

REPUBLIQUE DU BENIN

UNIVERSITE D'ABOMEY – CALAVI

HAUTE ECOLE REGIONALE DE COMMERCE INTERNATIONAL (HERCI)

Classe : Licence 2

Année Académique : 2018-2019

Matière : Anglais Intensif

Durée: 01h30mn

Enseignant: Cléopatre KOUGNIAZONDE

FINAL TERM EXAM

I- General English (05 Points)

Answer to the following questions by True or False

1. With plural nouns ending in s, add an apostrophe before the s, as in "Charle's" or "Jame's."
2. With plural nouns not ending in s, add an apostrophe and an s, as in "men's suits."
3. Use a comma rather than an apostrophe to show plural forms.
4. Contractions and possessive pronouns are the same, as in "it's/its" "you're/your." and "they're/their."
5. Use a colon after the salutation (greeting) of a business letter.
6. Capitalize all proper nouns.
7. Capitalize proper names and names of geographical places, specific historical events, eras, documents, languages, nationalities, countries, and races.
8. Capitalize the first word at the beginning of a sentence.
9. It's not important to use capital letters consistently within a particular document.
10. Capitalize only the last part of a person's name.

II- English For Specific Use: International Negotiation (15 points)

Book: Getting More

Author: Stuart Diamond

- 1) Name the twelve strategies of negotiation.
- 2) Draw the Getting More Negotiation Model.
- 3) What are the four questions you have to answer to go from having a mental picture of what success would look like to realizing your goal in real life? List each step.

GOOD LUCK!