**6.3 ОБРАЗЦЫ ВОПРОСОВ ДЛЯ ПРОВЕДЕНИЯ ЗАЧЁТА**

* **для специальности: 6-05-0311-02 «Экономика и управление» (профилизация «Экономика и управление туристическим бизнесом» / «Экономика и управление гостиничным бизнесом»)**
  + - 1. Types of companies.

2. Characteristics of different company type.

3. Board of Directors (BOD).

4. Characteristics of the BOD.

5. Functions and responsibilities of the BOD.

6. Advantages and disadvantages of the BOD.

7. Business tendencies: mergers and acquisitions.

8. Advantages and disadvantages of mergers and acquisitions.

9. Stock exchange and its functions.

10. Types of shares.

11. International stock exchange.

12. Market versatility.

13. Describing bars and graphs.

14. Business risks and their characteristics.

* **для специальности: 6-05-0413-01 «Коммерция» (профилизация- коммерция на внешнем рынке)**

**2 курс 3 семестр**

**1. Raising Finance**

1. What are advantages and disadvantages of borrowing money from a bank? A friend or a colleague?

2. If you need to raise money to buy a car, which source of finance would you use?

3. Money talks. Do you agree? (Деньги могут всё)

4. Is it a good business practice for a company to pay its bills later? Explain.

**2. Serving a Customer**

1. How important to a company’s success is customer care?

2. Is it possible to have too much customer care? Explain.

3. Why is customer service difficult to implement? Give some reasons?

4. Give an example of good and bad customer service you have experienced.

**3. Crisis management**

1. Are there any crises businesses cannot predict?

2. When , in your opinion , does a business problem become a crisis?

3. Have you experiences any crisis? How was it handled?

4. What is crisis management program?

**4. Takeovers and mergers**

1. What are the reasons why one company might wish to take over another company?

2. You cannot buy a company merely by buying its shares. Do you agree?

3. What do you think are the most difficult problems following a takeover for employees?

4. Can the problems following a takeover be solved successfully? How?

**2 курс 4 семестр**

**1. Selling more**

1. To what extent do you think that new advertising technologies should be regulated?

2. Has viral web advertising become easier or more difficult ?

3. The customer is always right. Do you agree?

4. What is mail shot? (рассылка почтой)

**2. Quality**

1. When you buy white goods (технику) what factors are the most important to you?

2. What is planned obsolescence? ( запланированное устареваниение)

3. What is Quality to you?

4. Why is quality so important today?

**3 Management styles**

1. How important to a company’s success is Management style?

2. Describe a good manager. What are the main qualities he should possess?

3. What are the differences in Western and Eastern management styles?

4. Which one do you prefer?.

**4. Fair trade**

1. What are advantages and disadvantages of Fair trade?

2. What is the difference between Free trade and Fair trade?

3. Why do most people think Fair trade is a bad deal

* **для специальности: 6-05-0311-02 «Экономика и управление» (профилизация «Экономика и управление на рынке недвижимости»)**

**1. Real Estate Agencies**

1. Explain the difference between a real estate agency and brokerage.

2. How to set up a Real Estate Agency

3.. How to Run a Real Estate Agency

**2. Home Inspection**

1. What are the functions of a Home Inspector?

2. What are Improper Building Practices?

3. How to write a Home Inspection Summary

**3. Real Estate Appraisal and Pricing**

1. What are the functions of a Real Estate Appraiser?

2. What are the methods of Real Estate Valuation?

3. How to Write a Real Estate Appraisal Report

* **для специальности 6-05-0411-02 Финансы и кредит (профилизация «Финансы и кредит во внешнеэкономической деятельности»)**

1. What reasons can spring on your mind for giving a presentation to an audience?

2. What are the parts of a presentation? Which is the hardest? What techniques can be used to engage the audience?

3. What impact can a body language have on a presenter's success?

4. What is networking? What types can it be? Which one is the most progressive, to your mind, in business environment?

5.What is the most important in making contacts with influential people?

6. What formats of training can you mention? Dwell on pros and cons on each of them?

7. What can be done to encourage young people to take up vocational training?

8. What advice can you give to someone embarking on a career in your field of work?

9. What is the best way to train the staff ? Give some examples.

10. How can peers learn more from their team-mates rather than relying on a trainer?

11. What energy sources are used nowadays? Which ones are the cleanest/ the dirtiest/ the most efficient/ the most expensive/ the cheapest?

