

TRƯỜNG ĐẠI HỌC VĂN LANG

**KHOA: NGOẠI NGỮ**

**ĐỀ THI VÀ ĐÁP ÁN ĐỀ THI KẾT THÚC HỌC PHẦN- ĐỀ 1**

**Học kỳ 1, năm học 2023 - 2024**

Mã học phần: 71ENGL30402

Tên học phần: Đọc 4

Mã nhóm lớp học phần: 231\_71ENGL30402\_03,04,07,08

Thời gian làm bài (phút/ngày): 60 phút

Hình thức thi: **Trắc nghiệm kết hợp tự luận**

Được sử dụng tài liệu: Có

Không

**Cách thức nộp bài phần tự luận (Giảng viên ghi rõ yêu cầu):**

- SV gõ trực tiếp trên khung trả lời của hệ thống thi;

**PHẦN TRẮC NGHIỆM (8 điểm)**

**SECTION 1 (1.5 marks)**

**Read the article. Choose A, B, C, or D.**

(1) The purpose of international commerce is to buy things from and sell things to people in other countries. Hundreds, and indeed thousands, of years ago, this actually worked quite well. People who travelled to foreign lands, often by ship, would take with them items for trade. Agricultural countries would, for example, trade olive oil or wine for weapons or other worked items. All that needed to be negotiated was a fair 'price' for the items. (How many axes is a barrel of oil worth, for example?) Currency did not enter into the first deals but, even when it did, few problems existed to complicate matters barring disagreements over the value of goods.

(2) Today, fixing a fair price remains at the centre of international commerce. When we look at the deal from the point of view of the seller, market research must determine the price at which the goods will be sold. This may vary greatly from country to country and people are often surprised to see exactly the same item for sale at two or three times the price it sells for in another country. Taxation and local government controls are sometimes behind this, but often it comes down to the fact that people in poor countries simply cannot afford to pay the same amount of money as those in rich countries. These are the things a seller has to bear in mind when preparing a price list for goods in each country.

(3) In most cases, the purpose of setting a suitable price is to sell the maximum number of units. Usually, this is the way to guarantee the biggest profit. One exception is in the selling of luxury or specialist goods. These are often goods for which there is a limited market here, slightly different rules apply because the profit margin (the amount of money a producer makes on each item) is much higher. For instance, nearly everyone wants to own a television or a mobile phone, and there is a lot of competition in the area of production, forcing the prices to be competitive too. The producers have to sell a large number of items to make a profit because their profit margin is small. But not everyone wants to buy hand-made jewelry, or a machine for sticking labels onto bottles. This enables the producer to charge a price much higher than the cost of making the item, increasing the profit margin. But at the heart of any sale, whether they sell many items for a small profit, or a few items for a large profit the prime motivation for the producer is to make as much profit as possible.

(4) At least, that was the case until relatively recently when, to the great surprise of many, companies started trading without profit as their main objective. Ethical trade began as an attempt to cause as little damage as possible to the producers of raw materials and manufactured goods in poor countries. This movement put pressure on the industry to see to it that working conditions and human rights were not damaged by the need for poorer people to produce goods. In short, it drew to the world's attention the fact that many poor people were being exploited by big businesses in their drive to make more profit.

(5) There have been many examples throughout the developing world where local producers were forced by economic pressure to supply cash crops such as tea, coffee and

cotton to major industries. These people are frequently not in a position to fix their prices, and are often forced by market conditions to sell for a price too low to support the producers and their community. Worse still, while the agricultural land is given over to cash crops, it robs the local people of the ability to grow their own food. In time, through over-production, the land becomes spent and infertile, leading to poverty, starvation, and sometimes the destruction of the whole community.

(6) Fair trade policies differ from ethical trade policies in that they take the process a stage further. While ethical policies are designed to keep the damage to a minimum, fair trade organisations actually work to improve conditions among producers and their communities. Fair trade organisations view sustainability as a key aim. This involves implementing policies where producers are given a fair price for the goods they sell, so that they and their communities can continue to operate.

(7) Although many big businesses are cynical about an operation that does not regard profit as a main driving force, the paradox is that it will help them too. With sustainability as their main aim, fair trade organisations not only help the poorer producers obtain a reasonable standard of living, but they also help guarantee a constant supply of raw materials. This form of sustainability benefits everyone, whether their motive is making a profit or improving the lives of the world's poorer people.

