

**Министерство образования и науки Российской Федерации  
Старооскольский технологический институт им. А.А. Угарова  
(филиал) федерального государственного автономного  
образовательного учреждения высшего профессионального  
образования  
«Национальный исследовательский технологический  
университет «МИСиС»**

**Кафедра гуманитарных наук**

**М.А. Черникова**

**ИНОСТРАННЫЙ ЯЗЫК (АНГЛИЙСКИЙ)  
КАК СРЕДСТВО ПРОФЕССИОНАЛЬНОЙ  
КОММУНИКАЦИИ**

**Контрольно-измерительные материалы**

Старый Оскол – 2016

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**М.А. Черникова**

**Иностранный язык (английский)  
как средство профессиональной коммуникации**

**Контрольно-измерительные материалы**

Одобрено редакционно-издательским советом  
СТИ НИТУ «МИСиС» в качестве учебного пособия  
по направлениям подготовки бакалавров  
38.03.01; 38.03.02 (080200); 38.03.05 (080500); 27.03.02  
(221400) всех форм обучения

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Учебное пособие составлено в соответствии с требованиями к обязательному минимуму содержания дисциплины «Иностранный язык (английский)», входящей в основную образовательную программу подготовки бакалавров по направлениям «Экономика»; «Менеджмент»; «Бизнес-информатика»; «Управление качеством», всех форм обучения. Данное пособие может быть использовано как на аудиторных занятиях по английскому языку, так и для самостоятельной работы с последующим контролем преподавателя.

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## Введение

Настоящее учебное пособие подготовлено в соответствии с программой курса. В задачу курса входит развитие и совершенствование навыков устной и письменной речи студентов в сфере их будущей профессиональной деятельности, создание необходимой базы знаний для чтения и понимания литературы на английском языке.

Студентам экономических направлений предлагаются контрольные работы, состоящие из десяти вариантов. Каждый вариант начинается текстом, подобранным из оригинальной английской или американской деловой экономической литературы. Грамматический материал подается от простого к сложному.

Целями освоения дисциплины «Иностранный язык как средство профессиональной коммуникации» являются практическое владение специальной лексикой, активное применение иностранного языка, как в повседневном, так и в профессиональном общении.

В результате изучения данной дисциплины обучающийся должен:

- знать грамматический и лексический (общий и терминологический) минимум в объеме, необходимом для работы с иноязычными текстами в процессе профессиональной деятельности;
- уметь читать литературу по специальности на иностранном языке с целью поиска информации из зарубежных источников, переводить тексты по специальности со словарем;
- владеть навыками выражения своих мыслей и мнения в межличностном и деловом общении на иностранном языке;

– владеть навыками извлечения необходимой информации из оригинального текста на иностранном языке по проблемам экономики и бизнеса;

– владеть иностранным языком в объеме, позволяющим использовать его в профессиональной деятельности и в межличностном общении.

В результате освоения программы курса «Иностранный язык как средство профессиональной коммуникации» у обучающихся должны быть сформированы следующие компетенции:

### **38.03.01 – Экономика**

ОК-4 – Способностью к коммуникации в устной и письменной формах на русском и иностранном языках для решения задач межличностного и межкультурного взаимодействия;

ОК-5 – Способностью работать в коллективе, толерантно воспринимая социальные, этнические, конфессиональные и культурные различия;

ОК-7 – Способностью к самоорганизации и самообразованию.

### **38.03.02 (080200) – Менеджмент**

ОК-5 – Владеет культурой мышления; способен к обобщению, анализу, восприятию информации, постановке цели и выбору путей ее достижения;

ОК-6 – Способен логически верно, аргументировано и ясно строить устную и письменную речь;

ОК-7 – Готов к кооперации с коллегами, работе в коллективе;

ОК-14 – Владеет одним из иностранных языков на уровне, обеспечивающим эффективную профессиональную деятельность.

### **38.03.05 (080500) – Бизнес-информатика**

ОК-1 – Владеет культурой мышления; способен к обобщению, анализу, восприятию информации, постановке цели и выбору путей ее достижения;

ОК-6 – Способен логически верно, аргументировано и ясно строить устную и письменную речь;

ОК-14 – Владеет одним из иностранных языков на уровне не ниже разговорного.

### **27.03.02 (221400) – Управление качеством**

ОК-1 – Владеет культурой мышления; способен к обобщению, анализу, восприятию информации, постановке цели и выбору путей ее достижения;

ОК-3 – Способен к кооперации с коллегами, работе в коллективе;

ОК-15 – Способен пользоваться одним из иностранных языков на уровне не ниже разговорного.

## КРАТКИЙ ГРАММАТИЧЕСКИЙ СПРАВОЧНИК В ТАБЛИЦАХ

Для правильного выполнения упражнений необходимо соблюдать правила грамматики английского языка. Следующие таблицы помогут в этом.

Таблица №1.

### The Pronoun МЕСТОИМЕНИЕ

#### *Personal, Possessive, Object, Reflexive Pronouns*

*Личные, Притяжательные, Объектные, Возвратные*

	Ли цо	<b>Personal</b> (личные)	<b>Possessive</b> (притяжательные)		<b>Object</b> (объектные)	<b>Reflexive</b> (возвратные – сам, собой)
			+сущ.	без сущ.		
Ед. число	1	<b>I</b> (я)	<b>My</b> (мой)	<b>Mine</b>	<b>Me</b> (мне, меня, мной)	<b>Myself</b>
	2	<b>You</b> (ты, вы)	<b>Your</b> (твое, ваше)	<b>Yours</b>	<b>You</b> (тебе, тебя, тобой)	<b>Yourself</b>
	3	<b>He</b> (он) <b>she</b> (она) <b>it</b> (он, она, оно для неодуш. сущ.)	<b>His</b> (его) <b>her</b> (её) <b>its</b> (его, её)	<b>His</b> <b>hers</b> <b>its</b>	<b>Him</b> (ему, его, им, о нём) <b>her</b> (ей, ее, о ней) <b>it</b>	<b>Himself</b> <b>herself</b> <b>itself</b>
Мн. число	1	<b>We</b> (мы)	<b>Our</b> (наш)	<b>Ours</b>	<b>Us</b> (нам, нас, нами)	<b>Ourselves</b>
	2	<b>You</b> (вы)	<b>Your</b> (ваш)	<b>Yours</b>	<b>You</b> (вам, вас, вами)	<b>Yourselves</b>
	3	<b>They</b> (они)	<b>Their</b> (их)	<b>Theirs</b>	<b>Them</b> (им, их, ими)	<b>Themselves</b>



Таблица №2.

**DEMONSTRATIVE PRONOUNS***Указательные местоимения*

Единственное число	<b>This</b> этот, эта, это	<b>That</b> тот, та, то
Множественное число	<b>These</b> эти	<b>Those</b> те

Таблица №3.

**SOME and ANY**

	<b>Some</b>	<b>Any</b>
<b>positive</b>	<p><b>а) немного, несколько</b> There is some water in the bottle. – В бутылке немного воды. There are some chairs in the room. – В комнате несколько стульев.</p> <p><b>б) какой-то, некий</b> Some Mr. Jones wants to see you. – Вас хочет видеть какой-то мистер Джонс.</p>	<p><b>а) любой, всякий</b> Any child can do it. – Любой ребенок сделает это.</p> <p><b>б) hardly+any=почти нет</b> I have hardly any money. – У меня почти нет денег.</p> <p><b>с) как правило, после if</b> Buy some apples if you see any. – Купи яблок, если увидишь.</p>
<b>negative</b>	<p><b>Некоторый, какой-то, кто-то, etc. (частичное отрицание)</b> I didn't go to some lectures yesterday. – Вчера я не ходил на некоторые лекции.</p>	<p><b>Никто, ничто, никакой, etc. (полное отрицание)</b> I didn't go to any lectures yesterday. – Я вчера вообще не ходил ни на какие лекции.</p>
<b>questions</b>	<p><b>а) в специальных вопросах</b> Where can I get some cigarettes? – Где я могу купить сигареты?</p> <p><b>б) в просьбах и предложениях</b> Would you like some tea? – Хотите чая?</p>	<p><b>В общих вопросах</b> Do you have any brothers or sisters? – У тебя есть братья или сестры?</p>

Таблица №4.

**QUANTIFIERS***Местоимения, выражающие количество*

	Исчисляемые существительные	Неисчисляемые существительные
<b>Много</b>	<b>Many</b> (как правило, в отрицательных и вопросительных предложениях, после <b>so, too, very</b> )	<b>Much</b>
	<b>A lot of, lots of, a great deal of, plenty of, loads of</b> (в утвердительных предложениях)	
<b>Немного</b>	<b>A few</b>	<b>A little</b>
	<b>Some</b>	
<b>Мало</b>	<b>Few</b>	<b>Little</b>
<b>Меньше</b>	<b>Fewer</b>	<b>less</b>

Таблица №5.

*Глагол to be*

<i>Present</i>	<i>Past</i>	<i>Future</i>
<b>I am</b>	<b>Was</b>	<b>Will be</b>
He, She, it <b>is</b>	<b>Was</b>	<b>Will be</b>
We, You, They <b>are</b>	<b>Were</b>	<b>Will be</b>

Таблица №6.

**Оборот There + be**

<i>Число</i>	<i>Present</i>	<i>Past</i>	<i>Future</i>
<i>Единственное</i>	There is	There was	There will be
<i>Множественное</i>	There are	There were	There will be

Таблица №7.

