

END OF MODULE EXAM

Units 1–4 · Business Result Upper-Intermediate · Further Corporate

Student Name: Agustin Martinez **Date:** 7/13/2026

Level: Upper-Intermediate **Company:** Accenture

Final Mark: 82 / 100

Section	Points
Vocabulary	<u>9</u> /10 pts total
Grammar	<u>12.5</u> /20 pts total
Reading	<u>13</u> /15 pts total
Listening	<u>14.5</u> /15 pts total
Writing	<u>19</u> /20 pts total
Speaking	<u>14</u> /20 pts total
TOTAL	<u>82</u> /100 pts

Instructions: Write all your answers clearly in the spaces provided. This exam has six sections: Vocabulary, Grammar, Reading, Listening, Writing and Speaking. Read each instruction carefully before you start. Dictionaries and translation apps are not permitted.



VOCABULARY (10 pts total)

ACTIVITY V1 — Choose the correct word (5 pts)

Circle the correct option (a, b or c) to complete each sentence. 5/5

1. She always creates a great first **impression** with new clients.
a) impression b) opinion c) profile
2. The team needs to **come up with** a realistic budget before the project starts.
a) come up with b) take up c) bring down
3. Their new app uses **cutting-edge** technology that no competitor has yet.
a) modest b) cutting-edge c) ineffective
4. He's very **modest** about his achievements – he never boasts.
a) arrogant b) modest c) ostentatious
5. The company offers a generous profit-sharing scheme as a **non-material** benefit.
a) material b) non-material c) mechanical

ACTIVITY V2 — Phrasal Verbs (5 pts)

Complete the sentences with the correct form of a phrasal verb from the box. Use each verb once. 4/5

pay off • carry out • come up with • take up • bring down

1. Our engineers finally ~~come~~ came up with a solution to the storage issue.
2. The new packaging has helped to *bring down* shipping costs.
3. She was keen to *take up* the challenge of running the new department.
4. The board asked us to *carry out* a full safety review.
5. Their investment in R&D has really pay paid off this year.

GRAMMAR (20 pts total)

ACTIVITY G1 — Present simple or present continuous (5 pts)

Put the verb in brackets into the present simple or present continuous. 2/5

1. Our new CFO usually reviews (review) the budget every Monday.
2. Right now, the finance team ~~are~~is preparing (prepare) the year-end report.
3. Costs ~~rise~~are rising (rise) steadily this quarter.
4. The 10.45 flight to Geneva ~~is leaving~~leaves (leave) from Terminal 2.
5. I am currently working (currently / work) on a new client proposal.

ACTIVITY G2 — Present perfect or past simple (5 pts)

Put the verb in brackets into the present perfect or past simple. 2/5

1. We ~~had~~have already finalised (already / finalise) the contract with the new supplier.
2. She joined (join) the company in 2021.
3. ~~Had~~Have you seen (see) the final version of the report yet?
4. He called (call) the client this morning before the meeting.
5. So far this month, the team ~~haven't had~~hasn't missed (not / miss) a single deadline.



ACTIVITY G3 — Indirect and negative questions (5 pts)

Rewrite each question as indicated. 4.5/5

1. Will the shipment arrive on time? (Do you know...?)
→ Do you know if the shipment will arrive on time?
2. Have you spoken to the supplier? (Rewrite as a negative question.)
→ Haven't you spoken to the supplier?
3. Where does the new intern sit? (Could you tell me...?)
→ could you tell me where the new intern sits?
4. Is this the correct invoice? (Rewrite as a negative question.)
→ Isn't this the correct invoice?
5. What time does the meeting start? (I'd like to know...)
→ I'd like to know what time the meeting starts

ACTIVITY G4 — Question tags (5 pts)

Add a suitable question tag to each sentence. 4/5

1. You've worked here for five years, haven't you?
2. She doesn't usually travel for her firm, does she?
3. They finalised the budget yesterday, didn't they?
4. We can reschedule the call, can't we?
5. Nobody confirmed the venue, did they?

READING (15 pts total)

Read the article below, then complete Activities R1, R2 and R3.

Five most common problems on projects

1 Not enough planning time

The planning stage may not be as exciting as the development stage, but it's just as important, if not more so. Lack of planning will always result in changes later on, eating up money and man-hours.

2 Communication breakdowns

Anyone who runs a business knows that communication is absolutely vital to the success of any project. Breakdowns can occur between the project team and the end users (i.e. the clients or employers), and there can also be problems between the individual members inside the project team.

3 Unrealistic budget

If your budget is unrealistic to start with, it will be impossible to stay within budget. As you run out of money, departments fall behind, resources are slow to arrive, and – because of budget constraints – the project, once again, goes out of control.