**What was the primary mode of transportation for people engaged in international trade hundreds and thousands of years ago?**

- A. ships
- B. cars
- C. airplanes
- D. trains

ANSWER: A

**What remains at the center of international commerce today from the perspective of the seller?**

- A. market research for setting a fair price
- B. currency exchange rates
- C. local government controls
- D. taxation policies

ANSWER: A

**In the selling of luxury or specialist goods, what is a key factor that enables producers to charge higher prices?**

- A. high profit margin
- B. large market demand
- C. low production costs
- D. competitive pricing

ANSWER: A

**What was the main objective of companies involved in ethical trade?**

- A. ensuring working conditions and human rights
- B. reducing competition between all countries
- C. exploiting poor countries
- D. maximizing profit

ANSWER: A

**How do fair trade organizations differ from ethical trade policies?**

- A. Fair trade organizations aim to improve conditions and promote sustainability.
- B. Fair trade organizations focus on maximizing profit.
- C. Ethical trade policies aim to improve conditions for producers.
- D. Ethical trade policies focus on minimizing damage to the environment.

ANSWER: A

## **SECTION 2 (2 marks)**

**Read the passage below. Decide if each statement to be True, False, or Not Given.**

TRUE if the statement agrees with the information

FALSE if the statement contradicts the information

NOT GIVEN if there is no information on this

(1) The purpose of international commerce is to buy things from and sell things to people in other countries. Hundreds, and indeed thousands, of years ago, this actually worked quite well. People who travelled to foreign lands, often by ship, would take with them items for trade. Agricultural countries would, for example, trade olive oil or wine for weapons or other worked items. All that needed to be negotiated was a fair 'price' for the items. (How many axes is a barrel of oil worth, for example?) Currency did not enter into the first deals but, even when it did, few problems existed to complicate matters barring disagreements over the value of goods.

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forcing the prices to be competitive too. The producers have to sell a large number of items to make a profit because their profit margin is small. But not everyone wants to buy hand-made jewelry, or a machine for sticking labels onto bottles. This enables the producer to charge a price much higher than the cost of making the item, increasing the profit margin. But at the heart of any sale, whether they sell many items for a small profit, or a few items for a large profit the prime motivation for the producer is to make as much profit as possible.

(4) At least, that was the case until relatively recently when, to the great surprise of many, companies started trading without profit as their main objective. Ethical trade began as an attempt to cause as little damage as possible to the producers of raw materials and manufactured goods in poor countries. This movement put pressure on the industry to see to it that working conditions and human rights were not damaged by the need for poorer people to produce goods. In short, it drew to the world's attention the fact that many poor people were being exploited by big businesses in their drive to make more profit.

(5) There have been many examples throughout the developing world where local producers were forced by economic pressure to supply cash crops such as tea, coffee and cotton to major industries. These people are frequently not in a position to fix their prices, and are often forced by market conditions to sell for a price too low to support the producers and their community. Worse still, while the agricultural land is given over to cash crops, it robs the local people of the ability to grow their own food. In time, through over-production, the land becomes spent and infertile, leading to poverty, starvation, and sometimes the destruction of the whole community.

(6) Fair trade policies differ from ethical trade policies in that they take the process a stage further. While ethical policies are designed to keep the damage to a minimum, fair trade organizations actually work to improve conditions among producers and their communities. Fair trade organizations view sustainability as a key aim. This involves implementing policies where producers are given a fair price for the goods they sell, so that they and their communities can continue to operate.

(7) Although many big businesses are cynical about an operation that does not regard profit as a main driving force, the paradox is that it will help them too. With sustainability

as their main aim, fair trade organizations not only help the poorer producers obtain a reasonable standard of living, but they also help guarantee a constant supply of raw materials. This form of sustainability benefits everyone, whether their motive is making a profit or improving the lives of the world's poorer people.