**Degrees of comparison of adjectives and adverbs***Степени сравнения прилагательных и наречий*

Type of the adjective/adverb (тип прилагательного/наречия)	Neutral degree (нулевая степень сравнения)	Comparative degree (сравнительная степень)		Superlative degree (превосходная степень)	
1. Односложные прилагательные и наречия, двусложные прилагательные на -у, -ow, -er	big fast lovely narrow clever	<b>+er</b>	bigger faster lovelier narrower cleverer	<b>+</b> <b>-est</b>	The biggest the fastest the loveliest the narrowest the cleverest
2. Двух- и более сложные прилагательные и наречия на <b>-ly</b>	modern  beautiful  prettily	<b>more +</b>	More modern more beautiful more prettily	<b>the most +</b>	the most modern the most beautiful the most prettily
3. Исключения	good, well bad, badly many, much little – мало little (маленький) old		better worse more less smaller  1. elder a) только о родственниках; b) только с существительным и после него; c) никогда в		the best the worst the most the least the smallest  1. the eldest

	far далекий, далеко	сравнит. оборотах. 2. older 1. farther (только о расстоянии) 2. further а) о расстоянии; в) дополнительный.	2. the oldest 1. the farthest  2. the furthest
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Таблица №8.

## ENGLISH TENSES

### *ACTIVE VOICE* – Действительный залог

Для выражения времени совершения действия – настоящего, прошедшего и будущего – английский глагол имеет своеобразную систему глагольных времен. Глагольные времена делятся на 4 группы – Simple (Indefinite), Continuous, Perfect и Perfect Continuous. В действительном залоге английский глагол имеет 12 глагольных времен.

	INDEFINITE	CONTINUOUS	PERFECT	PERFECT CONTINUOUS
<b>PRESENT</b>	<b>V, Vs</b>	<b>am is + Ving are</b>	<b>have + Ved, V3 has</b>	<b>have + been + Ving has</b>
	I write.	I am writing.	I have written.	I have been writing.
	<i>Я пишу (часто).</i>	<i>Я пишу (сейчас).</i>	<i>Я написал (уже, только что)</i>	<i>Я пишу (уже час, с двух часов)</i>
<b>PAST</b>	<b>Ved, V2</b>	<b>was + Ving were</b>	<b>had + Ved, V3</b>	<b>had + been + Ving</b>
	I wrote.	I was writing.	I had written.	I had been writing.
	<i>Я написал (вчера).</i>	<i>Я писал (вчера, в 3 часа, когда он вошел)</i>	<i>Я написал (вчера, к 3 часам, до того как...)</i>	<i>Я писал (уже 2 часа, когда он пришел).</i>
<b>FUTURE</b>	<b>will + V</b>	<b>will + be + Ving</b>	<b>will + have + Ved, V3</b>	<b>will + have + been + Ving</b>
	I'll write.	I'll be writing.	I'll have written.	I'll have been writing.
	<i>Я напишу (завтра).</i>	<i>Я буду писать (завтра, в 3 часа)</i>	<i>Я напишу (завтра, к 3 часам, до того как он придет)</i>	<i>Я буду писать (завтра, к тому времени, когда он придет)</i>

**THE PASSIVE VOICE**  
Страдательный залог

Passive - страдательный залог

	INDEFINITE	CONTINUOUS	PERFECT
<b>PRESENT</b>	<b>am</b> <b>is + V3</b> <b>are</b>	<b>am</b> <b>is + being + V3</b> <b>are</b>	<b>have</b> <b>+ been + V3</b> <b>has</b>
	Usually houses are built 8 months.	This house is being built now.	This house has been already built.
	<i>Обычно дома строят 8 месяцев.</i>	<i>Этот дом строится сейчас.</i>	<i>Этот дом уже построен.</i>
<b>PAST</b>	<b>was</b> <b>+ V3</b> <b>were</b>	<b>was</b> <b>+ being + V3</b> <b>were</b>	<b>had + been + V3</b>
	This house was built last year.	When I came last year this house was being built.	This house had been built before I came.
	<i>Этот дом был построен в прошлом году.</i>	<i>Когда я в прошлом году приехал, этот дом строился.</i>	<i>Этот дом был построен до того, как я приехал.</i>
<b>FUTURE</b>	<b>will + be + V3</b>	<b>X</b>	<b>will + have + been + V3</b>
	This house will be built next year.		This house will have been already built by January.
	<i>Этот дом будет построен в следующем году.</i>		<i>Этот дом уже будет построен к Январю.</i>

Страдательный залог в английском языке употребляется, когда внимание говорящего сосредоточено не на субъекте, а на объекте действия. Глагол в страдательном залоге показывает, что подлежащее подвергается действию, а не само его выполняет.

Сравните:

He translates a book. ----- Он переводит книгу.

The book is translated. ----- Книгу переводят.

Страдательный залог образуется с помощью вспомогательного глагола *to be* в соответствующем времени, лице и числе и причастия II смыслового глагола, т.е. *to be + Participle II*.

Таблица №10.

## Types of questions

### *Типы вопросов*

Тип вопроса	Структура				
	Вопросит. слово	Вспомогат. глагол	Подлежащее	Смыслов. часть сказуемого	Остальные члены предлож.
1. General (Yes/No question) Общий вопрос	–	Is Do  Did Were Have Can  Should	she the children Peter you they your parents I	reading go  come sleeping been leave  eat	now? to school?  yesterday? at 7 p.m.? to Egypt? you alone?  it?
2. Special question (Специальный вопрос)	What When Where  Who Why How How often How long How far  How much	are did can  do were should does has is  does	you Helen I  you they the pizza it the house Moscow  the jacket	good at? come? buy  live with? late? be made? rain been built? – cost?	some juice?    here?  from London?
3. Subject question (Вопрос к подлежащему)			Who What  Whose books  Which of you	loves has broken? are  can speak	Mary? –  on the desk?  French?
4.	(What)	Do	you	prefer	tea or

Alternative question (Альтернативный вопрос)					coffee?
5. Tag question (Разделительный вопрос)	Структура				
	Повествовательное предложение	Общий вопрос			
	Утвердительное	Отрицательный			
	You like milk, He is kind, It is raining, You came yesterday, Mary has been to Italy, Your son can read,	don't you? isn't he? isn't it? didn't you? hasn't she? can't he?			
	Отрицательное	Без отрицания			
	Nothing matters, Nobody came yesterday, You have never tried it, It won't rain, He can't drive a car	does it? did they? have you? will it? can he?			
6. Indirect question (Косвенный вопрос)	Структура				
	<b>Главное предложение</b> (повествовательное или вопросительное)	<b>Придаточное</b> (содержит в себе основной вопрос с прямым порядком слов)			
	I wonder I'd like to know Can you tell me  Do you know Do you have any idea	what time it is. where he lives. how I can get to the city centre? why he left? how much it costs?			



Таблица №11.

**MODALS***Модальные глаголы*

Modal	Meaning	Example
Can	1. физическая и умственная способность 2. возможность 3. разрешение 4. просьба 5. в отрицаниях – запрет (нельзя)	1. I can swim. 2. You can fall ill. 3. You can go home now. 4. Can I have some juice? 5. You can't park here!
Could	1. физическая и умственная способность в прошлом 2. возможность 3. просьба	1. He could read when he was 5. 2. We could still win. 3. Could you help me?
May	1. возможность 2. разрешение	1. You may become a doctor. 2. You may go now.
Might	1. возможность 2. разрешение 3. упрек (+Perfect Infinitive)	1. I might come. 2. Might I ask you a question? 3. You might have come.
Must	1. долженствование, исходящее от говорящего 2. в отрицаниях – запрет (строже, чем can)	1. You must do it right now! 2. You mustn't beat girls!
Should/ought to	1. совет (следует, «стоит») 2. моральное обязательство 3. необходимость 4. возможность 5. упрек (Perfect infinitive)	1. You shouldn't eat so many sweets. 2. Children ought to help their parents. 3. We should be there in no time. 4. If anything should happen to me call the police. 5. You should have called me.

Need	Необходимость (как модальный – только в отрицательных предложениях)	You needn't do it right now.
Shall	1. предложение 2. намерение	1. Shall we begin? 2. He shall come.
Will/would	1. желание, намерение 2. просьбы, предложения 3. в отрицаниях – нежелание («никак не»)	1. I will/would lend you some money. 2. Will/ would you help me? 3. The door won't/wouldn't open.

Когда речь идет об успешном завершении действия в прошлом («он смог»), следует использовать was/were able вместо could, который используется для обозначения физических и умственных способностей.

Таблица №12.

### ***SEMI-MODALS***

#### *Полумодальные глаголы*

Have to	1. долженствование, вызванное обстоятельствами («приходится») 2. в отрицаниях – отсутствие необходимости («не надо»)	1. I work hard as I have to keep my family. 2. You don't have to get up so early.
Be to	1. договоренность (+Perfect Infinitive, если не состоялась) 2. строгий приказ в отрицаниях – строгий запрет 3. что-то неизбежное 4. инструкции	1. We are to meet at 5. (We were to have met at 5 but we didn't.) 2. You are to stay here. You are not to do that. 3. He was to become a doctor. 4. What are we to do?

Эти глаголы обладают модальным значением, но в предложении функционируют, как обычные глаголы, то есть в отрицаниях и вопросах используются вспомогательные глаголы, происходит изменение по временам.

Таблица №13.

### **Reported speech**

#### *Косвенная речь*

Если глагол, вводящий косвенную речь, стоит в прошедшем времени, обычно происходит согласование времен по этому вводящему глаголу, что выражается в следующей замене времен.

<b>Present Simple</b> “I live in Moscow”, she said.	<b>Past Simple</b> She said she lived in Moscow.
<b>Present Continuous</b> “He is reading a book”, I said.	<b>Past Continuous</b> I said he was reading a book.
<b>Present Perfect</b> “We have finished”, they said.	<b>Past Perfect</b> They said they had finished.
<b>Present Perfect Continuous</b> “I have been working hard since morning”, she said.	<b>Past Perfect Continuous</b> She said she had been working hard since morning.
<b>Past Simple</b> “I did it at 10”, he said.	<b>Past Perfect/Past Simple</b> He said he had done it at 10.
<b>Will</b> “I will call you”, she said.	<b>Would</b> She said she would call me.

