

Mark your answers on the separate answer sheet.

READING/ PART 1/ EX. 1

Read an interview with the manager of a cooperative farm. Match the interview questions (A–E) with the paragraphs (1–5)

- A In what ways can a cooperative guarantee the commitment of its workers?
- B According to your website, the farm was established more than 200 years ago. Has it been a cooperative all that time?
- C You mentioned training and you have a web page dedicated to education. How important is training and education to your business model?
- D How can a business like Appletree Farm maintain its competitiveness when its main rivals are multinational companies?
- E Why did the farm's owners forge a partnership with its employees?

A Cooperative Farm

Esther Usman interviews farm manager Josh Miller about the ways in which cooperation has driven the success of Appletree Farm.

- 1 _____
Absolutely not. It was owned by a local family for most of that time and they controlled every aspect of the farm. They specialised in the cultivation of apples and other fruits and, over time, became one of the country's biggest suppliers. By the 1980s, their produce was on the shelves of most major supermarkets, but the growth of the farm was pushing it beyond its limits. While the family knew farming inside and out, they struggled to run the business side. At the same time, better-managed farms were gaining a competitive edge. The family had no choice but to find new ways of running the business.
- 2 _____
It mainly had to do with their vision for the farm. The owners had been trying to grow the farm in a sustainable way for many years. They were interested in modern farming techniques, but they were also concerned about how farming affects the environment. If the farm had been taken over by another company, the owners would have had zero influence over such factors in the future. They also understood that the farm's success depended on the collaboration of its workers. Everyone felt a sense of responsibility towards the farm and a pride in their jobs, and the owners realised that, without the commitment of its workers, they would not have been able to achieve their vision.
- 3 _____
In most business models, the employees are considered less important than the company itself. That's why struggling companies often make cutbacks by reducing wages or firing staff. Obviously, that has a negative effect on staff and does nothing to guarantee their loyalty. However, cooperatives are based on principles such as equality and fair pay and, in return, the workers have a responsibility to make the business work. Everyone in a cooperative has equal voting rights and they can all take part in the decision-making process, so business decisions reflect the interests of all the employees. On Appletree Farm, the fruit pickers have just as much power as the managers, and the success of the farm depends on the commitment and hard work of the whole team.
- 4 _____
A key point in its favour is that Appletree Farm has a strong corporate identity and loyal customers. Our customers expect our produce to be high quality and produced sustainably, and we can guarantee higher standards than nearly all of our rivals. One of the advantages of being a cooperative is that you are part of a wider community of like-minded companies and individuals. We forge partnerships with other cooperatives which help us achieve our aims of producing high-quality goods. Not only that, but collaboration with other cooperative food producers in the areas of research and training allows us to share expertise for our mutual benefit.
- 5 _____
We take professional development extremely seriously because we want everyone in the company to fulfil their potential. Farming methods change all the time so we are constantly organising workshops and courses to keep us up-to-date. Part of our educational programme is also designed for schools and universities, so we offer talks, open days and work experience opportunities. This reflects our commitment to share our knowledge and expertise with the wider public, with the intention of improving modern farming and reducing the impact of agriculture on the environment. Many people appreciate that and it has helped ensure the continued success of Appletree Farm.

READING/ PART 1/ EX. 2

Read the interview again. Choose the correct answer (A, B, C or D).

- 1 What problems had the owners of Appletree Farm been facing?
- A They had become too specialised in only one product.
 - B They were unable to sell their products to major supermarkets.
 - C They lacked the business skills to compete with other suppliers.
 - D They were unfamiliar with the latest farming techniques.

- 2 How did the owners feel about their business being taken over by another company?
- A They were concerned about the direction it would take.
 - B They thought it would help them be more sustainable.
 - C They were too proud to consider the possibility.
 - D They believed the employees would be treated unfairly.
- 3 What advantage of cooperatives does the writer mention?
- A They are able to reduce spending on staff.
 - B They can increase customer loyalty.
 - C They have the chance to hire new workers.
 - D They can involve employees in new ways.
- 4 In what ways has Appletree Farm been successful?
- A Its products are more sustainable than all of its competitors.
 - B It has developed positive relationships with other companies.
 - C It doesn't need to depend on other companies in the sector.
 - D It has a better training programme than other companies.
- 5 What is the main role of education in Appletree Farm?
- A to attract new employees from schools and universities
 - B to help members of staff reach their full capabilities
 - C to gather skills and knowledge from the wider community
 - D to discover the impact of agriculture on the environment

READING/ PART 2/ EX. 1

Read an interview about a decision to live on a boat. Match the interviewer's questions (A–E) with the paragraphs (1–5).