**The purpose of international commerce in ancient times was solely based on exchanging goods for a negotiated fair price.**

- A. True
- B. False
- C. Not Given

ANSWER: A

**Market research plays a significant role in determining the fair price of goods in international commerce, and this price can vary greatly between countries.**

- A. True
- B. False
- C. Not Given

ANSWER: A

**The primary motivation for producers, whether selling many items for a small profit or a few items for a large profit, is to make as much profit as possible.**

- A. True
- B. False
- C. Not Given

ANSWER: A

**Companies involved in ethical trade prioritize making a profit as their main objective.**

- A. False
- B. True

C. Not Given

ANSWER: A

**Local producers in the developing world are often in a position to set their own prices for cash crops like tea, coffee, and cotton.**

A. False

B. True

C. Not Given

ANSWER: A

### **SECTION 3 (3 marks)**

**Complete each sentence with the correct word from the word bank.**

**"If you want to lose weight, you should \_\_\_\_\_ junk food from your diet."**

A. eliminate

B. increase

C. introduce

D. maintain

E. include

F. reduce

G. emphasize

H. indulge in

I. avoid

J. appreciate

K. encourage

L. buy

ANSWER: A



**"Weight loss can improve your health and make you feel more \_\_\_\_\_ in your own skin."**

- A. comfortable
- B. perplexed
- C. disinterested
- D. cautious
- E. ambivalent
- F. annoyed
- G. indifferent
- H. overwhelmed
- I. insecure
- J. jubilant
- K. skeptical
- L. repulsive

ANSWER: A

**"The project was a \_\_\_\_\_ effort; we all worked on it together."**

- A. collaborative
- B. competitive
- C. isolated
- D. complex
- E. efficient
- F. singular
- G. individualistic
- H. effortless
- I. streamline
- J. innovative
- K. conflicting
- L. confidential

ANSWER: A

**“The price list is \_\_\_\_\_, depending on how much customers in a particular market can afford.”**

- A. finalized
- B. limited
- C. ensure
- D. carry out
- E. vary
- F. influence
- G. inaugurated
- H. amateur
- I. mislead
- J. account for
- K. labor
- L. campaign

ANSWER: A

**"Arctic ice loss is reducing the \_\_\_\_\_ of polar bears."**

- A. habitat
- B. behavior
- C. camouflage
- D. temperature
- E. migration
- F. biodiversity
- G. abundance
- H. etiquette
- I. intelligence
- J. diet

**K.** adaptation

**L.** conflict

ANSWER: A

**"He must be \_\_\_\_\_ to colds since he is always sick."**

**A.** susceptible

**B.** immune

**C.** acquired

**D.** hollow

**E.** resilient

**F.** allergic

**G.** irresistible

**H.** receptive

**I.** invincible

**J.** flexible

**K.** resistant

**L.** indifferent

ANSWER: A

**"There was a considerable \_\_\_\_\_ over the use of drugs in athletics."**

**A.** controversy

**B.** innovation

**C.** contradiction

**D.** collaboration

**E.** compliance

**F.** indifference

**G.** consensus

**H.** consequence

**I.** complication

- J. consent
- K. pollution
- L. innovation

ANSWER: A

**"They \_\_\_\_\_ that they will have several applicants for the job."**

- A. anticipate
- B. conduct
- C. ignore
- D. dread
- E. dredge
- F. neglect
- G. disregard
- H. fear
- I. emigrate
- J. risk
- K. underestimate
- L. volunteer

ANSWER: A

**"Scientists are hoping for a \_\_\_\_\_ in the search for a cure for cancer."**

- A. breakthrough
- B. stagnation
- C. regression
- D. hopeless
- E. reduction
- F. hindrance
- G. postponement
- H. setback

- I. adventure
- J. impediment
- K. interruption
- L. innovation

ANSWER: A

**"Exercise has become part of my daily \_\_\_\_\_."**

- A. routine
- B. deviation
- C. experiment
- D. dispersal
- E. population
- F. habitat
- G. norm
- H. diplomat
- I. custody
- J. tradition
- K. ritual
- L. protocol

ANSWER: A

#### **SECTION 4 (1.5 marks)**

**Choose the correct heading of each paragraph below.**

(A) Of all mankind's manifold creations, language must take pride in its place. Other inventions - the wheel, agriculture, sliced bread - may have transformed our material existence, but the advent of language is what made us human. Compared to language, all other inventions pale in significance, since everything we have ever achieved depends on

language and originates from it. Without language, we could never have embarked on our ascent to unparalleled power over all other animals, and even over nature itself.