1. Согласование времен в косвенной речи не происходит, если:

а) действие в прямой речи выражает факты, истины, исторические события.

“Moscow is the capital of Russia”, the teacher said.

The teacher said Moscow is the capital of Russia.

“Water boils at 100 degrees Celsius”, he told us.

He told us water boils at 100 degrees Celsius.

“Saint Petersburg was founded in 1703”, the guide told us.

The guide told us Saint Petersburg was founded in 1703.

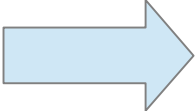
b) действие в косвенной речи непосредственно связано с моментом речи.

- I met Angela yesterday, she told me she is getting married.

- Really? Didn't she say when the big day is?


2. Помимо времен, могут изменяться выражения времени и места, указательные местоимения (кроме случаев в пункте 1b).

Таблица №14.

Here now this, these today, tonight tomorrow yesterday last week next week ago		There then that, those that day, that night the next day the day before the week before the following week before
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3. Модальные глаголы при переводе в косвенную речь не меняются, за исключением:

Таблица №15.

Will can may shall		Would could (would be able to) might should
-----------------------------	--	--

4. Предложения с нереальным условием (т.е. с бы), а также предложения в сослагательном наклонении не изменяются.

«If you were more careful you wouldn't make so many mistakes», the teacher told me.

The teacher told me if I were more careful I wouldn't make so many mistakes.

“I wish you were here”, she said.

She wished I were there.

Таблица №16.

**Reported Questions***Косвенные вопросы*

При переводе любого вопроса в косвенную речь порядок слов становится прямым (подлежащее + сказуемое).

Общий вопрос	Специальный вопрос
“Do you go to school?” She asked me <b>if</b> I <u>went</u> to school.	“Where do you live?” I asked him where <b>he</b> <u>lived</u> .

Таблица №17.

**Reported Commands and Requests***Косвенные приказания и просьбы*

Без отрицания	С отрицанием
“Open the door”, he said. He told me <b>to</b> open the door.	“Don't open the door”, he said. He told me <b>not to</b> open the door.

## Вариант 1

### Money Matters

#### *1. Прочтите и переведите текст на русский язык.*

In business there are many occasions on which people have to deal with money and talk about money. Within a company there are business situations in which receipt of money and the payment of money is the central occupation.

There are different methods of payment in foreign trade. Open account is a simple agreement whereby you agree to pay for the goods after you have received them, usually on a monthly basis. You can send money to your supplier's bank in various ways. Cheque is the slowest method of payment. You can arrange for your bank to issue a draft drawn on an overseas bank in either sterling or foreign currency. You send this direct to your supplier who pays it in his bank account.

The fastest method of sending money abroad is telegraphic transfer. But don't forget that it costs a little more than most other methods of transferring funds. Your UK bank instructs an overseas bank, by cable or telex, to pay a stated amount of money to your supplier.

One of the most popular ways of arranging payment is documentary bill of exchange. It offers benefits for both you and your supplier. The main advantage is that you are not to make payment until your supplier has dispatched the goods. If the goods are sent by sea your partner's location, he is able to maintain control of them through the document of title until you have agreed to make payment. It is an effective demand for payment from your supplier. He will draw it up on a specially printed form or on his own headed note-paper and forward it to his bank together with the documents relating to the transaction. The overseas bank will send the bill and documents to a bank in the UK for 'collection'. The UK bank

will notify you of the arrival of the documents and will release them to you.

### NOTES:

1. open account – открытый счет
2. to issue a draft – выдать переводной вексель
3. documentary bill of exchange – документированная тратта (выписывается кредитором и является приказом должнику-трассату об уплате определенной суммы третьему лицу – ремитенту в указанный срок)
4. own headed note-paper – бланк компании или банка
5. collection – форма расчета инкассо

### **2. Выпишите из текста слова с окончанием -s и определите, какой частью речи они являются:**

1. показателем третьего лица единственного числа глагола в Present Simple;
2. признаком множественного числа имени существительного;
3. показателем притяжательного падежа имени существительного.

### **3. Выберите из таблицы нужную форму и переведите предложения на русский язык:**

there is	there are	there was	have/have got	is	are
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1. They .... in the office now.
2. We .... a son and a daughter.
3. .... an interesting film on TV today.
4. .... many flowers in our garden.
5. .... no lecture on State Law yesterday.
6. It ..... stuffy in here.

**4. Определите видо-временные формы глаголов в следующих предложениях и переведите предложения на русский язык:**

Example: He does business with many foreign companies. (does – Present Simple) – Он занимается бизнесом со многими иностранными компаниями.

1. Sorry, I can't help you now.
2. He flew to Berlin Yesterday.
3. They will sign this contract tomorrow.
4. We are purchasing sea proof crates next week.
5. We have already got in touch with them on the phone.

**5. Напишите следующие предложения в вопросительной форме:**

1. My cousin studies by correspondence at the Economics Department. (Who..., Where....?)
2. He went on a business trip to Poland last week. (Did .... or....?)
3. My friends will move to a new flat last week. (Will...?)
4. The goods are going to be shipped by the next steamer, (разделительный ?).

**6. Напишите к тексту 6 вопросов разных типов.**

**7. Употребите модальные глаголы can, may, must в нужной форме и переведите предложения на русский язык.**

1. I .... finish my work today, because I'm too busy.
2. He .... go there at once and help them.
3. It .... rain soon.
4. .... I come in?
5. My boss .... do it fairly easy, because he's an expert in this field.
6. They .... go there because it's quite dangerous.



**8. Употребите нужное местоимение, из указанных в скобках. Переведите предложения на русский язык.**

1. Today we have (*less, few*) business letters to work with.
2. You must work at English as (*many, much*) as possible.
3. I'm sorry, he's too busy. Will you wait for (*he, him, his*)?
4. Who told you about our competitors? - A partner of (*me, my, mine*)?
5. (*This, that, these*) businessmen get far too (*many, plenty, much*) money for their transactions.
6. I want (*the other, other, another*) paper to read.

**9. Переведите предложения с русского языка на английский.**

1. Я не позвонил ему, потому что думал, что он занят.
2. Я знал, что он болен.
3. Я был уверен, что они разговаривают в саду.
4. Мне сказали, что он вернулся с юга.
5. Я был уверен, что она получает от них письма.
6. Я думал, что она на вас сердится.
7. Я думал, что вы видели его там.
8. Я думал, что у тебя больше мужества.
9. Я вышел не через дверь магазина, а воспользовался задней дверью.
10. Он не ходил в кино вчера вечером, так как у него завтра экзамен.
11. Он настоял на том, чтобы сходить в библиотеку, хотя ему и не понадобится сегодня эта книга.
12. В прошлом году он работал, больше, чем в этом году.
13. Я чувствовал, что он не хочет туда идти.
14. Я знал, что он жил в Одессе.
15. Я боялся, что он будет сердиться, если мы не закончим работу вовремя.

## Вариант 2

### Lloyd's

#### *1. Прочтите и переведите текст на русский язык.*

This is the name of the greatest insurance business in the world, but it acquired this name in a rather unusual way: it started in a seventeenth-century coffee house – Mr Edward Lloyd kept a coffee house in the City of London – and there the «underwriters» used to meet because it was a good centre for news concerning ships. Later in the eighteenth century, after several changes of home, the underwriters occupied the third building of the Royal Exchange (earlier buildings having been destroyed by fire) and organized their business under a Committee of their members. In 1928 they moved to a big new building in Leadenhall Street, and as this soon became too small, an extension was built and opened in 1958.

As a matter of fact Lloyd's is not an insurance company or corporation. The members work as individuals, though usually in syndicates. To become a Lloyd's underwriter it is necessary to be approved by the Committee and to pay a very large amount as entrance fee as well as an annual subscription. Lloyd's underwriters are not allowed limited liability, but in the rare cases of failure (as also in the London Stock Exchange) the insured are not allowed to suffer and the Committee pays the outstanding claims.

As the result of the marine insurance business, Lloyd's branched out into shipping intelligence and other divisions. Lloyd's List is published every day, giving the movements of ships and information of «casualties». Lloyd's Register, published every year, contains information concerning ships themselves: age, nationality, owners, build, tonnage and classification of all ships surveyed by Lloyd's and conforming to its rules. The classification «A1-100 Lloyd's» is a guarantee

to any prospective purchaser or charterer that the vessel is in good condition and thoroughly «sea-worthy».

**NOTES:**

1. underwriters – страховщики
2. the Royal Exchange – здание Лондонской биржи
3. extension – пристройка к зданию
4. entrance fee – вступительный взнос
5. annual subscription – взнос
6. limited liability – нести юридическую ответственность
7. claims – претензии
8. shipping intelligence – департамент, занимающийся сбором информации
9. casualties=accidents – аварии
10. sea-worthy – надежный в морских условиях

**2. Найдите правильный вариант ответа на нижеследующий вопрос. Из приведенных вариантов ответа укажите правильный.**

Does the Committee pay all the claims?

1. Yes, it does.
2. Yes, it does, but in the rare cases of failure.
3. Yes, it does, but in the rare cases of failure and only the outstanding claims.

