

Anexo 2
Pruebas para la obtención de títulos de Técnico y Técnico Superior

MODELO PARA LA ELABORACIÓN DE LAS PRUEBAS

Convocatoria correspondiente al curso 2023-2024

(Resolución de 29 de diciembre de 2023 de la Dirección General de Educación Secundaria, Formación Profesional y Régimen Especial)

DATOS DEL ASPIRANTE			FIRMA
APELLIDOS:			
Nombre:	D.N.I. / N.I.E.	Fecha:	

Código del ciclo: COM M01	Denominación completa del título: TÉCNICO EN ACTIVIDADES COMERCIALES
Clave o código del módulo: 1228	Denominación completa del módulo profesional: TÉCNICAS DE ALMACÉN

INSTRUCCIONES GENERALES PARA LA REALIZACIÓN DE LA PRUEBA

- La prueba tendrá una duración máxima de una hora y treinta minutos.
- No utilizar recursos ni material de consulta (salvo los expresamente autorizados).
- Se aconseja realizar una lectura minuciosa y detallada de las cuestiones planteadas.
- La prueba se entrega grapada y no se facilitan folios sueltos.
- Es necesario cumplimentar los datos del aspirante antes del examen y firmar en todas las hojas que se entreguen.
- Antes de entregar la prueba es necesario mostrar el DNI al profesor examinador.
- Las respuestas se deben escribir con tinta indeleble, que no sea roja.
- Si se ha de rectificar una respuesta, trazar un aspa o tachar con una línea horizontal. No utilizar líquido corrector (Tippex).
- No se resuelven dudas, cualquier consideración o interpretación se hará constar junto al enunciado.
- No se permite el uso de ningún tipo de dispositivo electrónico.

CRITERIOS DE CALIFICACIÓN Y VALORACIÓN

- La prueba consta de diferentes cuestiones teórico-prácticas.
- La valoración de cada cuestión figura junto a su enunciado. La puntuación máxima de cada cuestión se obtiene si la respuesta es correcta y completa.
- La puntuación total de la prueba es de diez puntos.
- La calificación mínima necesaria para considerar el ejercicio aprobado es de cinco puntos.

(1) Consígnense las denominaciones exactas y los códigos reflejados en el Anexo 3.a o 3.b de las presentes instrucciones.

CALIFICACIÓN

.....





GRAMMAR

1. Complete the short conversations with *any, some, much* or *many*.

1. Are there _____ cars in the car park? Yes, there are.
2. How _____ coffee do we have? We don't have any.
3. How _____ days off do you get every year? 21.
4. I've just made a pot of tea. Would you like _____ more? Yes, please.
5. Are there a lot of engineers in your office? No, there aren't _____. We're all business people.
6. How _____ time do you have free this afternoon? Sorry, I don't have any. I'm really busy.

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2. PAST SIMPLE: Complete the sentences using the correct form of the verbs in brackets.

1. I..... (not/drink) any beer last night.
2. She..... (not cook) dinner last night.
3. What time..... (he/get up) yesterday?
4. We..... (wake up) very late.
5. What..... (he/give) his mother for Christmas?
6. I..... (go) to Prague last week.

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3. PAST TIME REFERENCES: Underline the correct prepositions to complete the sentences.

1. Yusuf went to Qatar (**on** / **in** / **at**) September.
2. Bert's telephone rang five times (**for** / **during** / **to**) the meeting.
3. Eddie lived in Singapore (**in** / **for** / **on**) five years.
4. We worked on the product launch from April (**in** / **to** / **from**) July.
5. Leona started work (**on** / **in** / **at**) 27th March.

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4. Complete the text with PRESENT SIMPLE or PRESENT CONTINUOUS.

-(he/eat) rice every day?
-(you/play) tennis this Sunday?
- She.....(not/go) to the cinema very often.
- I.....(not/drink) coffee very often.
- I.....(not/drink) coffee very often.

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5. Write questions about the underlined words. (4 points)

- They travelled to Barcelona
- Tomas is eating potatoes.....
- He sometimes works hard.....
- We have a beautiful and big house because I won the lottery.

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6. Complete with a relative pronoun (which, who, whose, where, when).

- This is the bank.....was robbed yesterday.
- The womandrove the car was nervous.
- He wore a mask.....made him look like Mickey Mouse.
- He came with a friendwaited outside in the car.
- A boysister is in my class was in the bank at that time.

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7. Complete with there is /are (affirmative, negative and interrogative).

- a lamp in the room.
- “Is there a dog in the house?” “No,”
- “Are there Italians in Spain?” “Yes,”
- two tables in the room?

	2
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1. Complete the conversation with the phrases (a–f).

- a) I think we need to target younger people.
- b) I really like that idea.
- c) I don't agree.
- d) Let's use Facebook and Twitter.
- e) How about starting a Facebook page?
- f) What about using social networking sites?

Tania I think we need to send out e-mail advertisements.

Franco (0) I agree with you . I think that's a great idea. Diana, what do you think?

Diana I'm afraid (1) _____ .

Franco Why not?

Diana (2) _____ . They don't really use e-mail.

Tania So what should we do?

Diana (3) _____ ?

Franco What, you mean like Facebook and Twitter?

Diana Yes.

Tania (4) _____ . In fact, I think it's brilliant.

Franco (5) _____ ?

Franco Good idea. But what about Twitter?

Diana (6) _____

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2 Match the sentences with the responses.

