

Program for entrance test in a foreign language administered by the Academy

38.04.02 Management International business Master Full-time (Language of instruction: English)

Institute of Social Sciences Faculty of International MBA programs

1. Forms of entrance exams

In 2022, the program «International business» the entrance exam for the program will take place in the form of written testing in English language and a written examination on the professional part, revealing topical issues of modern Russian politics and economy, international relations and management.

Assessment is conducted based on 200 points system.

Overall mark for entrance examination consists of sum points for English language proficiency and professional tests. Entrance tests are considered to be successfully completed if the total number of points for the test is 100 (50 and 50 for each test) points (out of 200).

The applicant passes the English language entrance exam. If an applicant is having a valid international certificate then the following points can be awarded:

TOEFL iBT	IELTS	Examination points
111-120	8.5-9	100-90
96-110	7.5-8	80
75-95	6.5 - 7	70
65-74	6.0	60

1. During the entrance test the following types of communicative competencies are tested:
 - Possession of a certain amount of knowledge, skills and experience in the field of vocabulary, grammar and phonetics, necessary for foreign-language communication
 - Knowledge of the units of the language and the rules for their connection and

communication

- Ability to use linguistic means in accordance with the norms of professional speech behavior;
- Mastery of the basic terminological vocabulary, lexico-grammatical constructions and forms typical for special literature;
- Ability to work with the text on the specialty for an adequate understanding of the material read;
- Possession of reading skills (review, familiarization, search, studying) texts by specialty;
- Understanding of common and professional statements;
- Knowledge of the written form of the language within the framework of compulsory professional activities;
- Possession of ways of forming and formulating thoughts through the language and the ability to use such methods in the process of perception of speech;
- Ability to solve set communicative tasks of varying degrees of complexity with the use of limited language tools;
- Ability to choose and use adequate language forms and means, depending on the purpose and situation of communication, on the social roles of communication participants.

2. The grammar to be tested covers the field of grammatical phenomena within the C1 + (C1.1) level of the all-European language competence scale. Particular attention in the test is given to the following topics, traditionally causing difficulties for Russian-speaking persons.

2.1. Wrong verbs (cost, spread, cast, lie, lay etc.).

2.2. V-ing - to V.

2.3. Construction of used to, be used to, get used to.

2.4. The use of tenses after the word after, as soon as, before, by the time etc.

2.5. Lexical difficulties (conscious, consciousness, conscience, conscientious etc.).

2.6. Countable - uncountable nouns (advice, knowledge, permission etc.).

2.7. Adverbs are adjectives (lovely, likely, cowardly etc.).

2.8. The use of articles

2.9. Use gerund or infinitive after English verbs

2.10. Conditional constructions.

3. The test consists of three parts: listening, lexical and grammatical part, part containing assignments for understanding texts and writing tasks.
 - 3.1. In the listening section, the ability to listen to spoken words, to make conclusions on the basis of what is heard and to answer questions on the basis of the information heard is evaluated. 10 minutes are allocated for the tasks in the listening section. Applicants are invited to listen to the oral presentation and answer questions about specific information. Contained in the excerpt, make changes to the proposed answers (correct inaccuracies), supplement unfinished proposals based on the listened.
 - 3.2. In the section of vocabulary and grammar, skills are tested to apply the grammar of practical English language. The tasks in this section take about 35 minutes to complete. The section contains tasks of several types: tasks for compiling complex sentences and idiomatic expressions from the proposed words, determining the meaning of word combinations and idiomatic expressions, selecting the right verb for the use of it in a certain context, identifying grammatical errors in the proposed text.
 - 3.3. The duration of the third part - task for understanding the text - 25 minutes. This section of the test assesses reading skills, vocabulary, ability to work with synonyms, knowledge of the stylistic features of the language, the ability to guess the meaning of unfamiliar words from the context, using the analysis of parts of the word. Texts, as well as examples from the second part, are built on the basis of academic English.
 - 3.4. The duration of the fourth part of the test is 20 minutes. In this section, the examiners should write a text about one page in A4 format, in which they explain the reasons that prompted them to enter the master's program, and also describe their professional plans for the future
4. The exam is conducted in writing. The entrant must answer the "open" and "closed" questions of the test. The questions are designed to reflect the degree of professional practice of the applicant.