4 Not checking progress

As the project goes along, the unexpected happens. Various different people use their own ideas to fix these challenges and – when you get to the point of finishing – you're suddenly faced with a huge list of problems that need to be addressed and you miss the deadline.

5 Not reviewing existing standards

If most or all of your projects run behind schedule or over budget, ask yourself if you maintain the same standards time after time. Do they work? If you keep doing the same thing, you're likely to get the same results.

ACTIVITY R1 — True or False (5 pts)

Decide if each statement is True (T) or False (F). 3/5

1. According to the text, the planning stage is less important than the development stage. T / **F**
2. Communication problems can happen both between the project team and clients, and within the team itself. **T** / **F**
3. An unrealistic budget can cause departments to fall behind schedule. **T** / **F**
4. The text says problems appear gradually, so they are always easy to notice early. T / **F**
5. Repeating the same working methods without reviewing them can lead to the same negative results. **T** / **F**

ACTIVITY R2 — Match solutions to problems (5 pts)

Match each suggested solution (A-E) to the correct problem (1-5) from the text. 5/5

- | | |
|--|---|
| 1. Not enough planning time c | a) Never assume that everyone understands. Make sure that everyone can talk to each other and share information. Resolve any conflicts straight away. |
| 2. Communication breakdown a | b) Take time to review how projects have gone in the past. Keep a running list of what worked, what didn't, and how to do it better next time. |
| 3. Unrealistic Budget d | c) Spend longer on research and preparation. Make contingency plans, and don't just concentrate on making it to market before your competition. |
| 4. Not checking progress e | d) Create an accurate forecast. Outline ways to develop better upfront planning of the resources. Make sure you allocate enough funds to each department. |
| 5. Not reviewing existing standards b | e) Define 'checkpoints' throughout the project so you stay on track. Monitor everyone's performance and prioritize tasks when there is a problem. |

ACTIVITY R3 — Vocabulary in context (5 pts)

Find a word or phrase in the text which means the same as the following. Write the paragraph number in brackets. 5/5

1. hours of work put in by staff (paragraph 1) man-hours
2. absolutely necessary (paragraph 2) absolutely vital
3. limits on how much you can spend (paragraph 3) budget constraints

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4. the final date/time something must be finished by (paragraph 4) deadline
 5. rules or levels of quality a company normally works to (paragraph 5) standards



LISTENING (15 pts total)

Video: Dan Pink, “The Puzzle of Motivation” (TEDGlobal, 2009).

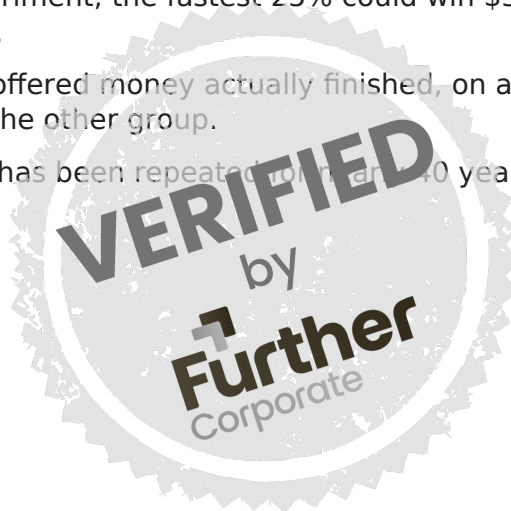
Watch: [youtube.com/watch?v=rrkrvAUbU9Y](https://www.youtube.com/watch?v=rrkrvAUbU9Y) (or search “Dan Pink puzzle of motivation” on [ted.com](https://www.ted.com))

Play from 0:00 to approximately 5:00 — stop right after Pink says there is “a mismatch between what science knows and what business does.”

ACTIVITY Li1 — Complete the notes (5 pts)

Listen and fill in the missing information. [5/5](#)

1. The candle problem was created in 1935 by a psychologist named Karl Duncker.
2. Participants are given a candle, some thumbtacks and some matches.
3. In Glucksberg's experiment, the fastest 25% could win \$5, and the single fastest person could win \$20.
4. The group that was offered money actually finished, on average, three and a half minutes slower than the other group.
5. Pink says this result has been repeated for more than 40 years.



ACTIVITY Li2 — True or False (5 pts)

Decide if each statement is True (T) or False (F). 5/5

1. Dan Pink had a long, successful career as a lawyer. T / **F**
2. In the candle problem, most people first try to pin the candle directly to the wall. **T** / F
3. The solution to the candle problem is to use the tack box as a platform for the candle. **T** / F
4. One group in Glucksberg's experiment was simply told they were being timed to record average completion times. **T** / F
5. The group that was offered money solved the candle problem faster than the other group. T / **F**

ACTIVITY Li3 — Comprehension (5 pts) 4.5/5

Answer the questions below.