- A How easy was it to find a suitable boat to live on?
- B What had been going on before you made your life-changing decision?
- C What advice would you give to people making similar life-changing decisions?
- D How has life on a boat lived up to your expectations?
- E What prompted your decision to purchase a boat?

Life-changing decisions: Living on a boat

Rita Schreiber interviews Donna Thompson about a life-changing decision.

1 ____

I'd been stuck in a rut for a while before losing my job. I was making good money and I'd bought a spacious loft apartment in East London, but something was missing. Not to get all philosophical, but it felt like my life lacked meaning. So, in some ways it was a relief to be fired from the financial services company I worked for. I was told it was making cutbacks and I was no longer needed. It was not a pleasant experience. A security guard assisted me in packing my belongings in a cardboard box before escorting me from the office. It was *so* considerate of the company to provide that support ...

2 ____

After the initial shock of being fired so suddenly, I started to weigh up the situation. It was true there was something liberating about this forced change. On the other hand, I wouldn't be able to afford my mortgage if I wasn't working. I'd need to find cheaper accommodation, but everything in London was incredibly expensive. I was even tempted to move to the country, but I'd have missed city life too much. That's when a friend suggested getting a boat. 'A boat?', I replied, 'I think that's a bit outside my comfort zone.' But as I thought about it more, I had a change of heart. There were plenty of places to moor one in the city, but I wouldn't have to stay for a fixed period at any of them. I could move whenever I wanted.

3 ____

Having sold my apartment, I moved in with my parents for a while, which would allow me to plan ahead. What I hadn't counted on was my dad trying to persuade me not to buy a boat. He thought I was nuts and that I'd made a decision on impulse. I thought, 'Thanks for the advice, Dad. I really appreciate that.' I stuck with my decision and started looking around for the right boat. It had to be in reasonable condition and suitable for navigating Britain's inland waterways. Surprisingly, it wasn't hard to find one which was already moored in London. It was a beautiful 18-metre canal boat called Ares, in perfect condition. All I had to do was sort out a licence and insurance and it was all mine.

4 ____

Space on board Ares was every bit as restricted as I'd expected, meaning I had to get rid of many of my belongings. I didn't mind selling the exercise bike that I'd hardly ever used or donating bags full of old clothes to charity. More of a dilemma was what to do with my cat, Tiddles. She's very much a creature of habit and I couldn't see her adapting to life on a boat. In the end, my parents agreed to look after her so I'd still be able to see her. Apart from not having Tiddles around, the main difference of living on a boat is the amount of work I have to do. It's way more than I'd imagined because things keep breaking all the time. Even if it's not something big, like a water pump, there's always something that needs my attention.

5 ____

Anyone thinking about living on a boat needs to be prepared for a lot of hard work. It can be costly if you have to get it done for you, so you need to be a practical person who's handy with tools. If I'd known that before buying Ares, I might not be living there now. However, I've learnt a lot about maintenance and I'm getting better all the time. The other thing people often forget is how boat life can affect your relationships. Much of the time you're tied up with work on the boat and, when you find the time to entertain, you've only got room for a couple of guests at a time. Having said that, if they live on land, they'll be delighted to spend time with you. They'll soon be having second thoughts about their own lives and whether to swap their houses for boats.

READING/ PART 2/ EX. 2

Read the interview again. Are the statements True (T) or False (F)?

