

REGIONAL HIGHER SCHOOL OF COMMERCE

PROGRAM : Intensive English For International Trade

CLASS : BACHELOR 1 /2019

Duration: 2 Hours

SOMMATIVE ASSESSMENT

Language Use : In the reading test, you will have to choose the One answer that best describes the context of the information. (5marks)

1. The analysts have said they don't think the market has reached its peak _____(since, for, yet, soon)
2. ISC Internet, Ltd have warned that they may not go through _____(From, with, over, by) their proposed merger NorthWest PCs Ltd.
3. Our new sales _____ have just been released and there are 15% higher than last year. (numbers, margins, dollars, targets)
4. We need a new car but we are going to have to ask the bank for a _____ to pay for it. (borrow, lend, loan, hire)
5. I really miss _____ with you. It is such a pity you left. (to work, working, worked, work).

DEFINE The following INTERNATIONAL TRADE TERMS (5marks)

- WTCA _____
- GDP _____
- EXW _____
- CIF _____
- FOB _____

GENERAL KNOWLEDGE FOR INTERNATIONAL TRADE

Part I : Read the passage below and fill the gaps with the appropriate information.(3marks)

Benin is located in _____ (Central Africa, West Africa, North Africa) and is the best exporter of _____ (Cotton, Palm oil, Sugar cane) in all Africa. Benin is a member of _____ (ECOWAS, CEMAC, EU) trade zone.

Part II : (2marks)

For years now, Benin has a structural trade deficit. However, the trade deficit slightly improved slowing from 9.1% GDP to 8.3 % of GDP in 2018. How to calculate a « **Trade Deficit** » ?

Part III : (2marks)

According to the US Department of Commerce, US total exports of agricultural products to Benin totaled \$ 43 million in 2018. **Quote 04 agricultural products exportable in Benin...**

Part IV : (3marks)

US total imports of agricultural products from Benin totaled \$ 16 million in 2018. **What is the Benin Trade Balance with US for agricultural products? Is the Trade Balance POSITIVE or NEGATIVE ?**
