
**Aufnahmeprüfung Englisch 2007
BM 2**

**Kaufmännische Berufsmaturitätsschulen
Bern – Biel – Langenthal – Thun**

(Serie 1/2)

Name	Vorname
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Punkte	Note
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Experte 1	Experte 2
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Bemerkungen

Hilfsmittel Wörterbuch

Prüfungszeit 60 Minuten

Zeitempfehlungen/Punkte

Leseverständnis (1 and 2) 20 Min./ 33 Punkte

Grammatik 10 Min. /17 Punkte

Wortschatz 10 Min./ 20 Punkte

Textproduktion 20 Min./ 30 Punkte

Punkte	92-100	83-91	74-82	65-73	55-64	45-54	36-44	27-35	18-26	9-17	0-8
Note	6	5.5	5	4.5	4	3.5	3	2.5	2	1.5	1

You are going to read an article about dilemmas. Choose from the list (A-H) the sentence which best summarises each section of the article. There is one extra sentence which you do not need to use. The first answer has been given as an example.

- | | |
|----------|--|
| A | The inventor of the double-bind theory has applied dilemmas for the treatment of patients. |
| B | The double bind theory has been used in modern psychology for over a century. |
| C | The intentional creation of a dilemma can help you manage difficult conversations. |
| D | The creation of a dilemma is illustrated by a sample dialogue. |
| E | Not only adults can be influenced by double binds. |
| F | Messages can be brought across effectively by means of creating a dilemma. |
| G | The author has used the double-bind theory for his own cause. |
| H | There are some entertaining ways of applying the double bind theory. |

Whatever you do, don't read this!

0. F

I remember a poster I once saw while standing on a railway platform in Britain. The poster showed a multiple-sclerosis patient in a wheelchair. The text read: "You can walk away from this poster. He can't." That clever statement creates a real dilemma. By walking away (as everyone eventually would), the reader confirms the truth of the message.

1.

Dilemmas like these, from which we cannot escape, are called "double binds". Social psychologist Gregory Bateson, who invented the term, used double-bind theory to explain and also to treat a number of psychological disorders.

2.

Here's an example. A worried mother asked the great psychotherapist Milton Erickson to treat her eight-year-old son, who was still sucking his thumb. Erickson explained to the boy that thumb-sucking was perfectly OK. He should continue doing it. But not only that: the boy should suck all his fingers.

This unexpected permission placed the boy in a double bind from which he could not escape. He could either accept a higher authority – something he had previously rejected – or give up his habit. After sucking his fingers for a few more weeks, he stopped completely.

3.

I once gave a talk at the British Council on double binds in language teaching. I gave it the title "Don't Come to This Workshop!" So many people registered that I had to hold the seminar twice.

4.

This method also suggests a clever way to avoid conflict. Next time you need to give bad news to someone, say something like this first: "Bob, I expect you to be rather angry when I tell you this; but anyway..." Your partner is placed in the double bind of either being angry, which you said would happen ("See, I told you so!"), or not being angry and allowing you to have influenced his reaction. Try it. You'll be surprised how often it works.

5.

Before you go, here's a wonderful party trick involving a double bind. All you need is a box of matches, a 100 Euro banknote, and an unsuspecting friend. Show the box and the money to your friend and explain that he can win 100 Euros by answering "matches" to every question you ask. Should he hesitate, or say any other word, he loses. Ask him if he understands. If he says "yes", you say, "You lost. You should have said 'matches'." You're a nice person, so you give him a second chance.

6.

Here's how it goes:
 "Do you now understand the rules of this game?" – "Matches."
 "What is your name?" – "Matches."
 "What is in this box?" (Shake the matchbox.) – "Matches."
 "Would you like to win this game?" – "Matches."
 "What do you really, really want: the money or the matches?" – "Matches."
 You give your friend the matches and put the money back in your pocket...

Reading Comprehension 2:

15 points

Read these four short extracts and answer the following questions.

