

## 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: <b>COM S03</b>	Denominación completa del título: <b>GESTIÓN DE VENTAS Y ESPACIOS COMERCIALES</b>
Clave o código del módulo: <b>0179</b>	Denominación completa del módulo profesional: <b>INGLÉS</b>

#### 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
/100 .....



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## GRAMMAR

### 1. Write the correct relative pronoun who, which, whose, when, where and omit it if you can.

- Dallas is the city \_\_\_\_\_ Kennedy was shot.
- Bill Clinton was the president \_\_\_\_\_ wife was called Hillary.
- Rotterdam is the port \_\_\_\_\_ is the busiest in Europe.
- Bob, \_\_\_\_\_ I know very well, is going out with Mary.
- The museum \_\_\_\_\_ we visited last month is closed now.
- The woman \_\_\_\_\_ is talking to Sue is my aunt.

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### 2. Complete the following sentences with the correct tense (present simple, present continuous, past simple, future (will, be going to...), present perfect)

- I \_\_\_\_\_ (work) at Colourlines since January.
- Are you late? \_\_\_\_\_ (I/give) you a lift to work if you like.
- Look! They \_\_\_\_\_ (sell) their new mobile phone with a 10% discount!
- I expect our share price \_\_\_\_\_ (rise) when we announce the sales figures.
- I \_\_\_\_\_ (meet) Andrea at 9 o'clock next Thursday morning outside the station.
- I think I.....(go) home now. It's getting late.
- Only six people \_\_\_\_\_ (attend) the training yesterday.
- How much \_\_\_\_\_ (it/cost)? It's \$10.

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### 3. Complete with the correct tense the following conditional sentences.

- If we knew more about their culture, negotiating (be) \_\_\_\_\_ easier.
- If he (customize) \_\_\_\_\_ his CV, his chances of getting a job will be better.
- If Brittany (speak) \_\_\_\_\_ better English, she would apply for a job abroad.
- If you had given me your e-mail, I \_\_\_\_\_ (write) to you.
- If I were you, I (worry / not) \_\_\_\_\_ out the presentation.
- If you study hard, you \_\_\_\_\_ (pass) your exams.

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**4. Make these sentences in passive voice.**

- We will deliver the goods immediately.
- You can cancel the contract within five business days.
- Mary invited him to her party.
- The greengrocer has sold apples in the new market.

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**VOCABULARY**

**1. Write with words the following numbers and symbols.**

@

\$26.15

We are meeting at 8:45

About 3/4 of the shareholders agreed.

3,506

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**2. Complete the sentences with the correct word from the box.**

Loyalty	image	endorsement	lifecycle	range	leader	placement
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- Microsoft is the \_\_\_\_\_ in computer software.
- A \_\_\_\_\_ consists of introduction, growth, maturity and decline.
- Consumers who always buy Sony when they need a new TV are showing \_\_\_\_\_
- The \_\_\_\_\_ of Mercedes is such that its products are seen as safe, reliable, luxurious and expensive.
- Ronaldo advertising Niki is an example of \_\_\_\_\_



efficient	fashionable	healthy	pure	reliable	trusty	available
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1. Builders need tools that are very \_\_\_\_\_ and work well for many years.
2. When a product becomes \_\_\_\_\_ in Hollywood, sales increase all over the world.
3. People like this brand of mineral water because it comes from a \_\_\_\_\_ spring high in the mountains.
4. These fruit smoothies are aimed at people who want a \_\_\_\_\_ alternative to soft drinks.
5. Our new bulbs use very little electricity. In fact, they're the most \_\_\_\_\_ bulbs available.

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### 3. Choose the correct words to complete the text about a small toy-making company.

When we are ready to begin making and selling a new product, we find a (1) (**manufacturer / wholesaler/ retailer**) – a company that will actually produce the toy in their factory. Often we want them to use certain special materials for production. This means we tell them which (2) (**refunds / suppliers/delivery**) to use for materials. After the toys are made, they are shipped to our (3) (**purchaser / distributor / dispatcher**) – the company that handles the wholesale part of the business. They have a large (4) (**warehouse/storage / building**) where they keep the merchandise. They sell the toys to (5) (**retailers / deliverers / wholesalers**), who finally sell them to consumers.

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### 4. Choose the correct word to fill in the gap.

1. . \_\_\_\_\_ I'll see if Mr Watson is available.  
A Hold on                      B Keep on                      C Go on                      D Stay
2. I'll put you \_\_\_\_\_ to the Sales Department.  
A over                      B off                      C through                      D in



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3. Oh, dear. I think I've \_\_\_\_\_ the wrong number.

A put                      B done                      C through                      D dialed

4. Would you like me to fix up an \_\_\_\_\_ for you?

A application              B appointment              C arrangement              D attendance

5. This is Peter Brown. Hi, how do you do? \_\_\_\_\_

A Fine, thank you.      B Thanks, and you?      C How are you?      D How do you do?

6. Good morning, can I talk to Mr Brown? \_\_\_\_\_

A calling                      B It's I                      C speaking                      D talking

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**WRITING (120 WORDS)**

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Choose **one** of these options to write an email. Explain as much as possible ( 120 words):

- Make sure you include EVERY part of the email.
- Use appropriate expressions and connectors.
- Divide it into paragraphs
- I'm giving you the situation, but be creative and add your own ideas!

- Trabajas en una pequeña compañía de cosméticos orgánicos (Organic cosmetics company). Tus productos se distribuyen en spas y peluquerías. Tienes en mente una fiesta de lanzamiento de una nueva gama de productos.
- Escribe un email a tus clientes invitándoles a ellos y a sus empleados al evento. Menciona el catálogo (brochure) adjunto donde aparecen los nuevos productos.
- Pídeles que confirmen la asistencia y el número de asistentes.
- Dales detalles de dónde, cuándo y hora del evento.
- Sugiere cómo llegar al lugar.



**Comunidad  
de Madrid**

To:  
CCO:  
CC:  
SUBJECT:





Comunidad  
de Madrid



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## READING

**Read the letter and answer these questions with FULL sentences. OBLIGATORIO hacer oraciones completas.**

Dear Customer,

Office World, one of the largest suppliers of office supplies in the area, is offering some special deals this month to our regular customers. You will still get the high-quality products that you always get, but for one month, we're offering amazing prices.

We are offering a 25% discount on computers, monitors, and printers. Now is also the time to buy paper for your printers and photocopiers – buy five cartons and get the sixth one free! We are also giving a 10% reduction on general office supplies, such as price guns, staples, scissors, price label rolls, etc.

For general office supplies, we offer same-day delivery. For other items, we can deliver within two days of receiving your order. In addition, if you place an order of more than £2,500, we will give you a further 5% discount on the total sum for orders over £500, we can accept up to six payments.

Hurry now while stocks last!

Yours sincerely,

Jeremy Sutherland

Sales Director



1. How long will the special offers last?
2. Which items get the biggest reduction?
3. What discount does a customer get when he/she buys scissors?
4. How long will it take for the delivery of a printer?
5. When will Office World accept up to six payments?

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## LISTENING

**Listen and answer these questions.**

1. When was the last time Grant & Magda met each other?
2. One of them got promoted, which is his/her position now?
3. How is Magda's company doing?
4. How did Grant's company do last year?
5. Where is Grant working?
6. Grant was introduced to Doctor Sun, what do they have in common?
7. Grant offered him to buy some tickets for the.....
8. Grant makes a terrible mistake with Doctor Sun, what happened?
9. Where is Doctor Sun from?
10. When are Grant & Doctor Sun going to meet?

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