Examples of "open" test questions:

- 1) Identify the main problem in the modern economy (business environment), which is of interest to you and offer your own solution.
- 2) What do you mean by the term "transition economy"?
- 3) What is the main challenge for modern management in a global context?
- 4) What are the main areas of responsibility of business and the state in the modern world?
- 5) What is common and difference between politics and governance?

Examples of "closed" test questions:

1) A prerequisite for a firm's success in implementing a dumping strategy in a foreign market is:

- a) its monopoly position in the domestic market;
- b) the presence of barriers against the reverse dumping of the subsidized goods;
- c) less elastic, than in the foreign market, demand for a dumping product;
- d) all of the above conditions are true.

2) Choose the correct statement about PEST analysis:

- a) PEST is a tool for analyzing the company's internal environment when developing a strategy;
- b) political and economic factors of the external environment are given more attention than social and technological;
- c) for the analysis of the company's external environment, you can use advanced versions of PEST analysis - STEEPLE or PESTLE;
- d) when developing a strategy for entering international markets PEST analysis is NOT used.

3) Choose the correct statement:

- a) Globalization is a substitute for the notion of increasing international trade;
- b) protectionism was one of the reasons for accelerating the processes of globalization;
- c) TNCs reduce their costs, expanding, in order to achieve economies of scale, their foreign operations;
- d) access to international markets does not affect the immediate environment of the company

4) Which of the problems listed below will be critical for the company's decision to close a foreign business?

- a) reduction of the supply of qualified personnel in the local labor market;
- b) the emergence of labor conflicts on the basis of intercultural differences;
- c) a sharp rise in the level of wages, undermining the competitiveness of the business;
- d) the need to train hired local staff;

5) Analysis of the international migration of labor resources indicates that:

- a) the country of emigration as a whole, but without taking into account migrants, receives a net gain;
- b) both countries together, taken as a whole, receive a net gain from international the movement of labor resources;
- c) the country of immigration bears net losses due to a decrease in the national the level of wages;
- d) all of the above is not true.

2. Evaluation criteria.

2.1. The general assessment for the entrance tests is made up of the sum of the points for 2 tests: the English Language Test and the Professional Test (Exam). The specific weight of each test is a maximum of 50 points. Admission tests are considered successful if the total number of points scored for 2 tests is 50 (out of 100)

2.2. The English test is considered successful if the total number of points scored is 61 (out of 100) - the share in the total evaluation for the entrance tests is 25 (out of 50).

2.3. The exam is considered successfully passed if the applicant shows good knowledge of modern problems in the field of management, international relations, political, economic and social problems of Russia, problems of global development. The entrance exam is considered successful if the total number of points scored is 50 (out of 100) - the share in the total evaluation for the entrance tests is 25 (out of 50).

3. Literature for the preparation for the entrance examinations

1. Hamilton L., Webster. P. The International Business Environment 3rd edition, Oxford University Press, 2015
2. Kotler P, Keller. K.L. Marketing Management, 15th edition, Pearson, 2015
3. Doole I. and Lowe, R. International Marketing Strategy, 5th edition, Prentice Hall, 2012

4. Examples of entrance exam tasks

- a) Examples of tasks for testing in English:

Write the most appropriate modal verb (positive or negative) in each gap. The meaning is given in brackets.

- 1) You _____ have gone to the presentation on team-building. It was excellent! (It was recommended)
- 2) She _____ has gone home already- it's only 3 p.m. (It's impossible)
- 3) There were only two people who could have left this message. It wasn't John, so it
 - a. have been Manuel. (That's the logical conclusion)
- 4) You _____ have made all those photocopies. I'd already printed out copies for everyone. (It wasn't necessary)
- 5) I _____ have taken the airport bus, but the last one had left, so I got a taxi. (If there had been a bus ...)