A	B	C	D
<p>Study in Short, Frequent Sessions It has been proven that short periods of concentration repeated frequently are much more effective than one long session. So, even if you only have 10 minutes, DO IT. Take a break. Then study another 10 minutes. This “distributed learning” approach is highly efficient because it uses the way the brain likes to work. The brain needs recovery and recharging time for “protein synthesis.” The rest periods are when your brain learns your effort. They are a powerful tool which many teachers do not acknowledge. To sit and study for hours and hours is not only boring, it creates fatigue, stress, and distraction. You cannot learn if you are fatigued, stressed, and distracted!</p>	<p>Use Exaggeration Why does a baseball player warm up by swinging two or three bats? Why do runners sometimes strap heavy weights to their legs? In both cases, exaggeration during practice makes the final result seem easy. This concept can be applied to studying anything. For example, if you are studying spelling, exaggerate the sound of the letters to help to remember them. So for studying purposes, “naive” would be pronounced “NAY-IVY.” By getting used to this exaggerated pronunciation, the correct spelling seems obvious.</p>	<p>Set Reasonable Goals One of the main reasons people do not reach their goals is because they set them too high. If you set goals that are manageable, even if they seem too simple, you get in the habit of accomplishing them and gradually you can set higher goals. Also, recognize the difference between long-term and short-term goals. Set your vision on the long-term dream, but your day-to-day activity should be focused exclusively on the short-term steps.</p>	<p>Avoid the Frustration Enemy Ironically, the quicker the person’s nervous system, the faster they learn. Yet, this fast nervous system also works overtime in being self-critical. So they are the ones who always think they aren’t going fast enough! In contrast, the “Type B,” less intense person who learns slower yet is more self-accepting, ends up ultimately learning the material in a shorter period of time. This is because he/she doesn’t waste energy blocking, getting upset, and thinking that they’re not good enough — they simply keep moving forward at a slower (but un-blocked) pace.</p>

7. The four extracts all

- A explain the reasons why people are ineffective at learning.
- B give advice on how to learn more effectively.
- C recommend slowing down your learning pace.
- D describe how our brain works.

8. Extract A suggests that

- A short learning sessions can be far more productive than long ones.
- B many teachers use short learning sessions effectively.
- C not every brain needs the same amount of recovery time.
- D the ideal length of a break is 10 minutes.

9. Extract B recommends

- A doing some sports as a relaxing alternative to constant learning.
- B increasing the amount of what you have to learn gradually.
- C practicing the typical features of what you have to learn, but in an extreme way.
- D repeating the things you have to learn over and over again.

10. Extract C advises you

- A not to make a difference between long-time and short-time goals.
- B to set your goals higher step by step.
- C not to set any long-time goals at all.
- D to concentrate on both long-time and short-time goals in your everyday life.

11. Extract D states that

- A slow learners waste too much time doubting their skills.
- B fast learners should be more self-critical.
- C slow learners put themselves under too much pressure.
- D fast learning does not necessarily lead to fast success.

Write the correct letter (a, b, c, d) in the box on the right side of each question

Example: The weather fine tomorrow, I think.

a) is going b) is c) will be d) might

c

1. Coffee in South America.

a) has grown b) is growing c) is grown d) grows

2. He has been living in London 1980.

a) about b) for c) ago d) since

3. He much bigger portions when he was a professional base ball player.

a) used eat b) used to eat c) used eating d) used to eating

4. He decided to study English instead French.

a) by b) in c) at d) of

5. I have always enjoyed very much, even when a was a little girl.

a) dancing b) to dancing c) dance d) to dance

6. A new house

a) is building b) builds c) is being built d) is being builded

7. While I at the check-out I dropped my purse.

a) paid b) was paying c) was paing d) have paid

8. You shout. I'm not hard of hearing.

a) mustn't b) needn't c) can d) should

9. For please visit our website at www.wksbern.ch.

a) more information b) an information c) further informations d) more informations

10. Lara is than her older sister.

a) more pretty b) less uglier c) more beautiful d) as pretty

11. I sad if I had to leave you now.

a) were sad b) am sad c) would be sad d) will be sad

12. If they cannot do it, they will find someone can.

a) who b) which c) whose d) where

13. I told you your little brother!

- a) not hit** **b) not hitting** **c) to not hit** **d) not to hit**

14. *Das Parfum* is a novel Patrick Süskind.

- a) from** **b) by** **c) of** **d) after**

15. Historians say that America by the Vikings.

- a) was discovered** **b) discovered** **c) will discovered** **d) has discovered**