**(B)** But language is foremost not just because it came first. In its own right it is a tool of extraordinary sophistication, yet based on an idea of ingenious simplicity: ‘this marvellous invention of composing out of twenty-five or thirty sounds, that infinite variety of expressions which, whilst having in themselves no likeness to what is in our mind, allow us to disclose to others its whole secret, and to make known to those who cannot penetrate it all that we imagine, and all the various stirrings of our soul’ This was how, in 1660, the renowned French grammarians of the Port-Royal abbey near Versailles distilled the essence of language, and no one since has celebrated more eloquently the magnitude of its achievement. Even so, there is just one flaw in all these hymns of praise, for the homage to languages unique accomplishment conceals a simple yet critical incongruity. Language is mankind's greatest invention - except, of course, that it was never invented. This apparent paradox is at the core of our fascination with language, and it holds many of its secrets.

**(C)** Language often seems so skillfully drafted that one can hardly imagine it as anything other than the perfected handiwork of a master craftsman. How else could this instrument make so much out of barely three dozen measly morsels of sound? In themselves, these configurations of mouth: p,f,b,v,t,d,k,g,sh,a,e and so on - amount to nothing more than a few haphazard spits and splutters, random noises with no meaning, no ability to express, no power to explain. But run them through the cogs and wheels of the language machine, let it arrange them in some very special orders, and there is nothing that these meaningless streams of air cannot do: from sighing the interminable boredom of existence to unravelling the fundamental order of the universe.

**(D)** The most extraordinary thing about language, however, is that one doesn't have to be a genius to set its wheels in motion. The language machine allows just about everybody from pre-modern foragers in the subtropical savannah, to post-modern philosophers in the

suburban sprawl - to tie these meaningless sounds together into an infinite variety of subtle senses, and all apparently without the slightest exertion. Yet it is precisely this deceptive ease which makes language a victim of its own success, since in everyday life its triumphs are usually taken for granted. The wheels of language run so smoothly that one rarely bothers to stop and think about all the resourcefulness and expertise that must have gone into making it tick. Language conceals art.

**(E)** Often, it is only the estrangement of foreign tongues, with their many exotic and outlandish features, that brings home the wonder of languages design. One of the showiest stunts that some languages can pull off is an ability to build up words of breath-breaking length, and thus express in one word what English takes a whole sentence to say. The Turkish word “çehirliliçtirediklerimizdensiniz”, to take one example, means nothing less than ‘you are one of those whom we can’t turn into a town-dweller’. (In case you were wondering, this monstrosity really is one word, not merely many different words squashed together - most of its components cannot even stand up on their own.)

**(F)** And if that sounds like some one-off freak, then consider Sumerian, the language spoken on the banks of the Euphrates some 5,000 years ago by the people who invented writing and thus enabled the documentation of history. A Sumerian word like “munintuma'a” (“when he had made it suitable for her”) might seem rather trim compared to the Turkish colossus above. What is so impressive about it, however, is not its lengthiness but rather the reverse - the thrifty compactness of its construction. The word is made up of different slots, each corresponding to a particular portion of meaning. This sleek design allows single sounds to convey useful information, and in fact even the absence of a sound has been enlisted to express something specific. If you were to ask which bit in the Sumerian word corresponds to the pronoun ‘it’ in the English translation ‘when he had made it suitable for her’, then the answer would have to be nothing. Mind you, a very particular kind of nothing: the nothing that stands in the empty slot in the middle. The technology is so fine-tuned then that even a

non-sound, when carefully placed in a particular position, has been invested with a specific function. Who could possibly have come up with such a nifty contraption?

**Paragraph A**\_\_\_\_\_

- A. Why language is the most important invention of all
- B. The universal ability to use language
- C. The impact of silence
- D. Foreign languages have many exotic and outlandish features
- E. Differences between languages highlight their impressiveness
- F. The way in which a few sounds are organised to convey a huge range of meaning
- G. Apparently incompatible characteristics of language

ANSWER: A

**Paragraph B**\_\_\_\_\_

- A. Apparently incompatible characteristics of language
- B. Why language is the most important invention of all
- C. The universal ability to use language
- D. The impact of silence
- E. Foreign languages have many exotic and outlandish features
- F. Differences between languages highlight their impressiveness
- G. The way in which a few sounds are organised to convey a huge range of meaning

ANSWER: A

**Paragraph C**\_\_\_\_\_

- A. The way in which a few sounds are organised to convey a huge range of meaning
- B. Why language is the most important invention of all
- C. The universal ability to use language
- D. The impact of silence
- E. Foreign languages have many exotic and outlandish features



