

University of Technologies and Solutions Integrator

Composition de : ANGLAIS COMMERCIAL	PARTIELLES 2022	Année académique : 2021 - 2022
		Filière : FCGE
		Durée : 2 heures
		Coefficient :

What is a business?

The decision to create a business is an investment decision. Financial, human and material resources will only be invested in the **supplying** of goods or in the provision of services, if the feasibility of studies indicate that those investments are likely to generate acceptable profits.

Throughout the life of business, subsequent shorter or longer term decisions will have to be made-each with mutual influencing results and effects.

According to information of the right quality, at the right time, is the basis of any rational decision-making and planning process. It is therefore necessary that all those working within business **thoroughly** understand, and know how to select and supply certain elementary **tools of the trade**. Most important among these analytical and functional tools are the classical management cycle, inter-personal communication **skills**, and mystery of the latest information technology.

VOCABULARY

Supplying : fourniture, approvisionnement, demande

Throughout : d'un bout à l'autre

Thoroughly : parfaitement, complètement

tools of the trade : instruments du commerce/des affaires

skills : compétences, savoir-faire, qualités

I. COMPREHENSION QUESTIONS

1. What elements are invested in the production of goods or services?
2. What is fundamental in the reasonable decision-making and planning process?
3. List two important tools of the trade.

II. WRITING TASK (Not more than 15 lines)

Based on the text and your own knowledge what is a business?

III. TRANSLATION

Translate into French the following passage of the text (paragraph:

From "**According to**"**down to**".**tool of the trade**"