**3. Замените подчеркнутые слова личными местоимениями и определите видо-временные формы глаголов в следующих предложениях. Переведите предложения на русский язык.**

**Example:** The teacher is helping the students to translate the article.

the teacher – *he* (он) – именительный падеж

the students – *them* (им) – объектный падеж

the article – *it* (её) - объектный падеж

is helping – Present Continuous

*Учитель помогает студентам перевести статью.*

1. Mother will send Mary to book the tickets.
2. The man gave the books to the boy.
3. My friend writes a letter to his sister every three weeks.
4. This book is not suitable for me and my friend.
5. You and your friend are working hard at history.
6. The animals have got very little food in the Zoo nowadays.

**4. Употребите местоимения some или any и их производные.**

1. The buyers wanted to get ... samples of our manufactures, and we sent them ... .
2. Did you go .... last week?
3. Have you got .... interesting books?
4. There isn't .... special in their message.
5. .... is knocking at the door. Hold on, please.
6. He didn't make .... mistakes in his dictation.

**5. Напишите следующие предложения в вопросительной форме.**

1. Lloyd's is the name of the greatest insurance business in the world. (Is Lloyd's ... or .... business?)
2. Mr Edward Lloyd kept a coffee house in the City of London. (Did....?)
3. Lloyd's is not an insurance company or corporation, (разделительный?)
4. In 1928 the Royal Exchange moved to a big new building in Leadenhall Street. (When...?)

**6. Употребите модальные глаголы can/ could, may или must в следующих предложениях. Переведите предложения на русский язык.**

1. She ... translate the article into Russian.
2. We .... go home before it gets dark.
3. You .... take any book you like.
4. I ... do this work myself.
5. He .... have come while I was out.

**7. Выберите из таблицы нужную форму и переведите предложения на русский язык.**

there is .... there will be .... have/has got ....had .... it was
---

1. .... cold yesterday.
2. My relatives .... a nice car.
3. Tomorrow .... a lot of businessmen in my office.
4. My husband .... many business partners last year.
5. .... a telephone for my boss in the next door room.
6. My sister's boss ... no personal car.

**8. Объедините предложения, используя причастие в соответствующей форме.**

Example: He was very busy. He couldn't come to our party.

– *Being very busy he couldn't come to our party.*

1. Mother had cooked the meat pie. She found it too salty.
2. Mike looked into the fridge. He found out that he had nothing to eat.
3. They were singing in the next room. I heard them.
4. She fed her family. She ate dinner herself.
5. She entered the room. She found nobody in.
6. The man is standing by the window. He is our dean.
7. He has cut his finger. He went to see a doctor.
8. She was doing the test. She couldn't remember the forms of the verbs.

**9. Переведите предложения с русского языка на английский.**

1. Джим вчера попросил меня починить (repair) машину, но у меня было мало времени, и мне пришлось отказать ему. 2. Она очень застенчива (shy). У нее мало подруг. 3. В зале было довольно много людей, так как фильм был интересный. 4. У меня есть несколько книг по этой проблеме. 5. У нас нет сахара. Купи немного по дороге домой. 6. Мало кто понял, что он хочет сказать. 7. Я выпил немного кофе и смог работать до полуночи. 8. В его переводе было мало ошибок. 9. Они подошли к небольшой деревне; в ней было несколько домов. 10. У них оставалось немного времени до начала спектакля, и они решили пойти перекусить (have a bite). 11. Не думаю, что он будет хорошим врачом. У него мало терпения (patience). 12. У нас было мало денег, поэтому мы решили поехать автобусом. 13. Довольно много друзей пришли навестить его. 14. У него не хватает несколько долларов, чтобы купить эту картину. 15. Ты можешь взять несколько конфет.

## Вариант 3

### Marketing Methods

#### *1. Прочтите и переведите текст на русский язык.*

Before selling the goods, you must do a lot of market research first. The information needed can be obtained from consulates, and trade representations, from trade associations and trade journals or from specialized consultant companies, etc. (who will do a professional market research job for you for a fee).

The information you are interested in is if there is any demand for your goods, what the market potential is, what sort of competition you will meet, i.e. how the price of your goods compares with other competitive products including those produced locally, local conditions and preference, local trading customs and habits, what seasonal factors should be taken into account and the like.

But in general marketing covers not only market research, but also planning the selection (assortment) of goods, and consequently the production itself, price policy, advertising and promotion of sales, controlling the sales and post-sales servicing.

So marketing is a system of running all the business activities of a company (organization) in respect of coordinating supply and demand and over-production<sup>4</sup> in advanced capitalist countries.

Marketing may within the framework of socialist economy as well enable to co-ordinate production and goods circulation (consumption of goods) for the purpose of using all the resources for the benefit of people and for covering in the best possible way all their needs (requirements).

#### **NOTES:**

1. consulate – консульство

2. to take into account=to take into consideration – принимать во внимание
3. in respect of – что касается
4. over-production – перепроизводство

**2. Письменно дайте ответы на следующие вопросы по тексту.**

1. Where can you find the necessary information about a market research?
2. What information should it be like?
3. Is marketing only market research?
4. Marketing is a system of running all the business activities of a company, isn't it?
5. Marketing methods work only in capital societies, don't they?

**3. Вставьте соответствующие притяжательные местоимения. Переведите предложения на русский язык.**

Example: Tell him not to forget ... ticket; she mustn't forget ... either. – Tell him not to forget *his* ticket; she mustn't forget *hers* either. Скажи ему, чтобы он не забыл свой билет, а она не должна забыть свой (её) также.

1. Whose books are those? Are they ... or ...?
2. I see he has lost his pencil; perhaps you can lend him ....?
3. Lend them .... dictionary; they've left ... at home.
4. My suitcase is heavier than ....
5. Those seats are not ...., they are ...
6. This doesn't look like ... book; it must be ....



**4. Употребите местоимения many, much, a lot of, a great deal of, a great number of. Переведите предложения на русский язык.**

1. ... people attended the meeting.
2. I haven't ..... work to do today.
3. Do you spend .... time on your work?
4. .... of the students being in their third year will take part in the project.
5. Russia exports a ... of timber.

**5. Напишите следующие предложения в вопросительной форме.**

1. You must do a lot of market research before selling the goods. (What...?)
2. Marketing covers market research, planning, pricing etc. (Does ...?)
3. Marketing enables to coordinate production and goods consumption. (Does ... or... ?)
4. Marketing methods cover not only market research, (разделительный?)

**6. Определите видо-временные формы глаголов в следующих предложениях и переведите предложения на русский язык.**

Example: He does business with many foreign companies. (does – Present simple) Он занимается бизнесом со многими иностранными компаниями.

1. They have just come from a long trip to the USA.
2. He likes New York.
3. Do you understand what he is talking about now.
4. Did you see him last Monday?
5. He will attend English classes twice a week.

**7. Выберите из таблицы нужную форму и переведите предложения на русский язык.**

haven't/hasn't got ... there is ... there will be ...it is ... had ... it was..... have got
---

1. ... not a telephone in my room unfortunately.
2. ... not so cold today as... yesterday.
3. They ... a large shop in Western Street.
4. We ... a lot of time to do it yesterday, but today we... .
5. .... a marvelous show in our cinema tomorrow.
6. She ... any real estate of her own.

**8. Напишите следующие предложения в страдательном залоге. Переведите полученные предложения на русский язык.**

Example: They gave my little sister a ticket, too. –

My little sister was given a ticket too.

*Моей маленькой сестре дали билет тоже.*

1. They are sending for the doctor.
2. He asked me a question.
3. I will write a letter to my friend in Rome.
4. They are buying the furniture for the kitchen.
5. They are playing tennis.
6. They play football in winter.
7. We have just received this paper.
8. They will be speaking about this problem with you tomorrow at five.

**9. Переведите предложения с русского языка на английский.**

1. Он написал довольно много книг. 2. Я не могу идти с вами сегодня в театр. У меня так много работы. 3. В нашей библиотеке мало английских книг. 4. В автобусе было слишком много народа. 5. В стакане было мало воды, и он налил (pour) себе немного. 6. Мало кто понимает его английский язык. У него слишком много ошибок. 7. В прошлом году было построено мало новых домов. 8. Премьер-министр (prime minister) сказал журналистам лишь несколько слов. 9. Я встречал мало хороших врачей в своей жизни. Но доктор Грин, наш врач, дает нам массу полезных советов. 10. Можно мне немного кофе? – Нет, он слишком крепкий для тебя. 11. Мне кажется, что ты положила слишком много соли в суп. 12. Чтобы построить больницу, необходима крупная сумма денег. 13. Он купил довольно много акций (share). 14. Многие люди не употребляют сахар и соль. 15. Он понял лишь несколько слов.

## Вариант 4

### Franchising

#### *1. Прочтите и переведите текст на русский язык.*

Many people assume franchising is of recent origin, but this is not true. Two early franchise operations in the United States were CocaCola which first supplied its syrup to franchised bottles around 1900, and Rexall Drugstores, which started around 1902. Other examples of early franchise pioneers included automobile dealerships and gasoline stations. Gasoline companies entered the franchising field around 1930.

In the 1950s, franchising spread across the United States. In fact 90 per cent of all franchise companies doing business today started in the early 1950s. Franchise opportunities touch every type of business: motels, fast foods, drugstores, variety stores, repair shops, dry-cleaning services, laundromats, employment agencies, car rental services, pet shops, etc.

Obvious signs of franchising's popularity are the numerous fastfood outlets lining the highways and littering shopping malls. Today there are over 75,000 fast-food restaurants in the USA, many of them franchise operations. They serve everything from special flavours of ice-cream to hot dogs. McDonald's has an international network of 11,100 restaurants that sell a billion hamburgers every five months. It is the biggest food franchise operation in the world.

Each franchise organization enters into a contractual agreement with each of its franchisees. These contracts may differ, but most of them have points in common. The franchise buyer normally pays an initial fee to the company and agrees to pay the franchisor a monthly percentage of sales. In exchange, the franchisee has the right to sell a standard product or service.