- 1. What time is good for you?
- 2. What's a good day for you?
- 3. We could meet the other members of the team.
- 4. There's something I'd like to talk to you about.
- 5. Do you have any special strain?
- 6. What do you do in your free time?
- 7. What did you learn from your last job?
- 8. I think we should stop meeting Dave every week.
- 9. I can make 15th January.



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- a) People say I'm good at giving presentations.
- b) I spend a lot of time reading.
- c) How about 4.15?
- d) I'm afraid I can't make that date.
- e) I improved my organizational skills.
- f) 27th March would be fine.
- g) Mmm. I don't think that's a good idea. He's important to us.
- h) OK. Would you like to go in my office?
- i) I agree. Let's meet them next week.

1	2	3	4	5	6	7	8	9
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VOCABULARY

1. Choose the best word to complete each sentence.

- 1. Bosch is a (**German / Germany**) company.
- 2. All of our factories are in (**Chinese / China**).
- 3. Susen comes from (**Turkish / Turkey**).
- 4. Petrobras is a (**Brazilian / Brazil**) petrochemicals company.

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2. Choose the correct words to complete the sentences.

- 1. Can I buy (**a ticket / a flight/ a passanger**) to Moscow, please?
- 2. Did you (**do / watch/ see**) an in-flight movie?
- 3. We can (**take / queue/ wait**) a bus to the hotel.
- 4. Where do I collect my (**luggage / hotel room/ my flight**)?

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3. Complete the sentences with words from the box.

ambitious	creative	weird	hard-working	helpful	punctual	sociable
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1. Ben is very _____. He likes to spend time with other people.
2. Elena is _____. She spends a lot of time at the office.
3. Jenna wants to reach the top in her career. She's _____
4. Manuel likes to be on time. He's _____
5. Piet has a lot of new ideas. He's _____

5

4. CHOOSING A PRODUCT: Complete the sentences with the following words:

deal	deposit	guarantee	order	stock	endorse	placement
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1. This home cinema comes with a three-year _____.
2. I'd like to place a(n) _____.
3. Are the goods in _____?
4. Can you pay a(n) _____?
5. Arturo got a great _____ on a television. It was 50 percent off.

5

READING (15 POINTS)

Read the article and decide if the statements are true or false. If they are false, correct them. (10 points)

1. The article says that Facebook is good at reaching small markets. ...
2. Facebook's user data is very useful for advertisers. ...
3. Starbucks uses Facebook to learn about its customers. ...
4. Companies have to spend a lot of money to advertise on Facebook. ...
5. Facebook earns most of its money from advertising. ...



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Social advertising: Lower costs and a personal relationship

People use Facebook to complain about or praise companies and products, from airlines to biscuits. That's why social media marketing is important for advertisers. Facebook can help advertisers reach hundreds of millions of possible customers – a huge market.

Facebook has a lot of information about its users, including people's interests and their friends. Advertisers can use this information. It helps them get the right message to the right person at the right time.

Starbucks, the coffee retailer, created its first page a few years ago. The page helped the company understand the things people liked – and disliked. It then used that information to help create its more traditional advertising campaigns. It also used the advertising campaigns to draw more people to its Facebook pages, which have tens of millions of fans.

It's an inexpensive way to attract new customers and it allows the company to build a close relationship with them.

Every time Facebook showed the ad to 1,000 people or every time a person clicked on one of the ads, Starbucks paid Facebook. Ads usually cost less than \$1 per click. More than 90 per cent of Facebook revenues come from advertising, according to EMarketer, a research firm.



B Read the article again and choose the best option to complete the sentences.(5 points)

6. Advertisers like Facebook because it helps them to

- a) reach a big market b) deal with cultural problems c) sell products cheaply

7. Facebook helps companies understand their

- a) products b) employees c) market

8. After setting up a Facebook page, Starbucks

- a) had a huge increase in sales. b) stopped most of its traditional advertising
c) used the information to improve its traditional advertisements

9. Facebook helps businesses to build relationships with

- a) customers b) other businesses c) advertising agencies

10. Starbucks paid Facebook for an advertisement

- a) but they didn't know how many people saw it. b) when people viewed or clicked on it.
c) before the ad appeared on the internet.



WRITING

A) Write BETWEEN 100 AND 120 WORDS You are waiting for your flight. Write an email to a friend. Include the following information.

- Where you are and what you're doing
- Why there's a delay
- What some of the other people are doing
- Remember to ask what your friend is doing.

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To:
Subject:



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LISTENING

A Listen to a telephone conversation between Noemi Scrivener and Michio Yamada. Choose the best answer – a, b or c – to the questions. Track 1

1 What did Noemi do earlier this week?

- a) She e-mailed Michio with some questions about the contract.
- b) She posted the contract to Michio.
- c) She spoke with Michio on the phone about the contract.

2 What does Michio say about the contract?

- a) He received it earlier this week.
- b) He received it this morning.
- c) He received it yesterday.

3 What has Michio done with the contract?

- a) He's signed it.
- b) He's posted it back to Noemi.
- c) He's copied it.

4 What's going to happen on 15th March?

- a) Noemi is going to Japan.
- b) Michio is going to Hungary.
- c) Noemi will send a schedule to Michio.

5 How long will Michio stay in Hungary?

- a) Three days
- b) Three weeks
- c) Three months



B Listen to a conversation with Noemi, Michio, and Maria Slater. Decide whether the statements are true or false. Track 2

- 6 Noemi asks Michio about his journey.
- 7 This is the first time he has seen Noemi face-to-face.
- 8 Michio has met Maria before.
- 9 They're going to take a taxi to Michio's hotel.
- 10 Michio is ready for some rest.

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