16. I'm my keys but I can't find them anywhere.

- a) looking at** **b) looking to** **c) looking after** **d) looking for**

17. I seen Linda for ages. Does she still live in New York?

- a) didn't see** **b) haven't saw** **c) haven't seen** **d) didn't saw**

Part Three: **Vocabulary**

20 points

1. There's a fantastic from the top of the Empire State Building.

- a) sight** **b) appearance** **c) view** **d) look**

2. People who require a special meal during the flight should inform the airline in.....

- a) ahead** **b) front** **c) forward** **d) advance**

3. Carl wasn't very good at mountain climbing as he is afraid of

- a) heights** **b) highs** **c) highness** **d) hights**

4. Fox Talbot the first photograph in 1835.

- a) gave** **b) made** **c) did** **d) took**

5. The of the dramatic accident on the A 2 is still unknown.

- a) cause** **b) base** **c) reason** **d) motive**

6. Do you know who the fact that sound travels in water?

- a) invented** **b) discovered** **c) found** **d) developed**

7. This year the annual meeting of the politicians will place in a famous ski resort.

- a) take** **b) have** **c) make** **d) be**

8. Please, don't drive so fast. I when the speed is too high.

- a) feel scared** **b) have fear** **c) frighten** **d) am feel afraid**

9. Have you seen the new Brad Pitt film? What's your about it?
a) *opinion* b) *meaning* c) *significance* d) *mind*
10. When I pass my final exams will I a present?
a) *recive* b) *became* c) *become* d) *receive*
11. He said that it was an accident, but I know he did it on
a) *purpose* b) *goal* c) *aim* d) *reason*
12. The key to losing weight is to more exercise.
a) *make* b) *get* c) *play* d) *go*
13. I can't sell these pills over the counter. Ask your doctor for a
a) *receipt* b) *recipe* c) *reception* d) *prescription*
14. I'd like to speak to the person in please.
a) *duty* b) *charge* c) *obligation* d) *responsibility*
15. I'd love to work in the show It's so glamorous.
a) *industry* b) *business* c) *commerce* d) *trade*
16. I didn't find a new top, but at I got some new jeans.
a) *least* b) *the less* c) *less* d) *the least*
17. Do you know what FCE?
a) *sets in* b) *does up* c) *stands for* d) *gets down*
18. With some more revising and studying, I'm sure you won't your exams.
a) *pass* b) *lose* c) *miss* d) *fail*
19. Who you how to cook so well?
a) *learned* b) *made* c) *explained* d) *taught*
20. I'll meet you at the school gates during the lunch
a) *break* b) *gap* c) *interval* d) *pause*

Read this advertisement placed by a TV company.

The Health Channel

We are a new TV channel which deals with everything connected to health. We are planning a **series of documentaries** about the importance of health in different European countries. How much attention do **you** pay to your health?

Please write and tell us about **what you did for your health during the last two years, what you do at present and what you want to do for your health in the future.**

You can win a **weekend in a wellness hotel** for two persons.

Write a letter to the Health Channel in which you tell them about your attitude to health. Here are some ideas to help you:

- fast food
- low fat products
- smoking
- alcohol
- sports
- free time activities

Write about 140 words.

Write the date and the complementary close.

Please write your text on the next page.

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Dilemmas like these, from which we cannot escape, are called "double binds". Social psychologist Gregory Bateson, who invented the term, used double-bind theory to explain and also to treat a number of psychological disorders.

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Here's an example. A worried mother asked the great psychotherapist Milton Erickson to treat her eight-year-old son, who was still sucking his thumb. Erickson explained to the boy that thumb-sucking was perfectly OK. He should continue doing it. But not only that: the boy should suck all his fingers.

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I once gave a talk at the British Council on double binds in language teaching. I gave it the title "Don't Come to This Workshop!" So many people registered that I had to hold the seminar twice.

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This method also suggests a clever way to avoid conflict. Next time you need to give bad news to someone, say something like this first: "Bob, I expect you to be rather angry when I tell you this; but anyway..." Your partner is placed in the double bind of either being angry, which you said would happen ("See, I told you so!"), or not being angry and allowing you to have influenced his reaction. Try it. You'll be surprised how often it works.

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- C recommend slowing down your learning pace.
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- C emphasizing the typical features of what you have to learn in an extreme way.**
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- B to set your goals higher step by step.**
- C not to set any long-time goals at all.
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11. Extract D states that

- A slow learners waste too much time doubting their skills.
- B fast learners should be more self-critical.
- C slow learners put themselves under too much pressure.
- D fast learning does not necessarily lead to fast success.**

Write the correct letter (a, b, c, d) in the box on the right side of each question

Example: The weather fine tomorrow, I think.

a) is going b) is c) will be d) might

c

1. Coffee in South America.

a) has grown b) is growing c) is grown d) grows **c**

2. He has been living in London 1980.

a) about b) for c) ago d) since **d**

3. He much bigger portions when he was a professional base ball player.

a) used eat b) used to eat c) used eating d) used to eating **b**

4. He decided to study English instead French.

a) by b) in c) at d) of **d**

5. I have always enjoyed very much, even when a was a little girl.

a) dancing b) to dancing c) dance d) to dance **a**

6. A new house

a) is building b) builds c) is being built d) is being builded **c**

7. While I at the check-out I dropped my purse.

a) paid b) was paying c) was paing d) have paid **b**

8. You shout. I'm not hard of hearing.

a) mustn't b) needn't c) can d) should **b**

9. For please visit our website at www.wksbern.ch.

a) more information b) an information c) further informations d) more informations **a**

10. Lara is than her older sister.

a) more pretty b) less uglier c) more beautiful d) as pretty **c**

11. I sad if I had to leave you now.

a) were sad b) am sad c) would be sad d) will be sad **c**

12. If they cannot do it, they will find someone can.

a) who b) which c) whose d) where **a**

13. I told you your little brother!

- a) *not hit* b) *not hitting* c) *to not hit* d) *not to hit* **d**

14. *Das Parfum* is a novel Patrick Süskind.