In almost every franchise, the franchisee must invest some money. The amount varies from a few thousand dollars to millions. Most franchise purchasers enter the business to earn money; in fact, the owner and the company both want to earn money. Earnings are a measure of the franchise's success. To succeed, it must be well managed, provide good products or services, and obtain repeat customers.

The franchisor begins to earn money when the cash down payment is made. The amount of royalty, or share of the proceeds, paid to the franchisor differs from company to company. Typically, a franchisee pays a royalty of between 3 and 15 per cent on gross sales (total sales revenue).

Many people who consider entering into a franchise contract assume they will be their own boss. This assumption is only partially accurate. The franchisor exercises a significant amount of control over the franchisee in such areas as (1) real estate ownership, (2) territorial restrictions, (3) cancellation provisions and (4) required exclusive handling.

The cancellation provision in a contract is a powerful control device. If the company does not consider the operator successful, the franchise agreement can be cancelled after that time. Exclusive handling means that the franchisee will only sell items, products, or services that are acceptable to the franchisor. This means that the franchisor has control over what is sold directly to customers or clients.

#### **NOTES:**

1. franchising – право на создание коммерческого предприятия, предоставляемое на определенный период и зафиксированное в договоре
2. cash down – за наличный расчет
3. royalty – отчисления владельцу патента
4. total sales revenue – общий объем продаж (общий годовой доход)
5. provisions – снабжение продовольствием

6. handling – управление бизнесом

**2. Выпишите из текста слова с окончанием -s и определите, какой частью речи они являются:**

1. показателем третьего лица единственного числа глагола в Present Simple;
2. признаком множественного числа имени существительного;
3. показателем притяжательного падежа имени существительного.

**3. Письменно дайте ответы на следующие вопросы по тексту.**

1. Why is it not true to say franchising is of recent origin?
2. Are signs of franchising's popularity the numerous fast-food outlets or post offices?
3. What is the main idea of the so-called contractual agreement?
4. Who owns the whole business called franchising and why?

**4. Употребите одно из местоимений: little, a little, a few, few. Переведите предложения на русский язык.**

1. It is useless to ask him about it. He has ... knowledge of the subject.
2. He drank ... water and felt much better.
3. The chairman said ... words.
4. .... people understood what he said (hardly any).
5. Hurry up! We have very ... time.
6. May I have ... wine, please?

**5. Выберите из таблицы нужную форму и переведите предложения на русский язык.**

there is ... there be ... have .... has got .... was
--

1. The Co ... a lot of orders for this type of equipment.

2. The room wasn't air-conditioned so it ... hot inside.
3. ... only one vacant room left.
4. Will ... a meeting in our subsidiary at 4 p.m.?
5. ... you ... any significant papers on your desk?

**6. Переведите предложения на русский язык, обращая внимание на различие в переводе can/could, must, may.**

1. The steamer may arrive tomorrow morning.
2. They could make some mistakes in assembling the parts of the machine.
3. We must cover the bags with tarpaulin, otherwise they will be wetted by the rain.
4. Our employees may still be working.
5. She can easily translate this contract from Russian into English.

**7. Определите видо-временные формы глаголов в следующих предложениях и переведите предложения на русский язык.**

Example: He does business with many foreign companies. (*does* – Present simple) *Он занимается бизнесом со многими иностранными компаниями.*

1. Don't talk so loudly, I hear you well.
2. He has not received any business letters from the company this week.
3. The manager entered the office, sat down at his desk and began to look through the morning mail.
4. I hope he won't be tired after his work.
5. We are going to ship these goods by the next steamer.

**8. Употребите правильную форму глагола в придаточных предложениях времени или условия. Переведите предложения на русский язык.**

1. If we (*arrange*) the meeting as soon as possible we will not be a success to make the contract on favourable terms.
2. When we (*be ready*) to place a trial order with your company, we'll notify you by cable.
3. As soon as the customers get the Notification they (*have to*) open a letter of credit with the Moscow Narodny Bank.
4. If the Seller quotes a very high price for their machine-tools, I'm afraid it (*be not acceptable*) to us.
5. They won't place their order with our company until we (*make*) our price for the equipment much lower.

**9. Переведите предложения с русского языка на английский.**

1. Будьте добры, передайте мне соль, пожалуйста.
2. Вечер был влажный (*damp*) и прохладный.
3. Был холодный и ветреный (*windy*) день.
4. Вино слишком сладкое.
5. Я люблю сухое вино.
6. Она нашла такую хорошую работу.
7. Погода плохая. Ночь была очень холодная. Я не хочу гулять в такую холодную погоду.
8. Человек приручил (*domesticate*) собаку много лет назад.
9. Это неожиданная новость.
10. Он обладает обширными знаниями в области медицины.
11. Кипр к Мальта известные туристические центры.
12. Она прожила трудную жизнь.
13. Нефть используют для производства (*production*) бензина.
14. Шотландия – гористая (*mountainous*) часть Великобритании. Самая высокая гора – пик Бен-Невис.
15. Где они остановились? – В отеле "Континенталь". Это на Хай-стрит.



## Вариант 5

### Contract No 5/32

#### *1. Прочтите и переведите текст на русский язык.*

London March 20, 2001 «Machexport Ltd.», Moscow, Russian Federation, hereinafter referred to as the «Buyer» on the one side, and Brown & Co, hereinafter referred to as the «Seller», on the other side, have concluded the present Contract on the following:

CLAUSE 1. Subject.

The Seller has sold and the Buyer has bought on f.o.b. terms 20 pumps model MP-3.

CLAUSE 2. Price and total amount of the Contract.

The price is ... per unit and the total amount of the Contract is ... . The price is understood to be f.o.b. London including seaworthy packing, marking, loading on board the ship and stowing. The price is firm and not subject to any alteration.

CLAUSE 3. Delivery dates.

The equipment indicated in Clause 1 of the Contract is to be delivered to the Buyer's location on the following dates: ...

By the specified dates the equipment is to be manufactured in accordance with the Contract conditions, tested, packed, marked and delivered to the port of London.

The Seller may deliver the equipment prior to the stipulated dates only if there is a written consent of the Buyer.

The date of the clean on board Bill of Lading issued in the name of the Buyer is considered to be the date of delivery.

CLAUSE 4. Payment is to be made for collection in US dollars. The following documents are to be presented to the Bank:

1 – Invoice; 2 – Clean on board Bill of Lading; 3 – Test Certificate; 4 – Insurance Policy; 5 – Packing List; 6 – Export License.

## CLAUSE 5. Guarantee.

If the equipment proves to be defective during the guarantee period, the seller has at its expense to remedy the defects or to replace the faulty equipment with the new one of good quality which is to be delivered without delay to the delivery port.

### NOTES:

1. hereinafter referred to as – в дальнейшем именуемая как
2. stowing – укладка в трюме
3. stipulated dates – оговоренные в контракте даты
4. for collection – форма расчета инкассо

### ***2. Напишите к тексту 6 вопросов разных типов.***

### ***3. Заполните пропуски возвратными местоимениями, подходящими по смыслу.***

1. I cut ... with the knife the other day.
2. I don't think he 'll be able to manage by... .
3. One must remember to behave ... in one's own house just as well as in other people's.
4. Have we got to do it all by ...?
5. It was given to me by the queen ... .

### ***4. Переведите следующие предложения на русский язык, обращая внимание на производные от some, any, no, every.***

1. There was something left.
2. I've been nowhere this summer.
3. Have you got anything in stock?
4. You have to look for the cable everywhere.
5. I have no more money, so I can buy nothing else.

**5. *Употребите глаголы в скобках в нужном времени.***

1. When we (go) to see them last night they (play) cards; they (say) they (play) since six o'clock.
2. By the end of last year he (read) four Shakespeare plays, and by the next year he (read) two more.
3. I (not see) him since last Monday, but I believe he (write) an essay on Hamlet at present.
4. He will come at once because I (tell) him on the phone that you (need) him urgently.
5. I (study) English for six years now.
6. By the time you get back I (finish) all my correspondence, and then I (can) help you with yours.

**6. *Употребите правильную форму глагола в придаточных предложениях условия. Переведите предложения на русский язык.***

1. If the children (be) good, they can stay up late.
2. If you don't shut that window, we all (die) of cold.
3. If it (be) convenient let's meet at nine o'clock.
4. If it rain, you will get wet.
5. It will be impossible for me to finish my work if you (not send) the necessary details to me.

**7. *Подчеркните вспомогательные глаголы, имеющие модальное значение и переведите предложения на русский язык.***

1. You'll have to pay him in advance.
2. She says I'm not to lay the table before twelve o'clock.
3. Do I have to come at nine?
4. No one is able to undo that bolt until you oil it.
5. You are allowed to pick some apples off that tree.

**8. *Переведите предложения из прямой речи в косвенную.***

1. She said to him: "I'm busy like a bee today".
2. The Sellers said: "This ship will arrive in mid June".
3. The manager said: "Do you want to have a look at the draft contract?"
4. She said: "Don't laugh at them."
5. Tom remarked: "I didn't expect him to be so young."
6. She reminded: "Call me as soon as you can!"
7. Sam told Boris: "It is raining outside. Take an umbrella."
8. Mike noted: "I called him a few days ago."

**9. *Переведите предложения с русского языка на английский.***

1. Поблизости есть хороший итальянский ресторан.
2. Мне хотелось бы выпить чашку кофе.
3. Джейн – редактор.
4. Джек – редактор университетской газеты.
5. На столе – журнал.
6. Вы нашли журнал, который вы искали?
7. Вчера впервые я видел новый фильм. – Как вам понравился фильм?
8. Том собирается купить новый автомобиль.
9. Том собирается застраховать автомобиль.
10. Я читаю интересную книгу.
11. Книга, которую я читаю, на столе.
12. Светило солнце.
13. Линда – дочь известного адвоката.
14. "Вишневый сад" – пьеса Чехова.
15. Из-за плохой погоды в пятницу мы не смогли поехать в Кливленд.

