers’ lives, driving as fast as that.

38. totroop – собираться толпой, двигаться (строем), разделять (навзводы): We all trooped in the street.

39. aspiration – стремление, желание: She has aspirations to become a great writer.

40. conventional – условный, общепринятый: I’m afraid I’m rather conventional in my tastes.

41. matter – иметьзначение, вопрос: There are several important maters we must discuss.

42. crucial – решающий, критический: Тhe success of this experiment is crucial to the project as a whole.

43. solution – решение: We bought a second car; it was the solution to all our problems.

44. to thrive (throve, thriven) – процветать, преуспевать, богатеть, хорошоразвиваться: How are your children? Thriving, I hope!

**Тема 4. Competition**

1. to compete – конкурировать, соревноваться: Several advertising agencies are competing to get the contract.

2. competitor – конкурент: We lost the contract to our competitors.

3. competitive – конкурентоспособный:I always shop at that supermarket; its prices are very competitive.

4. competition – конкуренция, соревнование: They had to keep their prices low because of foreign competition.

5. to impress – впечатлять: My father impressed me with the value of hard work.

6. jealous – завистливый, ревнивый: He is jealous of their success.

7. to boast – хвастаться: Don’t believe her; she’s just boasting.

8. to insist – настаивать: You must come with us – I insist! All right, I’ll do it, if you insist.

9. queue – очередь: There was a long queue outside the cinema.

10. luxury – роскошный, роскошь: It’s a real luxury to be able to stay in bed instead of getting up for university.

11. quantity – количество: It was a bad year for new films, in terms of both quantity and quality.

12. attribute – свойство, характернаячерта: Kindness is one of his best attributes.

13. to perceive – осознавать, понимать, воспринимать: They perceived that they were unwelcome and left.

14. unique – единственныйвсвоемроде, несравнимый: Each person’s fingerprints are unique.

15. durability – прочность, стойкость, длительность: “Durability” means long-lasting.

16. to tailor – работатьпортным, портняжничать: We can tailor the insurance policy according to your special needs.

17. exclusion – исключение; to the ~ of заисключением: He plays golf to the exclusion of all other sports.

18. narrow – узкий, ограниченный, трудный: The decision was taken for narrow economic reasons, without considering its social effects.

19. to gain – зарабатывать, добиваться, достигать: I hope you’ll gain by the experience (= learn a useful lesson from it).

20. to relate – связывать, устанавливатьсвязь, иметьотношение: The cost relates directly to the amount of time spent on the job.

21. to vary – менять(ся), отличаться: Opinions on this matter vary.

22. to depend on – зависетьот, полагатьсяна: The price of the shares will depend on the number of people who want to buy them.

23. pursuit – преследование, погоня, in ~ of впоисках: The pop stars ran from the theatre to their car, with dozens of fans in hot pursuit.

24. raw material – сырье: Coal and oil are important raw materials for the manufacture of plastics.

25. dimension – измерение, размеры, величина: Length is one dimension, and breadth is another.

26. peculiar – индивидуальноесвойство, особенность: This style of cooking is peculiar to the south-west of the country.

27. approach – приближение, подход, приближаться: He’s a good player, but doesn’t approach international standard.

28. availability – пригодность, полезность, наличие, ассортимент: Details of the competition are available from our head office.

29. to possess – владеть, обладать: I don’t know what possessed him to (= made him) drive so fast down that busy street.

30. to engage – нанимать, заказыватьзаранее: I’ve engaged a room at a hotel.

31. performance – исполнение, выполнение: Her performance in the exams was rather disappointing.

32. cheap – дешевый: The industry is maintained by the cheap labour (= work done for low pay) of immigrant workers.

33. rival – соперник, конкурент: She left her job and went to work for a rival company.

34. to enter – входить, вступать, вносить, приступать: Before you enter into an agreement of this nature, you should read the contract carefully.

35. to launch – запускать, начинать, выпускать: He left his father’s shop and launched out into business for himself.

36. campaign – кампания, to launch a ~ начатькампанию: The government has launched a campaign against smoking.

37. fashionable – модный: It’s fashionable among the British to go to the south of France for their holidays.

38. to respond – отвечать, удовлетворять, реагировать: He responded that he would come.

39. value – ценность, стоимость, цена: You’ll find this map of great value in helping you to get around London.

40. to guess – предполагать, догадываться: “I don’t know the answer” “Well, just guess!”

41. budget – бюджет: The sales director is preparing the company’s advertising budget for 2006.