12. Do you agree that when the technology falls in price, there will be a huge market for solar energy?

13. Could the carbon tax on industry help to reduce green house gas emissions?

14. In what ways can the pressure on global energy demand be curbed? Which do you favour?

15. What do you think will happen to oil and gas prices in future?

16. Which channels do companies use nowadays to contact the potential customer? Which are the most effective/ the most annoying?

17. What do retailers do to retain the customer?

18. Do you think female consumers behave differently from male-consumers? How?

19. To what extent do you think you are a 'glass consumer'? Which companies can track you most?

20. What is intrusive marketing? Viral marketing? Do you think these types are effective?

21. How can you describe a work-life balance in our country?

22. Does teleworking have more advantages rather than disadvantages? Which jobs will be replaced by a remote way of working in future?

23. What skills are essential for today's specialists?

24. In which sectors do companies tend find portfolio workers? What are pros and cons of being a portfolio worker?

25. What is hot-desking? What are the benefits/ drawbacks?

26. What problems exist in our country concerning business ethics?

27. Which one can cause the most serious problems to your mind: mistakes in employment practices, financial irregularities, environmental concerns, product pricing, supply chains, mislabeling of products,

28. What problems can cause whistle blowing? What type of wrongdoing does the whistleblower expose and how?

29. Is embezzlement/ capital flight/ conflict of interests/ foreclosure/ forgery/ money laundering/ insider dealing/ fraud a serious problem?

30. Can there be friends in business?

31. Would you describe yourself as a spender, saver or investor? What is the difference between a saver and an investor?

32. Would you open an account with a sustainable bank as a retail client or as a business one? Why?

33. Do you agree if a business runs out of money it eventually goes bankrupt?

34. Who is to blame in the financial crisis to your mind?

35. How much money do you need to feel happy and prosperous?

**ОБРАЗЦЫ ВОПРОСОВ ДЛЯ ПРОВЕДЕНИЯ ЭКЗАМЕНА**

* **для специальности: 6-05-0311-02 «Экономика и управление» (профилизация «Экономика и управление туристическим бизнесом» / «Экономика и управление гостиничным бизнесом»)**

Topic 1 “Business and Business organisations”

1. Types of business sectors and their characteristics.
2. Business organisations types.
3. Specifics of E-business.
4. Startups’ characteristics.

Topic 2 “Corporate structure and legal status”

5. Organizational structure types.

6. Legal status of business organisations.

7. The concept of franchising in business.

8. Examples of domestic businesses (характеристика компании на выбор).

9. Examples of international businesses.

Topic 3 “Communication in a company”

1. Business communication characteristics.
2. Styles of business communication.
3. Team-building activities in a company.
4. Corporate culture.
5. Communication barriers.
6. Intercultural communication in business.

* **для специальности: 6-05-0311-02 «Экономика и управление» (профилизация «Экономика и управление на рынке недвижимости»)**

1. **Immovable Property**
2. What is immovable property?
3. What is not included into immovable property?
4. Is it possible to alter immovable property?
5. What should the owner obtain from the local authority if he wants to reconstruct or remodel his immovable property?
6. What does Real Estate Law regulate?
7. **Types of Real Estate**
8. What types of houses do you know?
9. What is the difference between detached and semi-detached types of houses?
10. What types of flats do you know?
11. What unit is called a penthouse?
12. What is a studio apartment? What category of dwellers could it be ideal for?
13. **Commercial Property**
14. What are the main characteristics of commercial property?
15. How is commercial property categorized?
16. What are the examples of public commercial property?
17. What is the residence commercial property for?
18. Why are many commercial buildings designed for multiple uses?
19. **Real Estate Careers**
20. What is the job of an appraiser?
21. Why is the job of a home inspector important?
22. What are the surveyor’s functions?
23. What professional skills should real estate agents have?
24. In your opinion, what are the most important qualities of a real estate agent?

* **для специальности: 6-05-0421-01 «Правоведение»**

**(Профилизация: Хозяйственное право)**

1. The Court System of Belarus.
2. The Court Systems of English-Speaking Countries.
3. State System Overview.
4. Constitutional Law.
5. International Law.
6. International Legal Organisations.
7. Competition Law.
8. Family Law in Belarus.
9. Family Law in English-Speaking Countries.
10. Land Law.
11. Contract Law.
12. Types of Contracts.
13. Intellectual Property Law.
14. Criminal Law.
15. Classification of Criminal Offences.