1. Why does Pink compare himself to a lawyer at the start of the talk? **a) He wants to build an evidence-based case** ~~b) He's complaining about his career~~
c) He wants to give the audience legal advice
2. What is the "candle problem" designed to test?
The candle problem is designed to test creativity and problem-solving skills
3. Why did the rewarded group in Glucksberg's first experiment perform worse?
The rewarded group performed worse because they focused too much on the reward.
4. True or False: according to Pink, incentives always improve performance, on every kind of task.
False. Pink says that rewards can help with simple tasks.
Rewards work for simple/mechanical tasks but backfire on creative/conceptual ones
5. What is the "mismatch between what science knows and what business does" that Pink mentions?
Pink says that science shows people are not motivated only by money, but many companies still use money and rewards as the main way to motivate employees.

WRITING (20 pts total) **19/20**

Choose **ONE** of the three tasks below. Write 150–180 words.

1. Write a follow-up email to a new business contact, arranging a first meeting. Include: how you found out about them, why you are writing, and a suggested time and place to meet.
2. Write the opening of a presentation introducing a new product or service to a client. Include: a brief overview of the product, its main benefit, and one comparison with the current/competing solution.
3. Write a short project status report for your manager. Include: what has been completed, one problem the project has run into, and your suggested solution.

Task chosen: 1

Dear Ms. Johnson, I hope you **aredoingare doing** well. I recently came across your profile on **LinkedInLinkedIn** while **iI** was researching companies that specialize in digital marketing solutions. I was impressed by your experience and the innovative projects your team has been involved in. I am writing to introduce myself and explore potential opportunities for collaboration between our organizations. As a Project Control Services Analyst, **iI** am always interested in learning from professionals in related fields and discussing ways we might work together in the future. I would appreciate the opportunity to meet with you and learn more about your company's current initiatives and goals. Would you be available for a meeting next Thursday at 10 am? If convenient, we could meet at your office or alternatively, we could arrange a virtual meeting through **microsoftMicrosoft** teams. Please let me know if this time works for you or if you would prefer another date. Thank you for your time, and I look forward to hearing from you. Kind Regards, Agustin Martinez

Agustín, this is an excellent piece of writing. Your email is very well-structured and maintains a consistently professional and formal register throughout. You successfully included all the required elements — how you found Ms. Johnson, your reason for writing, and a clear suggestion for a meeting time and place. Your vocabulary is rich and varied, and your use of business expressions feels natural and confident. The only thing to watch out for is a small typo: "aredoing" should be "are doing" — this is likely just a spacing slip. Similarly, the pronoun "I" appeared a few times as "j", which may be a keyboard issue, but make sure to proofread carefully before sending any professional document. Overall, outstanding work — keep it up!

Writing marking criteria	Points
Task achievement / content	5/5
Organisation & register	5/5
Grammar accuracy	4/5
Vocabulary range	5/5



SPEAKING (20 pts total) **14/20**

This section is conducted orally with the teacher. Total time: approximately 8–10 minutes.

ACTIVITY S1 — Interview (5 pts)

The teacher asks 3–4 warm-up questions, e.g.:

- a) What do you do at your company, and how long have you worked there?
- b) What motivates you most at work — money, recognition, or something else? Why?
- c) Tell me about a project you are currently working on.

Agustín, you gave a very good description of your work at the company, supporting your ideas with clear explanations and examples, which showed strong communication skills. You also understood follow-up questions well and provided clear, confident answers. There are a couple of areas to keep working on: when talking about your time at the company, remember to use the past simple correctly — for example, "I have worked here for almost a year" or "I started working here almost a year ago" (rather than "I worked here for almost one year" or "When I start the company"). In terms of pronunciation, make sure to pronounce the -ed ending in past tense verbs more clearly, as it was sometimes difficult to notice. Also, the word "identification" needs a little more emphasis in terms of pronunciation. Finally, a great tip for your presentation: instead of writing out a full text to read, try to jot down only key words — this will help you speak more naturally and spontaneously, which you actually did very well once you were asked to do so. Keep it up!



ACTIVITY S2 — Role-play or mini-presentation (10 pts)

Choose ONE of the following:

- a) Role-play a phone call with the teacher, arranging a first meeting with a new business contact.
- b) Give a one-minute presentation introducing a product or service, using language from Unit 4 (e.g. "What I'd like to do in this presentation is...", "The main benefit of...").

ACTIVITY S3 — Discussion (5 pts)

The teacher asks 2 follow-up / opinion questions related to Units 1–4, e.g.:

- a) Do you think money is always the best way to motivate employees? Why / why not?
- b) What's the biggest challenge you've faced when managing a project or a deadline?

Speaking marking criteria	Points
Fluency & interaction	<u>4</u> /5
Pronunciation	<u>3</u> /5
Grammar & vocabulary range	<u>3</u> /5
Task achievement	<u>4</u> /5