## Вариант 6

### International Economics

#### *1. Прочтите и переведите текст на русский язык.*

International economics deals with the flow of commodities, services, and capital across national boundaries. Trade in commodities refers to imports and exports of merchandise. Service transactions involve such activities as shipping, travel, insurance, or tourist services performed by companies of one country for residents of another. And finally capital flows refer to setting up plants in foreign countries or to acquisition of bonds, stocks, and bank accounts in one country by residents of another country.

In a very real sense international transactions constitute an extension of domestic transactions. Transactions within a country are financed by the country's own currency, usually through the writing of checks. But a universal currency does not exist. Instead, each country issues its own currency. The price of one currency in terms of another is called an exchange rate. Many exchange rates vary from day to day in response to changes in supply and demand conditions in the foreign exchange markets. International transactions require payments or receipts in foreign currencies, and these must be converted to domestic currency through the exchange rates, which themselves are subject to change. Exchange rate variations can have profound effects on the domestic economy.

A national government can introduce a variety of restrictions on international transactions that cannot be imposed on domestic transactions. A tariff, an import quota and a «voluntary» export restraint (VER) are among them. A tariff is a tax on an imported commodity. An import quota places a maximum limitation on the amount of the commodity

that may enter the country. And a «voluntary» export restraint is a quantitative limitation on the export of a certain commodity, negotiated by an importing and exporting country. The policies mentioned above are forms of import protection. We can also mention such restrictions as an export subsidy, where a government pays exporters a sum of money for each unit of the product they export in order to make them more competitive abroad, an international commodity agreement, regulating commodity market, and exchange control, where a country restricts the ability of its citizens to convert their money to foreign currencies.

Such measures may have profound effects on the economy. Yet, they apply only to international and not to domestic transactions.

#### **NOTES:**

1. commodities=goods – товары
2. merchandise=goods=commodities – товары;  
торговля
3. capital flows – движение капитала
4. domestic=home – внутри страны
5. receipt – получение платежа
6. negotiated – оговоренные

#### ***2. Найдите в тексте английские эквиваленты к следующим словам и словосочетаниям.***

- движение товара и услуг;
- сделки в сфере услуг;
- жители;
- строительство заводов;
- международные сделки на внутреннем рынке;
- универсальная валюта;
- курс обмена валют;
- множество ограничений на;
- товарный рынок.

**3. Перепишите следующие предложения, содержащие разные формы сравнения прилагательных и наречий, и переведите их на русский язык.**

1. Most students regularly attend lectures.
2. She visits them more frequently than us.
3. The fire was put out quicker than we expected.
4. Could you speak as loudly as you are able to?

**4. Перепишите следующие предложения, содержащие возвратные местоимения, и переведите их на русский язык.**

1. Don't worry we'll sign the contract ourselves.
2. When they negotiated the price they didn't ask anything for themselves.
3. He was angry with himself when he wasn't given a discount.
4. She as a senior manager holds meetings with business partners herself without any assistance.
5. I myself will inspect the equipment in operation.

**5. Заполните пропуски местоимениями, производными от some, any, no, every. Переведите предложения на русский язык.**

Somebody ... something ... anything .... anybody ... nobody ... everybody ... everywhere
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1. I want ... to copy this text.
2. If ... happens in the workshop, get in touch with me immediately.
3. You can get this company latest catalogue ... .
4. Fortunately ... paid in time, ... was a slow payer.

**6. Выберите нужную форму глагола, имеющее модальное значение и переведите предложения на русский язык.**

1. I'll ... stay late in the office tomorrow to look through the contract.  
a) must; b) can; c) have to; d) has to.
2. I am busy with orders and unfortunately I ... to book accommodation for foreign visitors.  
a) can't; b) won't be able; c) haven't; d) won't can.
3. I can't accompany you I ... to clarify some matters with the manager after lunch.  
a) must; b) will; c) can; d) am.
4. Take into consideration, you ... be late for a two-day conference.  
a) able; b) not allowed; c) should not; d) must not.
5. John said he ... to be in the office a bit earlier the next day.  
a) would have; b) will have; c) must; d) has.

**7. Употребите следующие предложения в косвенной речи. Начните каждое предложение со слов «She asked me...».**

1. Do you speak English?
2. Do you know how far it is to the station?
3. Are there any ripe black berries on that bush?
4. How many pieces of watermelon can you eat?
5. What is the manager's telephone number?

**8. Употребите глаголы в скобках в нужном времени.**

1. He (*meet*) foreign businessmen yesterday at 4 p. m.
2. They (*discuss*) some contract things when I (*call*) them.
3. The representatives from Bond & Co. (*settle*) the price problem when I (*come*) in.
4. They (*deliver*) the pumps tomorrow by 2 p. m.



5. The company (*supply*) the police with helicopters for 3 years.

**9. Переведите предложения с русского языка на английский.**

1. Смиты купили новый дом. 2. Вы правы. Питание здесь могло бы быть лучше. 3. Она нам предложила еду и напитки. 4. Они каждое лето ездили в Альпы. 5. Сегодня вечером я уезжаю в Бостон. 6. Я вам показал часы, которые я купил в Швейцарии? 7. Вы не могли бы доставлять молоко ко мне на дом? 8. Молоко полезно для здоровья. 9. Цена на золото падает. 10. Золото – драгоценный металл. 11. Он окончил Колумбийский университет. 12. Студенческий городок Колумбийского университета находится на Вест Сайде. 13. Лондон – старый город. 14. В Лондоне много музеев. 15. Вы когда-нибудь были в Британском музее?

## Вариант 7

### Banks in Canada and the USA

#### *1. Прочтите и переведите текст на русский язык.*

In every modern society the banking function is recognized as vital in the functioning of the economy. For this very reason, every nation takes a lot of interest in what is going on with the banks.

Canadian banking system has 2 main parts: the privately owned chartered banks and the Bank of Canada. There are now 12 chartered banks having more than 7,000 branches across Canada. The «big five» are the largest banks and hold 90 per cent of total banking assets. The Mercantile Bank of Canada is the only Canadian bank which is controlled by a foreign bank – the first National City Bank of New York. It was established mainly to make loans to business and has 14 branch offices in major Canadian cities. Canada has a central bank, the Bank of Canada, which influences the activities of the chartered banks. In Canada there are many financial institutions chartered banks, savings banks, credit unions, trust companies, mortgage loan companies, insurance companies, etc. All these institutions supply money, but only the chartered banks come under the direct control of the Bank of Canada. The chartered banks supply almost 66 per cent of the money supply. The Canadian banking is similar to the British one and is completely different from the US system. The United States has about 14,000 banks, of which 6,000 belong to the system operated by the Federal Reserve Board (usually called the «Fed»). Through its member banks, the «Fed» issues money, acts as a financial clearing house and establishes required cash reserves that banks must maintain. By increasing and decreasing these reserve requirements, and by changing the interest rate for loans to banks from the 12 regional Federal Reserve Banks, the «Fed» can regulate the

money supply and thereby attempt to control the rate of inflation in the economy.

Individual savings are usually deposited in interest-bearing accounts in several types of institutions banks, savings and loan associations and credit unions that are usually established by employee groups. Americans also have the option of placing part of their money in savings bonds and treasury bills issued by the federal government or in privately operated mutual funds that invest the money in the stock market. Almost all private banks and savings institutions have insurance offered by the federal government to protect individual savings accounts up to \$100,000.

**NOTE:**

1. interest rate – процентная ставка

**2. *Напишите ответ на следующий вопрос из текста.***

*Do the Americans have any opportunities for their individual savings to be really safe dealing with banks?*

**3. *Выберите правильный вариант ответа, учитывая правило согласования времен. Переведите предложения на русский язык.***

1. A manufacturing plant decided a Notification of the Readiness of the goods for shipment ... later.  
a) would be sent; b) will be sent; c) will have to be sent; d) must be sent.
2. The marketing manager said the machines quality of their company being in great demand on the world market ...  
a) have been improved; b) had improved; c) had been improved; d) would have improved.
3. We were asked if the modified pump capacity ... higher and it ... easier to operate.

a) will be; b) must be; c) is; d) was.

4. My sister said she ... forward to a business trip abroad.

a) will go; b) was looking; c) will look; d) would go.

5. The buyer said they ... the price reasonable.

a) didn't find; b) found; c) had found; d) will find.

**4. Поставьте прилагательные в скобках в нужной степени сравнения. Переведите предложения на русский язык.**

1. This modified sea-proof packing is (*good*) than the other two. It's (*good*) one.

2. These goods are much (*bad*) than those, they are not good in operation.

3. Their prices are (*attractive*) than their competitors'.

4. You will get (*great*) discount of all the partners.

5. Having looked through their new price-list, we came to the conclusion our prices are (*low*) than theirs.

**5. Выберите правильный вариант сказуемого в придаточных предложениях времени или условия. Переведите предложения на русский язык.**

1. When they ... the construction of a new shop, they will offer us to place an order with them, as we're interested in their equipment.

a) will complete; b) shall complete; c) complete; d) have completed.

2. If you ..... the washing machines for immediate shipment, could you contract us as soon as possible.

a) requires; b) require; c) will require; d) shall require.

3. Before we ..... the contract we'll have to clarify the delivery terms.

a) shall sign; b) signing; c) sign; d) will sign.

