

Vaugirard 1

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PART 1 (answer in the space provided on the document)

A. Transform the following sentences from active form to passive form. /2

1. Legislative leaders in the US and the UK are questioning the risks posed by social media.

2. According to experts, Donald Trump's trade policies will weaken California's economy.

B. Make one complete sentence from each of the sentence pairs below using an appropriate relative pronoun (for example: which, that, where, etc...) /3

1. The TPP is a Free Trade Agreement originally involving 12 countries. The US has withdrawn from the TPP.

2. Prime Minister Theresa May said she believed there was a new « spirit of co-operation and opportunity » in the negotiations. Ms May was not present when her colleagues met to discuss Brexit.

3. Just as Brazil released figures showing its economy grew one per cent last year, the OECD published its Brazil 2018 survey. The survey hints at a deep malaise that still lies at the heart of this economy.

PART 2 (answer in the space provided on the document)

	<p>The New Bazaar</p> <p>(The Economist, October 26th, 2017)</p> <p>« <u>E-commerce is transforming business and daily life, mostly for the better</u>, » says Charlotte Howard</p>
5	<p>Over the past decade global e-commerce has been expanding at an average rate of 20% a year as bricks-and-mortar shops have languished. Yet its share of total retail trade last year, at 8.5% worldwide, was still modest. Even in South Korea, the country with the highest percentage of retail sales online, it amounted to only 18%, according to Euromonitor, a research firm. In America, the world's biggest consumer market, it made up about 10% of the total. And in many middle-income countries its share was much lower: less than 5% in India and Brazil, for instance.</p>
10	<p>But there is every reason to think it will get much bigger. In rich countries millennials who grew up buying goods online are moving into their prime spending years. In poorer ones, rising incomes and the spread of mobile phones will bring more shoppers online.</p>
15	<p>« The relentless growth in e-commerce may eventually run up against natural limits ». « In America », argues Frederick Smith, the founder and chief executive of FedEx, a logistics firm, « rising shipping expenses will make e-commerce less attractive. And different parts of the world will progress at different speeds. » He adds: « <u>In India, for instance, growth has faltered. Yet there is no doubt that e-commerce has much further to go.</u> What is less clear is how far and how fast it will rise, where it will do best, and how great its impact will be. »</p>
20	
25	<p>America and China, the world's two biggest economies, have produced the two titans of the industry, Amazon and Alibaba. Both are relative youngsters. Amazon, started by Jeff Bezos as an online bookshop, had its initial public offering in 1997. Alibaba was founded by Jack Ma in 1999. Since then both have been growing at breakneck pace, bringing large-scale disruption not only to retailing but to a range of industries spanning logistics, entertainment, advertising and manufacturing in their home countries. Both have also been expanding their empires abroad.</p>
30	<p>The two giants do not have the field all to themselves. In America, Walmart remains the biggest retailer and is spending heavily on trying to fend off Amazon. In China, Alibaba faces not just JD but also Tencent. Smaller e-commerce firms around the world have the backing of giant investors such as SoftBank, Naspers and Tiger Global. In this business, size matters.</p>
35	<p>Since retailing touches the economy and society in so many ways, e-commerce is already having broad effects well beyond the industry itself. In many countries retail is the biggest single private employer. In America it accounts for one in nine jobs. It is also affecting the way that other kinds of firms do business. Logistics companies are trying out new ideas to meet ever-rising expectations of fast, free</p>

40	delivery. Small new manufacturers are able to challenge big, established ones, thanks to the ease of selling goods online. Mountains of consumer data, the most treasured commodity of 21st-century commerce, are helping manufacturers develop products and interact with shoppers, not just online but increasingly in physical shops as well.
45	The implications are all the broader because Amazon and Alibaba, the industry's two most innovative companies, do not define themselves as retailers at all. Amazon does not just sell goods: it leases cargo planes, produces films and offers a voice assistant, Alexa. Its cloud-computing business, Amazon Web Services (AWS), powers its own operations along with those of many other firms and is a vital source of profits, keeping its investors patient. Alibaba's business is even broader than Amazon's, including not just shopping, entertainment and cloud computing
50	but payments and social media as well. Both companies' activities generate cash and rich streams of data which can be used to improve their existing services and add more. Alibaba describes itself as providing the pipes and cables for all kinds of business. <u>"To some extent we are a utility company," says Daniel Zhang, its chief executive. "We are trying to provide an infrastructure for digital commerce."</u>
55	Consumers have already gained much from all this, with more in prospect. They are enjoying a broader choice of goods and more price transparency than ever before. Instead of spending time travelling to shops, picking up goods and waiting in queues, they can now do other things. Companies no longer take them for granted
60	but compete to offer them better products, greater convenience and improved service. For bricks-and-mortar shops these are difficult times. In some parts of the world shopping malls are being blighted as their customers move online and are served from vast warehouses instead. Many traditional retail jobs will vanish as shops close and the remaining ones use more automation. Some new jobs will be created, but they may not make up for those that have gone. And electronic tracking of consumers in order to sell them more stuff will become ever more intrusive.
	Nombre de mots : 806

A. Explain or find a synonym for the following words in bold in the text. (No French translation)

/2

1. bricks-and-mortar

_____ /0.5

2. fend off

_____ /0.5

3. a utility company

_____ /0.5

4. tracking

_____/0.5

B. Transform the quotes underlined in the text from direct speech to indirect speech. Use a different reporting verb for each sentence. Do not use "say". /3

1. « E-commerce is transforming business and daily life, mostly for the better, » says Charlotte Howard

/1

2. Frederick Smith says: « In India, for instance, growth has faltered. Yet there is no doubt that e-commerce has much further to go.

/1

3. "To some extent we are a **utility company.**" says Daniel Zhang, its chief executive. "We are trying to provide an infrastructure for digital commerce.

/1

Part 3:

Answer the two following questions in your exam booklet.

C. Write a 200-word summary of the article above.

/20

Remember to use your own words. Any sequence of more than three consecutive words taken from the text will be considered copying. Please note that you are being evaluated on your understanding of the text, your ability to recognize key points and the quality of your English.

D. Answer the following question in a well-structured paragraph. (120 words)/10
Give your opinion and illustrate your ideas with concrete examples.

Discuss the pros and cons of international trade.