

## Anexo 2

### Pruebas para la obtención de títulos de Técnico y Técnico Superior

#### MODELO PARA LA ELABORACIÓN DE LAS PRUEBAS

##### Convocatoria correspondiente al curso 2024-2025

(Resolución de 19 de diciembre de 2024 de la Dirección General de Educación Secundaria, Formación Profesional y Régimen Especial)

DATOS DEL ALUMNO			FIRMA
APELLIDOS:			
Nombre:	D.N.I./N.I.E.	Fecha:	
Código del ciclo: (1) <b>COMS04</b>	Denominación completa del título: (1) Técnico Superior en Comercio Internacional		
Clave o código del módulo: (1) <b>Módulo 179</b>	Denominación completa del módulo profesional: (1) <b>INGLÉS</b>		

INSTRUCCIONES GENERALES PARA LA REALIZACIÓN DE LA PRUEBA
<p>Indíquese cuantas instrucciones sean necesarias para la realización de la prueba, materiales necesarios, duración y cualesquiera otros aspectos relevantes que se consideren oportunos como, entre otros, los siguientes:</p> <ul style="list-style-type: none"><li>- Cumplimentar los datos del aspirante antes del examen y firmar en todas las hojas que se entreguen.</li><li>- Tener disponible el DNI o documento identificativo equivalente en la mesa.</li><li>- Señalar y escribir con tinta indeleble, que no sea roja, las respuestas y su desarrollo.</li><li>- Si se ha de rectificar una respuesta, trazar un aspa o tachar con una línea horizontal. No utilizar líquido corrector (Tippex).</li><li>- Utilizar solamente el papel facilitado por el examinador (con el sello y formato correspondiente).</li><li>- No utilizar material de consulta (salvo aquél que se autorice expresamente).</li></ul>
CRITERIOS DE CALIFICACIÓN Y VALORACIÓN
<p>Indíquese:</p> <ul style="list-style-type: none"><li>- La calificación correspondiente a cada una de las cuestiones / ejercicios planteados.</li><li>- Las penalizaciones, si las hubiere, por respuestas incorrectas, faltas de ortografía, etc.</li><li>- Posibles criterios de valoración: concreción en las repuestas, brevedad y claridad en los planteamientos, etc.</li><li>- Señalar si la prueba se organiza en partes y si estas son eliminatorias, así como, en su caso, la consideración del resultado de esta parte en el cálculo de la calificación final del módulo profesional.</li></ul>

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

CALIFICACIÓN
.....

## CONTENIDO DE LA PRUEBA:

### 1. Match the words with their definitions and write the answers below: (6 points)

1. <b>market</b>	a. Money earned by a salesperson based on sales
2. <b>profit</b>	b. The group of people a company wants to reach with its products
3. <b>revenue</b>	c. A document showing the amount owed for goods or services
4. <b>Target audience</b>	d. A place where people buy and sell products
5. <b>Invoice</b>	e. The Money earned by a company after paying all its costs
6. <b>commission</b>	f. The Money a company gets from selling goods or services.

1.	2.	3.	4.	5.	6.
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### 2. Match the sentences in A to the responses in B. (8 points)

#### A

1. I didn't know Luke had a bachelor's degree.
2. You can pay your premium in six interest-free monthly payments.
3. Where is the fitness centre?
4. We're running low on paper.
5. My mobile phone is broken.
6. I've been under a lot of pressure recently.
7. Tom is knowledgeable and hard-working.
8. There'll be a lot of prospective customers at the exhibition.

#### B

- a. You should try to take some time off.
- b. Isn't it still under warranty?
- c. But has he got the managerial skills required for the job?
- d. Then it's important to create a positive impression.
- e. It's on your right when you come out of the lift.
- f. I placed an order for 10 boxes last week.
- g. And do you offer a no-claims discount?
- h. Yes, he got it at Stanford University.

### 3. Circle the correct answer. (8 points)

1. I want to **review** / **save** / **withdraw** \$250 from my account.
2. What **commission** / **overdraft** / **transaction** do you charge for changing foreign currency?
3. I need to **calculate** / **convert** / **steal** the cost of buying new office furniture.
4. Members of staff should **accompany** / **approve** / **install** their guests at all times during their visit.
5. Have you read the **loans** / **premises** / **terms** of the contract?
6. We should **limit** / **monitor** / **remedy** the security cameras 24/7.
7. I'm going to the **ATM** / **IBAN** / **PIN number** to get some money out.
8. Can you **borrow** / **lend** / **save** me \$100 until next week?

### 4. Numbers: Represent the following words in figures or numbers (2 points)

- 1.- Four thousand, five hundred and six .....
- 2.- One million sixty-two thousand .....

### 5. Write down what these INCOTERMS stand for (3 points)

- 4.1. CPT : C ..... P ..... T .....
- 4.2. EXW: E ..... X ..... W.....
- 4.3. CIF : C ..... I ..... F .....

## 6. Match numbers and letters (5 points)

- |                             |  |
|-----------------------------|--|
| 1. A buyer                  | ..... A. produces goods                    |
| 2. A manufacturer           | ..... B. bring goods from another country. |
| 3. When you export, you     | ..... C. might lose it.                    |
| 4. When you import, you     | ..... D. make a profit                     |
| 5. When you risk money, you | ..... F. purchases products                |

1	2	3	4	5
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## 7. Grammar: 20 points

Complete with any verbal tenses:

1. She \_\_\_\_\_ (set) up a standing order to pay her rent this morning.
2. The IT conference, which \_\_\_\_\_ (take) place in London, starts on 7<sup>th</sup> July.
3. Yes, you \_\_\_\_\_ (not need) wear respiratory mask. It is the new rule.
4. They \_\_\_\_\_ (take) on 20 new employees this week.