4. If they ..... to provide shipping facilities we'll sell our goods on CIF terms.  
a) are able; b) be able; c) will be able; d) can.
5. As soon as the lot ..... they'll advise you by cable. a) will arrive; b) arrive; c) arrives; d) arrived.

**6. Заполните пропуски возвратными местоимениями, подходящими по смыслу. Переведите предложения на русский язык.**

1. The company's representatives will discuss the guarantee period for computers ...
2. The manager of the company invited overseas visitors and showed them round new premises ...
3. Must we have done new pricing ..... ?
4. The balance of 100 pumps was sent by the plant-manufacturer ...
5. Unluckily I was mistaken ..... when taking a decision.

**7. Переведите следующие предложения на русский язык, обращая внимание на производные от some, any, no, every, too much перед прилагательными.**

1. Would you like something to drink?
2. There isn't anything good on at the cinema.
3. The factory is closed. Nobody works there any more.
4. The office is empty now. Everybody has gone home.
5. I'm afraid the equipment is too complicated to use it in industry.
6. I'm sure a group of specialists will render us much more qualified technical assistance than all our staff.

**8. Напишите к тексту 6 вопросов разных типов.**

**9. Переведите предложения с русского языка на английский.**

1. Всегда есть надежда. 2. Вчера впервые я слушал оперу "Риголетто", и музыка мне очень понравилась. 3. Я очень люблю музыку. 4. Я встретил сестру Нэнси. 5. В Гринвич Виллэдже много хороших ресторанов. 6. Поедем на Бродвейском автобусе. 7. Я жду Бродвейский автобус. 8. Мексика богата нефтью. 9. Париж – столица Франции. 10. Миссисипи – самая большая река в США. 11. Пит обычно ходит к зубному врачу раз – в год. 12. В прошлое воскресенье мы пошли на концерт джаза. – Вам понравился концерт? 13. У вас есть телефон? 14. Очень часто раздается телефонный звонок. 15. Моя жена у доктора.

## Вариант 8

### Corporations

#### *1. Прочтите и переведите текст на русский язык.*

Some industries, such as automobile manufacturing, computer manufacturing, oil refining, and natural gas production require millions of dollars to operate a business. Typically such vast sums of money are put together by attracting numerous investors. The unincorporated forms of business – the proprietorship and the partnership – do not attract investors who do not want to make decisions or to be actually involved in managing the firm. The corporation, by contrast, provides a form of business ownership in which owners spread over a wide geographical area can hire professional managers to operate the business.

The corporate form of business organization accounts for 90% of the total sales of US business. There are over 3.4 million profit oriented corporations of all sizes. In addition, many corporations are not conducted for profit and do not have private owners or shareholders. These nonprofit corporations conduct their business in the areas of government (e.g., the US Postal Service), education, health (e.g., a public-health clinic), religion, and charity (e.g., the Salvation Army).

The legal status of a corporation stems from a charter, which is a state-issued document authorizing its formation. The individuals forming the corporation are called its incorporators. A corporation that conducts business in the state in which it is chartered is known as a domestic corporation. A corporation doing business in a state other than the one in which it is incorporated is called a foreign corporation.

After the charter has been granted, the incorporators and all subscribers or the owners of the stock of the business meet

and elect a board of directors. They also approve the bylaws of the corporation, if this is a state requirement. The board of directors then meets to select the professional managers and to make any other decisions needed to start the business.

The corporation has relationships with various groups. Included in the corporation's domain of operation are shareholders, creditors, customers, and employees. The actual owners of the business are the shareholders, those who have invested their money. The corporation is run by professional managers who plan, organize, control, and direct the activities needed to sell goods and/or services to customers. The managers also decide what property to purchase, what employees to hire, and where to borrow needed funds.

A corporation's policy is established by a board of directors, which is elected by the shareholders or owners. The board must put together the best possible team of managers to run the day to day operations. In governing the corporation, the board of directors decides for or against recommendations submitted by the officers of the corporation. Although the board is the final authority, it usually responds to requests and recommendations made by the professional managers.

#### **NOTES:**

1. (sole) proprietorship – частная собственность
2. partnership – партнерство
3. profit-oriented corporations – корпорации, получающие прибыль
4. shareholders – акционеры
5. charter – устав, документ, дающий право открыть корпорацию
6. subscribers – соучредители
7. board of directors – совет директоров
8. domain=territory – сфера деятельности, территория
9. to run=to operate – управлять
10. officers=top officials=top managers – руководители



**2. Ответьте на следующие вопросы по тексту.**

1. Why are the professional managers so important to run a corporation?
2. A charter is an official document used in a corporation, isn't it?
3. What is the object – target of nonprofit corporations? Compare with profit-oriented ones.
4. What is the difference between corporated and unincorporated forms of business?
5. Which one would you like to be involved in and why?

**3. Употребите глагол в скобках в нужном времени. Переведите предложения на русский язык.**

1. How long he (*have*) his own business?
2. When they set up the publishing division, we already (*publish*) our two magazines for 3 years successfully.
3. Softbank (*distribute*) software since 1989.
4. Before he went there he (*discuss*) some business matters with his superior.
5. The manager (*look through*) the catalogues when I (*come in*).

**4. Заполните пропуски неопределенными местоимениями some, any, every, no или их производными. Переведите предложения на русский язык.**

1. Have you got ... business matters to discuss today? – Yes, I've got ...
2. Can ... help me carry these heavy bags, please?
3. You look worried. Is ... all right?
4. All my clothes are dirty. I've got ... to wear.

**5. Дайте письменный перевод следующих предложений на русский язык, учитывая правило согласования времен.**

1. I didn't know she had sent a telex to Paris in the morning.
2. She asked if I could handle and fix a fax-machine.
3. I thought my boss was living in the town center this month.
4. Everybody believed the company manager would go on business to New York in two weeks.
5. We were advised our junior staff would run training at the Computer Center.

**6. Поставьте прилагательное interesting в нужную степень сравнения, используя слова из таблицы.**

Than .... the .... as .... more .... the – the .... most
--

1. Which is ... (*interesting*) place you've ever visited?
2. My previous job wasn't ... (*interesting*) ... my new one.
3. I was surprised how good the film was. It was much ... (*interesting*) ... I expected.
4. ... (*interesting*) the book is ... time I spend reading it.

**7. Выберите правильную форму прилагательных или наречий.**

1. It's raining (*heavy/heavily*).
2. The rain is very (*heavy/heavily*).
3. Susie is only 14. she isn't (*enough old/old enough*) to get married.
4. I don't want to go swimming. It's (*too cold/cold enough*).
5. I love Tina's singing. Her voice is (*too/very*) good.

**8. Переведите следующие предложения из прямой речи в косвенную.**

1. He said to me: «I was here yesterday».

2. He asked me: «Where is your boss?»
3. She said to him: «Come at five».
4. He said: «I get up at eight a.m.».
5. Pete said: «We had finished our work by six p.m.».

**9. Переведите предложения с русского языка на английский.**

1. Я сам узнаю, лучше ли он себя чувствует. 2. Мы не ожидали, что он сам сделает работу так хорошо. 3. Мы провели выходные за городом и получили большое удовольствие, собирая грибы (mushrooms). 4. Вы должны взять себя в руки. Посмотрите на себя в зеркало. Побрейтесь, примите холодный душ, разотритесь полотенцем (towel) и поешьте, наконец. 5. Наконец мы очутились в городе и решили немного расслабиться. 6. Не ходи сегодня в школу, если ты плохо себя чувствуешь. 7. Посмотрите, сколько вкусных вещей на столе! Угощайтесь. 8. Может быть, она объяснит все сама. 9. Почему ты прячешься? 10. "Ведите себя как следует!" – строго (strict) сказал учитель. 11. Вы будете есть мороженое на десерт? 12. Он сделает свои домашние задания к семи часам вечера. 13. Через месяц мы завершим свои научные эксперименты. 14. До отъезда в Нью-Йорк он увидит всех своих старых друзей. 15. Я боюсь, что к завтрашнему дню вы уже забудете все эти правила.

## Вариант 9

### The Foreign Exchange Market

#### *1. Прочтите и переведите текст на русский язык.*

International transactions call for the use of the foreign exchange market, which is composed of four main participants: a). Commercial banks, who execute transactions for their corporate and other customers. Sometimes with the help of specialized foreign exchange brokers, they bring together buyers and sellers of foreign currencies. Banks also transact with other banks for their own account, and indeed interbank trading accounts for most of the activity in the foreign exchange market. b). Corporations, who need to convert receipts or payments from one currency to another. c). Nonbank financial institutions, such as insurance companies. d). Central banks, who intervene in the market by buying and selling currencies to influence the exchange rate. The impact of their transactions may be great.

The foreign exchange market consists of the foreign exchange departments of the large banks as well as a number of specialized traders. They keep in instant communication with each other by telephone, continuously exchanging price and quantity information. It is therefore useful to think of this market as a network of telephone lines and cables. In addition, each large bank maintains correspondent banks in all major cities throughout the world, and it is through this relationship that the network of foreign exchange transactions is conducted. The foreign correspondent of a bank may be its own branch or subsidiary. Thus although foreign exchange trading takes place in many financial markets around the world, these markets are tightly linked.

Instant communication ensures that the foreign exchange markets will be orderly: that the value of one currency in terms of another will be the same in all major financial

centers. If franc is worth 20 cents in Paris and 21 cents in London, the financier can purchase francs in Paris, sell them immediately in London, and realize a 1-cent profit on each franc. This kind of transaction is called arbitrage, for it involves no risk. Profit is realized simply by taking advantage of the geographical price differential. But the arbitrageur performs the useful function of ensuring that each currency has the same value on all financial markets.