- a) *from* b) *by* c) *of* d) *after* **b**

15. Historians say that America by the Vikings.

- a) *was discovered* b) *discovered* c) *will discovered* d) *has discovered* **a**

16. I'm my keys but I can't find them anywhere.

- a) *looking at* b) *looking to* c) *looking after* d) *looking for* **d**

17. I seen Linda for ages. Does she still live in New York?

- a) *didn't see* b) *haven't saw* c) *haven't seen* d) *didn't saw* **c**

Part Three: **Vocabulary**

20 points

1. There's a fantastic from the top of the Empire State Building.

- a) *sight* b) *appearance* c) *view* d) *look* **c**

2. People who require a special meal during the flight should inform the airline in.....

- a) *ahead* b) *front* c) *forward* d) *advance* **d**

3. Carl wasn't very good at mountain climbing as he is afraid of

- a) *heights* b) *highs* c) *highness* d) *hights* **a**

4. Fox Talbot the first photograph in 1835.

- a) *gave* b) *made* c) *did* d) *took* **d**

5. The of the dramatic accident on the A 2 is still unknown.

- a) *cause* b) *base* c) *reason* d) *motive* **c**

6. Do you know who the fact that sound travels in water?

- a) *invented* b) *discovered* c) *found* d) *developed* **b**

7. This year the annual meeting of the politicians will place in a famous ski resort.

- a) *take* b) *have* c) *make* d) *be* **a**

8. Please, don't drive so fast. I when the speed is too high.

- a) *feel scared* b) *have fear* c) *frighten* d) *am feel afraid* **a**

9. Have you seen the new Brad Pitt film? What's your about it?
a) opinion **b) meaning** **c) significance** **d) mind** **a**
10. When I pass my final exams will I a present?
a) recive **b) became** **c) become** **d) receive** **d**
11. He said that it was an accident, but I know he did it on
a) purpose **b) goal** **c) aim** **d) reason** **a**
12. The key to losing weight is to more exercise.
a) make **b) get** **c) play** **d) go** **b**
13. I can't sell these pills over the counter. Ask your doctor for a
a) receipt **b) recipe** **c) reception** **d) prescription** **d**
14. I'd like to speak to the person in please.
a) duty **b) charge** **c) obligation** **d) responsibility** **b**
15. I'd love to work in the show It's so glamorous.
a) industry **b) business** **c) commerce** **d) trade** **b**
16. I didn't find a new top, but at I got some new jeans .
a) least **b) the less** **c) less** **d) the least** **a**
17. Do you know what FCE?
a) sets in **b) does up** **c) stands for** **d) gets down** **c**
18. With some more revising and studying, I' sure you won't your exams
a) pass **b) lose** **c) miss** **d) fail** **d**
19. Who you how to cook so well?
a) learned **b) made** **c) explained** **d) taught** **d**
20. I'll meet you at the school gates during the lunch
a) break **b) gap** **c) interval** **d) pause** **a**

Read this advertisement placed in a daily newspaper by a TV company.

The Health Channel

We are a new TV channel which deals with everything connected to health. We are planning a **series of documentaries** about the importance of health in different European countries. How much attention do **you** pay to your health?

Please write and tell us about **what you did for your health during the last two years, what you do at present and what you want to do for your health in the future.**

You can win a **weekend in a wellness hotel** for two persons.

Write a letter to the Health Channel in which you tell them about your attitude to health. Here are some ideas to help you:

- fast food
- low fat products
- smoking
- alcohol
- sports
- free time activities

Write about 140 words.

Write the date and the complementary close.

Please write your text on the next page.

Sample Answer

Bern, 20 March 2007

Dear Sir or Madam,

I am writing with reference to the advertisement I saw in the newspaper of 12 March. I think looking after your health is very important.

Two years ago I played volleyball in a club twice a week but I gave it up, because I didn't have enough time. One year ago I started jogging once a week in summer. In the cold months I went to a fitness studio to keep fit.

In my every day life I try to avoid fast food. Although most of my colleagues have pizza or French fries for their lunch break, I eat a salad or muesli. I don't really buy low fat products, but watch the calories I eat. I also eat a lot of fruit and vegetables. During the week I drink no alcohol, but at the weekend I do.

Next year I want to stop smoking, but that is not so easy, especially when I go out with my friends. And I don't want to put on weight.

I hope you can use this information for your documentary. I look forward to hearing from you.

Yours faithfully

Content (all points covered) _____ / 10

Register / Vocabulary _____ / 10

Accuracy (Grammar, Spelling) _____ / 10