- 1 Donna had been satisfied with her life before becoming unemployed. T / F
- 2 Donna was grateful for the company's help in leaving the office on her last day. T / F
- 3 Donna could see some advantages of losing her job. T / F
- 4 At first, Donna thought a boat would be too uncomfortable for her. T / F
- 5 Donna hadn't expected a family member to attempt to change her mind about living on a boat. T / F
- 6 Donna had second thoughts after her father gave her some advice. T / F
- 7 Donna's new boat was more spacious than she thought it would be. T / F
- 8 Donna didn't think her cat could get used to living on a boat. T / F
- 9 Donna claims that anyone thinking of buying a boat should be good at repairing things. T / F
- 10 Donna doubts that her visitors would prefer to live on a boat than on land. T / F

USE OF ENGLISH/ PART 1

Word families: a verb, a noun, an adjective or an adverb? Complete the sentences with the correct form of the words in brackets.

- 1 Many of the things he said were quite _____ (predict), really.
- 2 We need to do a careful _____ (analyse) of the problems before we can make any recommendations.
- 3 The students who couldn't come to the class were allowed to connect _____ (virtual).
- 4 I'd like to see more _____ (science) evidence before I decide.
- 5 My cousin works as a _____ (research) at the university.
- 6 As a result of the _____ (breed) programme, the zoo has a new baby gorilla.

USE OF ENGLISH/ PART 2

For sentences 1-6, complete the second sentence so that it has a similar meaning to the first sentence using the word given in the brackets. Do not change the word. Use between 3-5 words including the word given.

- 1 It's possible that she stayed at home yesterday as she wasn't feeling well.
She _____ at home yesterday as she wasn't feeling well. (might)
- 2 I'm pretty sure it hasn't been raining because the ground isn't wet.
It _____ because the ground isn't wet. (can't)
- 3 I think someone broke the window when they were playing football.
The window _____ when someone was playing football. (must)
- 4 It doesn't matter where we park, we still have to pay.
We still have to pay, _____ we park. (matter)
- 5 I didn't listen to my mother, and now I regret it.

_____ to my mother! (only)

6 If we keep quiet, we won't get into trouble.

We _____ we keep quiet. (unless)

USE OF ENGLISH/ PART 3

Complete the conversation using five of the following words: *cosy, cracks, derelict, mould, luxurious, overlooked, rotten, ruins.*

A: How was your holiday apartment?

B: Terrible! There were big _____ (1) in the walls, and the wooden floor was _____ (2) – it was dangerous! And it was tiny!

A: But it looked big and _____ (3) in the photos.

B: Well, it was uncomfortable and damp, with loads of _____ (4) in the bathroom.

A: And the balcony?

B: It was directly _____ (5) by other apartments.

USE OF ENGLISH/ PART 4

Choose the correct words to complete the text. In four cases both options are possible and you should write 'both' as the correct answer.

Watch your behaviour

Some of the patterns of behaviour **scientists / which** (1) have found over the last hundred years are interesting.

In one famous experiment, scientists asked people to hold a warm cup of coffee **which belonged / belonging** (2) to someone before they were introduced to that person. They found that people **who / that** (3) had been holding a warm drink often had a more positive view of the people **they / that** (4) met soon after. The reason is that the part of the brain **judges / which judges** (5) the warmth of something is next to the part **measures / that measures** (6) a person's personality – how friendly they are as a person.

One of the most interesting studies **to show / that showed** (7) people's behaviour was a visual test. Students had to identify a line **that / who** (8) was the same length as a target line. Students who worked alone were very accurate, but students **who / that** (9) worked with other people often got the answer wrong. The students **taking / took** (10) part didn't know that other people in the experiment were actors **who's / whose** (11) answers were incorrect. It was an important experiment and it wasn't the last one **to find / found** (12) how easy it is to get people to change their behaviour when they are in a group.

CULTURE

For questions 1-6, choose the most appropriate answer (A, B or C).

1. What is the capital city of Wales?
 - a. Glasgow
 - b. Cardiff
 - c. Edinburgh
2. Who is the patron saint of Scotland?
 - a. Saint George
 - b. Saint Andrew
 - c. Saint Patrick
3. What is depicted on Welsh flag?
 - a. a red dragon
 - b. a green leek
 - c. a mermaid
4. What is the highest mountain in England?
 - a. Snowdon
 - b. Scafell Pyke
 - c. Ben Nevis
5. Guy Fawkes Night is celebrated _____.
 - a. in May
 - b. on the 5th November
 - c. on the 4th of July
6. William Shakespeare didn't write _____.
 - a. King Lear
 - b. Dr Faustus
 - c. Midsummer's Night Dream

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