**F.** Differences between languages highlight their impressiveness

**G.** Apparently incompatible characteristics of language

ANSWER: A

**Paragraph D**\_\_\_\_\_

**A.** The universal ability to use language

**B.** Why language is the most important invention of all

**C.** The impact of silence

**D.** Foreign languages have many exotic and outlandish features

**E.** Differences between languages highlight their impressiveness

**F.** The way in which a few sounds are organised to convey a huge range of meaning

**G.** Apparently incompatible characteristics of language

ANSWER: A

**Paragraph E**\_\_\_\_\_

**A.** Differences between languages highlight their impressiveness

**B.** Why language is the most important invention of all

**C.** The universal ability to use language

**D.** The impact of silence

**E.** Foreign languages have many exotic and outlandish features

**F.** The way in which a few sounds are organised to convey a huge range of meaning

**G.** Apparently incompatible characteristics of language

ANSWER: A

## PHẦN TỰ LUẬN (2 điểm)

### SECTION 5 (2 marks)

Read the article below. Then use **NO MORE THAN 10 WORDS** to write short answers to these questions.

(A) Of all mankind's manifold creations, language must take pride in its place. Other inventions - the wheel, agriculture, sliced bread - may have transformed our material existence, but the advent of language is what made us human. Compared to language, all other inventions pale in significance, since everything we have ever achieved depends on language and originates from it. Without language, we could never have embarked on our ascent to unparalleled power over all other animals, and even over nature itself.

(B) But language is foremost not just because it came first. In its own right it is a tool of extraordinary sophistication, yet based on an idea of ingenious simplicity: 'this marvellous invention of composing out of twenty-five or thirty sounds, that infinite variety of expressions which, whilst having in themselves no likeness to what is in our mind, allow us to disclose to others its whole secret, and to make known to those who cannot penetrate it all that we imagine, and all the various stirrings of our soul' This was how, in 1660, the renowned French grammarians of the Port-Royal abbey near Versailles distilled the essence of language, and no one since has celebrated more eloquently the magnitude of its achievement. Even so, there is just one flaw in all these hymns of praise, for the homage to languages unique accomplishment conceals a simple yet critical incongruity. Language is mankind's greatest invention - except, of course, that it was never invented. This apparent paradox is at the core of our fascination with language, and it holds many of its secrets.

(C) Language often seems so skillfully drafted that one can hardly imagine it as anything other than the perfected handiwork of a master craftsman. How else could this instrument make so much out of barely three dozen measly morsels of sound? In themselves, these configurations of mouth: p,f,b,v,t,d,k,g,sh,a,e and so on - amount to nothing more than a few haphazard spits and splutters, random noises with no meaning, no ability to express, no

power to explain. But run them through the cogs and wheels of the language machine, let it arrange them in some very special orders, and there is nothing that these meaningless streams of air cannot do: from sighing the interminable boredom of existence to unravelling the fundamental order of the universe.

**(D)** The most extraordinary thing about language, however, is that one doesn't have to be a genius to set its wheels in motion. The language machine allows just about everybody from pre-modern foragers in the subtropical savannah, to post-modern philosophers in the suburban sprawl - to tie these meaningless sounds together into an infinite variety of subtle senses, and all apparently without the slightest exertion. Yet it is precisely this deceptive ease which makes language a victim of its own success, since in everyday life its triumphs are usually taken for granted. The wheels of language run so smoothly that one rarely bothers to stop and think about all the resourcefulness and expertise that must have gone into making it tick. Language conceals art.

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**Question 1:** What is the central idea presented in paragraph A?

**Đáp án câu 1: Language and its role in human evolution**

**Question 2:** According to paragraph B, what is the paradox at the core of our fascination with language?

**Đáp án câu 2: The fact that language was never invented**

**Question 3:** What metaphor is used in paragraph C to describe the skillful drafting of language?

**Đáp án câu 3: The perfected handiwork of a craftsman**

**Question 4:** In paragraph D, why does the author claim that language is a victim of its own success?

**Đáp án câu 4: Due to its deceptive ease**

**Question 5:** What is the remarkable feature of Sumerian word construction discussed in paragraph F?

**Đáp án câu 5: Thrifty compactness**

*Ngày biên soạn: 08/10/2023*

**Giảng viên biên soạn đề thi: Đỗ Huy Liêm**

*Ngày kiểm duyệt: 31/10/2023*

**Trưởng Bộ môn kiểm duyệt đề thi: TS. Nguyễn Hòa Mai Phương**