**NOTES:**

1. call for – предусматривать
2. execute=fulfill=carry out – осуществлять
3. exchange rate – валютный обменный курс
4. subsidiary=branch – филиал
5. ensure=guarantee
6. arbitrageur – арбитражер (лицо, занимающееся арбитражными операциями)

**2. Напишите к тексту 6 вопросов разных типов.**

**3. *Дайте перевод следующих предложений на русский язык, учитывая существительные в роли определения.***

1. We can deliver cane sugar prices in December provided that we receive your order within the next ten days.
2. The commercial manager said if we didn't work in accordance with the modern requirements, a payment agreement wouldn't be reached.
3. As soon as we receive your sugar cane cable, we shall instruct our office to prepare the warehouse.
4. I shall stay at the custom-house until wholesale prices index has been examined.
5. If it's necessary I'll get in touch with him immediately to know about long-term credits.

**4. Напишите глагол в скобках в указанном времени в страдательном залоге. Переведите предложения на русский язык.**

Example: This picture (always *admire*). – Present Simple.  
This picture is always admired. – *Этой картиной всегда восхищаются.*

1. This exercise (do) very carefully. – Present Continuous.
2. The box (not open) for the last hundred years. – Present Perfect.
3. The Tower of London (formerly use) as a prison. – Past Simple.
4. This matter (discuss) tomorrow. – Future Simple.
5. Not a sound (hear). – Past Simple.
6. The book (finish) next month? – Future Simple.
7. The piano (play) far too loudly. – Past Continuous.

**5. Напишите следующие предложения в страдательном залоге. Переведите полученные предложения на русский язык.**

Example: They gave my little sister a ticket, too. –

My little sister was given a ticket too.

*Моей маленькой сестре дали билет тоже.*

1. People will show the visitors the new buildings.
2. The company is expanding its range of services.
3. Somebody recommended me to another doctor.
4. When we first met, they had already offered me a job at the bank.
5. We are relocating our headquarters in Malaysia.

**6. Поставьте вопросы к подчеркнутым словам, употребив страдательный залог.**

Example: He was brought up and educated in Paris.

*Where was he brought up and educated?*

1. The documents are kept in the file.

2. They are taught management here.
3. He is offered a good job at the college.
4. American films are often shown here.
5. Mike is invited to the meeting.
6. This machine is designed by this famous engineer.

**7. В следующих предложениях подчеркните инфинитивные обороты, укажите их вид. Переведите предложения на русский язык.**

1. It's necessary for the goods to be packed in strong cases.
2. They do not expect the President to cut taxes as he has promised.
3. The local authorities did not want their housing scheme to fail.
4. Thousands of British students are likely to take part in the peace march.
5. Moral perfection is considered to be one of the ideals of mankind.

**8. Переведите предложения из косвенной речи в прямую.**

1. I knew that he had never missed the lectures.
2. I hoped he wouldn't come and spoil the party.
3. We thought that they were a happy couple.
4. Everybody was sure that she was a liar.
5. Strange! I thought I had left this textbook at home.
6. He said that he was very tired.
7. They didn't know that he had seen the doctor already.
8. He said he wouldn't go to college on Friday.

**9. *Переведите предложения с русского языка на английский.***

1. Он сейчас работает? 2. Он обычно ходит на работу пешком. 3. Стив любит китайскую кухню. 4. Занятия начинаются рано утром? Да. 5. Она любит делать покупки? Да. 6. Смиты не любят путешествовать. 7. Генри не обедает в ресторане. 8. Он выключил радио и пошел спать. 9. Прошлой весной часто шел дождь. 10. Дэвид наконец продал свою старую машину. 11. Джо вернулся очень поздно вчера вечером? 12. Когда Колумб открыл Америку? Колумб открыл Америку в 1492 г. 13. Сколько стоило кольцо? Кольцо стоило 600 долларов. 14. Алиса не пришла на вечеринку. 15. Вы невнимательно читали статью.



## Вариант 10

### Fostering Entrepreneurship

#### *1. Прочтите и переведите текст на русский язык.*

«We need to permit companies and organizations to sell freely; to buy and borrow from their reserves so as to create a powerful and vibrant goods market; to invest their enormous but idle resources; to unleash in practice, not just in words, economic initiative in the country. In place of fruitless efforts at central planning of our entire industrial production, we should introduce contracts between supplier and consumer». (Prosperity Papers)

Starting a business requires courage even in the best of times: courage to take the risk of putting your own money into an idea; courage to take on the competition; and courage to take a leap into an unknown future. Throughout the world, millions of entrepreneurs display such courage as they create new businesses. This creative process is the lifeblood of the strong private sectors that drive growth and propel nations forward.

Experience has shown that nations that support their courageous entrepreneurs have grown and prospered over the last 30 years, while nations that have placed barriers to the growth of their small business enterprises have done poorly. Even among countries that have previously discouraged or prohibited such activity in favor of the state as the driving force for economic growth, there is growing recognition of the importance of fostering entrepreneurial activity.

Governments play a crucial role in helping their entrepreneurs blaze a trail of prosperity, by implementing appropriate policies and support programs. Even countries such as Japan and South Korea, which today boast of thriving private sectors, did not achieve success until after the right

elements were in place. For countries newly embarking upon the path of market-oriented reforms, the task is the same – the right elements must be in place before sustained growth and progress can be achieved.

What are the right elements? The answer, of course, will not be exactly the same for every country, but there are some basic principles that serve as a framework. Three key points are: – a market-oriented policy environment based on sound legal and regulatory structures; – entrepreneurial training and development programs; and – government support and assistance programs, such as access to risk capital for new and small business.

All three of these elements are vital. It is not enough just to provide training and technical assistance or to create small, special lending programs. In too many countries, entrepreneurs must deal with laws and regulations that have become so complex that it is nearly impossible to start a new firm or expand existing operations.

#### **NOTES:**

1. vibrant – гибкий
2. idle – дополнительные, но не работающие активно в бизнесе
3. unleash – активный
4. blaze – выбрать
5. thriving – процветающий
6. sustained – существенный
7. crucial=vital – важный

### ***2. Напишите к тексту 6 вопросов разных типов.***

### ***3. Дайте перевод следующих предложений на русский язык, учитывая существительные в роли определения.***

1. Unless you advise about your home market prices, we shall be compelled to cancel the order.

2. If the freight rate rises, the sellers will have the right to increase the price of the goods.
3. We shall be obliged if you will send us your machine-tools catalogue.
4. In case the loading or discharge port is inaccessible owing to ice, the vessel shall proceed to the nearest safe and accessible port.

**4. Напишите следующие предложения в страдательном залоге. Переведите полученные предложения на русский язык.**

Example: They gave my little sister a ticket, too. –

My little sister was given a ticket too. –

*Моей маленькой сестре дали билет тоже.*

1. Russian scientists are making wonderful discoveries.
2. This mine will produce large quantities of coal this year.
3. Who has written this article?
4. A famous architect designed this theatre.
5. A railway line connects the village with the town.
6. This plant had fulfilled the yearly plan by November 15.
7. The accountant must check the invoice.

**5. Поставьте вопросы к подчеркнутым словам, употребив страдательный залог.**

Example: He was brought up and educated in Paris.

*Where was he brought up and educated?*

1. Scientific articles are often published in this magazine.
2. The contract is being typed.
3. The machines will be delivered to us at the end of the week.
4. While the goods were being prepared for shipment, we were looking for a suitable steamer.
5. He was warmly thanked for his help.
6. The ship-owners telegraphed to the charterers that the ship was being repaired at Genoa.

7. Has the contract been checked by the legal adviser?

**6. Напишите глаголы в скобках в страдательном залоге и требуемом по смыслу времени. Переведите предложения на русский язык.**

1. Don't enter the room! A student (examine) there.
2. The event (report) by the newspapers before they arrived home.
3. After the accident he (take) immediately home.
4. The letter (type) by the typist when I came in.
5. I'm sure his work (complete) by the end of the month.

**7. В следующих предложениях подчеркните инфинитивные обороты, укажите их вид. Переведите предложения на русский язык.**

1. It would be much better for our plant-manufacturer to supply us with their spares as soon as possible, otherwise they won't meet our purchasing opportunities.
2. We would like them to teach our specialists and to make a concession in price.
3. The final price seemed to depend on their increasing the order at least by 50 units more or not.
4. The first thing for me to do is to find out when the steamer arrives.
5. The buyers requested the sellers to keep them informed of the vessel position, the messages to be addressed to their agents.

**8. Переведите предложения из косвенной речи в прямую.**

1. I expected that you would introduce me to your teacher.
2. She said that she would glad to see us.
3. He said that he wanted to place an international telephone call.

4. He wanted to know why you had missed the lecture.
5. Mike told me she would be there very soon.
6. She promised she would call us some day the following week.
7. The doctor asked me when I had caught cold.
8. Mother thought the children were playing football in the yard.

***9. Переведите предложения с русского языка на английский.***

1. В пятницу утром я работал в саду.
2. Они живут здесь с июля.
3. Вы когда-нибудь были в Лувре? Нет, я никогда не был в Лувре.
4. Боюсь, что я потерял ключи от автомобиля.
5. Как долго вы тут живете Я тут живу 9 лет.
6. К пяти часам я закончил свою работу.
7. Сильный снег шел уже около двух часов, когда они вышли из дома.
8. Почему он был удивлен, что получил "3".
9. Никто не знал, в каком году этот мост был построен.
10. Мне сказали, что вы читаете эту книгу уже больше месяца. Пора вернуть ее в библиотеку.
11. Поезд прибудет с опозданием.
12. Вы не попадете вовремя на работу.
13. Вы скоро встретите Дорис?
14. Мы собираемся купить цветной телевизор.
15. Сегодня вечером мы не собираемся обедать в ресторане.

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