### Conditionals

- If the delivery truck \_\_\_\_\_ (leave) earlier, it would have arrived before the traffic got heavy.
- If we \_\_\_\_\_ (update) the GPS software in our delivery truck, we would have avoided to get lost.
- If we offered a better Price, we \_\_\_\_\_ (sell) more products.
- If you \_\_\_\_\_ (offer) more supplies, the cost per unit Will be cheaper.

### Passive voice: write in the right order to create passive sentences.

The sales team promotes the new product.

The new \_\_\_\_\_

The manager will announce the results tomorrow

The results \_\_\_\_\_

They will sell most tickets on the day of the match.

Most tickets \_\_\_\_\_

### Reported speech:

He said: I can look after the Instagram account this weekend”

He said he \_\_\_\_\_

“We reached the sales target this month”, she said

She said that \_\_\_\_\_

My team has updated the website last week.

\_\_\_\_\_

**MODAL VERBS: can- could – should- may- might -must- have to**

Customers \_\_\_\_\_ buy things online easily.

You \_\_\_\_\_ buy from trusted websites to stay safe

He \_\_\_\_\_ be the new manager, but I am not sure.

You \_\_\_\_\_ buy a membership to enjoy the exclusive discounts.

**Rewrite each sentence so that it contains an adjective and preposition:**

I don't really like rugby. (KEEN)

I am not \_\_\_\_\_

I think you broke the window deliberately (PURPOSE)

I think you \_\_\_\_\_

## 8. Reading: Teamwork in Motion: A day at the Warehouse (14 points)

On a busy Tuesday morning, the **warehouse** was full of activity. Agatha, the **Warehouse Manager**, was busy getting ready for an inventory check to make sure all stock levels were correct and efficient. Around her, her team worked together smoothly.

John dived into the **inventory** data, looking for ways to make things run better. His desk was covered with charts and notes, each one offering a hint on how to improve. Amanda, with her radio, directed the flow of new stock, making sure every item was placed just right. George, at his computer, made sure all the latest arrivals were properly **recorded** in the system. Emma, focused on future plans, was looking at reports to find faster **shipping routes** and quicker **deliveries**. Her objective was clear: to make sure everything ran as easy as possible.



Nearby, Tom was planning the **logistics** for a new shipment, trying to figure out how to fit everything in the **truck** in the most cost-effective way. In a quieter part of the warehouse, Samantha expertly drove her **forklift**, moving pallets to their designated spots, while Kevin analyzed stock levels to decide when to order more items to avoid running out.

Together, this team didn't just handle the day's work; they helped the company move forward, making sure every piece of the operation worked perfectly together.

### 1 Who does what in the Warehouse Department? (1 point each):

1) Warehouse Manager: supervises the operation	<b>a</b> George
2) Operations Specialist works with inventory data to improve operations	<b>b</b> John
3) Inventory Coordinator: directs the flow of new stock	<b>c</b> Tom
4) Inventory Clerk: records latest arrivals in the system	<b>d</b> Samantha
5) Logistics Planner: finds faster shipping routes and quicker deliveries	<b>e</b> Emma
6) Logistics Coordinator: plans the logistics for new shipments	<b>f</b> Agatha
7) Forklift Operator: drives the forklift and moves pallets	<b>g</b> Amanda

### 2 Find in the text the words that mean: (1 point each)

**A** A list of all the items or goods that are in a place: \_\_\_\_\_

**B** The total amount of goods or products that a store or business has for sale: \_\_\_\_\_

**C** To write down or store information so that it can be used in the future: \_\_\_\_\_

**D** The process of sending goods from one place to another: \_\_\_\_\_

**E** The act of taking goods to people's houses or places: \_\_\_\_\_

**F** Explain how this team can help the company move forward ?(2 points)

**9 WRITING: Fill in the gaps with the words given: (10 points)**

2 to 3 days    monitor    inconvenience  
out for delivery    questions or concerns    frustrating  
tracking link

Dear Ana,

I'm so sorry that your order hasn't arrived yet. I definitely understand how \_\_\_\_\_ this must be for you. I have tracked the item's progress via FedEx, and it's currently listed as "\_\_\_\_\_". If you'd like to \_\_\_\_\_ its progress, you can use a \_\_\_\_\_. If your order doesn't arrive within \_\_\_\_\_, please contact me directly. I will do everything I can to locate your package. I apologize again for the \_\_\_\_\_, and I encourage you to contact me if you have any additional \_\_\_\_\_.

Warm regards,  
Victor

**10 Answer two of the following questions from a job interview: (1,5 points each)**

1. How much money would you like to earn?
2. Tell me something about your strengths:
3. In five years time, how do you see yourself?
4. What did you study?

## **11. LISTENING (14 points)**

**Listen carefully and answer the questions:**

- 1.- Who is calling to Splash Pools?
- 2.- What company does she work for?
- 3.- Where is the company located?
- 4.- What plans does she have for her company?
- 5.- What does she want to buy?
- 6.- When are they going to meet at the showroom?
- 7.- What is the mail address?