

Student Name: Sebastian Loureiro

Final Mark: 79,5 /100

Level: B2, Upper Intermediate.

Company: Accenture

Vocabulary (10pts total) 6/10 pts

Fill in the blanks with the correct word. Use each word only once (Budget, Objective, Forecast, Schedule, Deadline):

1. The marketing team must finish the project before the final deadline.
2. Our main objective this quarter is to increase customer satisfaction.
3. The finance department prepared a detailed forecast for next year's expenses. (0pt) (rta correcta: BUDGET)
4. According to the sales budget, profits should rise by 10% next month. (0pt) (rta correcta: FORECAST)
5. Please check the meeting schedule before arranging any appointments.

Grammar (20pts total) 16/20 pts

Exercise 1 – Present Simple vs Present Continuous (10 pts) 7,5/10

Complete the sentences with the correct form of the verb.

1. The company usually holds (hold) meetings on Mondays.
2. We are working (work) on a new project at the moment.
3. Sarah does not attend (not attend) the office every day.
4. Why are you taking (talk) to the manager right now? (rta correcta: taLking)
5. Our sales team contacts (contact) clients every morning.

6. Look! The CEO _is giving_ (give) a presentation. (rta correcta: gIVIng)
7. I _dont understand_ (not understand) this report. (rta correcta: don't)
8. They _expands_ (expand) their business into new markets this year. (rta correcta: are expanding)
9. The factory normally _produces_ (produce) 500 units a day.
10. What _are_ your department usually _do_ (do) during audits? (rta correcta: does)

Exercise 2 – Present Perfect vs Past Simple (10 pts) (8,5/10)

Complete the sentences using the correct tense.

1. We _launched_ (launch) the product last year.
2. The company _has_ already _reached_ (reach) its annual target.
3. _have_ you ever _visited_ (visit) our headquarters in London?
4. She _started_ (start) working there in 2015.
5. They _have_ not _finished_ (finish) the report yet.
6. When _did_ the meeting _end_ (end)?
7. I _have_ never _seen_ (see) such a successful campaign.
8. We _signed_ (sign) the contract yesterday.
9. The manager _have_ just _approved_ (approve) the proposal. (rta correcta: HAS)
10. How many projects _did_ your team _complete_ (complete) this month? (rta correcta: HAS/COMPLETED)

Reading (15pts total) 12/15pt

Instructions: You are going to read an extract from an article. For questions 1–5, choose the answer (A, B, C or D) which you think fits best according to the text.

Cultural Shifts in the Workplace

The modern workplace is undergoing profound cultural shifts, driven by generational changes and evolving societal norms. Younger employees prioritize

work-life balance, advocating for flexible hours and remote options that enhance well-being. This contrasts with traditional models emphasizing long hours and office presence as markers of dedication. Companies adapting to these preferences report higher retention rates and productivity, as motivated staff perform better. However, resistance from established leadership can create generational tensions, hindering smooth transitions. Diversity and inclusion initiatives are also gaining traction, fostering environments where varied perspectives drive innovation. Yet, superficial implementations often fail to address underlying biases, leading to tokenism. Mental health support has become a cornerstone, with programs offering counseling and stress management. As globalization intensifies, cross-cultural competence is essential, enabling teams to navigate diverse dynamics effectively. These shifts signal a move towards more humane and adaptive work cultures.

1. What do younger employees value most in the workplace?

A Strict office attendance.

B Equilibrium between work and personal life. 

C Extended working hours.

D Traditional dedication markers.

2. Companies that adapt to new preferences experience:

A lower productivity levels.

B increased staff turnover.

C improved retention and output. 

D reduced motivation among employees.

3. Generational tensions arise mainly from:

A full acceptance by leadership.

B opposition from older management. 

C seamless cultural transitions.

D uniform workplace norms.

4. The article suggests that diversity initiatives succeed when they:

A promote superficial changes.

B ignore underlying prejudices. ✗

C encourage varied viewpoints for creativity. (rta correcta)

D lead to tokenistic practices.

5. Mental health programs in the workplace include:

A neglecting stress management.

B providing counselling services. ✓

C disregarding employee well-being.

D limiting support options.



END OF MODULE PROGRESS TEST

Listening (15pts total) 15/15pts

Listen to Jenny reporting to her boss about a business conference in London.

Read her notes about the trip and complete each space with a maximum of THREE words.

Location: London

Hotel: It was too noisy during the night.

Conference:

1. Terrible wifi wasnt suitable. Even sending email was difficult. (rta correcta: wasn't)

2. Keynotes speaker didn't come! We paid a lot for that.

3. Big confusion with the different languajes on the earphones. (rta correcta: languages)

Writing (20pts total) 13,5/20 pts

Write 150–180 words.

Your company is considering expanding its operations into a new international market.

Write a formal report to senior management in which you:

- Discuss the potential benefits of the expansion.
- Identify possible risks and challenges.
- Explain how the company can prepare for the new market.
- Make recommendations for the next steps.

Use a formal business style and organize your report clearly.

Hi Rolsalía,

I'm Sebastian Loureiro for the Argentina office. I'm responsible for SAP Business Technology here and we have a big team (more than ~800 resources) working for local/offshore contracts.

As you may know, SAP Technology is oversold in the whole region, so in the last few years we implemented a qualification process in order to check client background before starting our proposals.

During this period we saw we rejected several proposals from Peru. We think we have a big opportunity there because our competitors closed their offices there. For this reason, I would like to request your approval in order to start a formal business case analysis in order to check if we should open an office there.

Several of our local companies in Argentina have operations in Peru, so we have a lot of contacts that we can explore. If you are agree, we can have a meeting together and show you our previous analysis

Best Regards, Sebastian

Hi Rolsalía,

I'm Sebastian Loureiro for the Argentina office (from the Argentina office). I'm responsible for SAP Business Technology here and we have a big team (more than ~800 resources) (of more than 800 employees / people) working for (on) local/offshore (offshore) contracts.

As you may know, SAP Technology is **oversold (in high demand)** in the whole region, so in the last few years we **implemented (have implemented)** a qualification process in order to **check client background (assess potential clients / check clients' backgrounds)** before starting our proposals.

During this period **we saw (we noticed that)** we rejected (**had rejected**) several proposals from Peru. We think we have a big opportunity there because our competitors **closed (have closed)** their offices there. For this reason, I would like to request your approval in order to start a formal business case analysis in order to **check (determine)** if we should open an office there.

Several of our local companies in Argentina have operations in **Perdu (Peru)**, so we have a lot of contacts that we can explore. If you **are agree (agree)**, we can have a meeting together and **show you (present)** our previous analysis (**preliminary analysis would sound more natural**).

Best **Regards (regards)**,

Sebastian

Category	Score
Task Achievement	3.5/5
Organization	2.5/5
Language	4/5
Grammar & Accuracy	3.5/5
Total	13.5/20

VERIFIED
by
Further
Corporate

Speaking (20pts total) 17/20 pts

What do you do in an average workday?

What are some of the advantages of remote work?

What are some of the disadvantages of remote work?

How has the quarantine changed the communication methods in your job?

Do you prefer meetings to be virtual or in person?

