

PROVA DI INGLESE
GARA A.F.M.
a.s. 2015/2016

- **Read the following article and do the activities below:**

DEGREES ARE NOT THE ONLY ROUTE TO SUCCESS

by LOUISA PEACOCK

Tim Reynolds, 25, is feeling pleased with himself, and he has reason to be. It is just five years since he finished the apprenticeship which he did against the advice of his teachers, who had told him that unless he went to university, he would struggle to make something of himself. Tim had always known he wanted to do something “hands-on” and potentially run his own business one day, rather than follow the route to university. He knew that further classroom-based study was not for him, although he was more than capable, having achieved excellent exam grades, and he couldn't wait to leave school at 16.

Trying to convince his teachers that this was what he wanted to do was difficult, he recalls. “My teachers were very one-track minded: university was the only way to become somebody and make something of yourself”, he says. “There weren't a huge number of options – a degree was seen as the only way to go.”

Despite all that, he has already set up his own business and is looking to take on his first worker. His new firm, Younique, provides plumbing and eating services based on the skills he learned during his four-year apprenticeship at Aquacare, a local plumbing business. Upon finishing his training scheme, he was promoted to run the loss-making bathroom division of Aquacare, which he turned into a profit within six months. His newly gained finance and management skills, coupled with his craft skills, gave him the confidence to go it alone. When the firm was hit by the recession and had to make some redundancies, he saw it as the perfect time for him to become his own boss.

A growing number of employment experts want to see schools actively encourage entrepreneurialism, or vocational training, in the same way they highlight degrees. Professor Edward Keep, of Cardiff University, says that the most successful education systems in Europe combine apprenticeship and higher education career paths, and these remove the stigma often associated with choosing on-the-job learning at 16 instead of a degree. “A lot of kids don't want to stay in school or college, they want to get on into the world of work and earn a wage. Most other European countries make a significant effort to accredit people who go through that route. The UK government is right to place the stress on apprenticeships, but quality needs to be improved,” he says.

A survey by Adecco, the recruitment giant, this week revealed one in three employers believe the university system fails to equip students with the skills required by business.

Tim believes that expected increases in university tuition fees will make people think twice about university and pursue other options. “I'm not anti-university, but young people need to go for the right reasons,” he says. He believes that if there had been more awareness of the so-called “real world” during school, learning business skills needed to make it beyond getting a degree, he would have had the confidence to go it alone far sooner. And so might many of his classmates.

• **Find words or phrases underlined in the text which mean the following:**

1. a fixed amount of money that is paid, usually every week, to an employee;
2. happy or satisfied: _____;
3. to fight, try hard: _____;
4. to follow, to choose: _____;
5. the amount of money to be paid to be taught at university: _____;
6. the qualification given to a student who has completed a course of study at university: _____;
7. to employ somebody: _____;
8. a route, a track between one place and another: _____;
9. losing your job because your employer no longer needs you: _____;
10. a period of time working as an apprentice: _____.

• **Read the following questions and choose the correct option A, B, C or D:**

1. Why did Tim disregard the advice of his teachers?
 - A. he felt a university course would be too difficult for him;
 - B. he wanted to do something more practical;
 - C. he felt his teachers did not understand his ambitions;
 - D. he wanted a career in international business.

2. What pushed Tim to start his own business?
 - A. the knowledge he had acquired in a previous job;
 - B. the lack of alternative employment opportunities;
 - C. the encouragement he received from his bank;
 - D. the excellent economic situation.

3. What does Professor Keep say about apprenticeships?
 - A. they can cause anxiety for many trainees;
 - B. they are a more effective way of learning instead of going to university;
 - C. they are a good option for less-intelligent people;
 - D. they should be more closely integrated with other forms of study.

4. According to Adecco, the university system
 - A. is highly successful;
 - B. lacks focus on mathematics and language skills;
 - C. is not good at providing students with appropriate business skills;
 - D. teaches students how to manage office equipment and systems.

5. What point is Tim making in the final paragraph?

- A. for most young people, university is a wrong choice;
- B. with the right education, more young people would become entrepreneurs faster and more easily;
- C. it is hard to justify the cost of a university education;
- D. young people need to have more belief in their own abilities.

• Give your opinion on the topic in about 50-70 words:

- **Read the following letter and do the activities:**

Manor House Hotel
Farnham Green, Warnside, Upminster, UB23
Tel: 091 8976. Fax: 091 9008. E-mail: manhot@xx.itl www.man.itx

12 May 2016

The Sales Manager,
Melody Modes Ltd.,
Carrham, Upminster UE12.

Your Ref: KPS/C3, Our Ref: Con/13/1

Dear Sir,

Thank you for your letter of 12 May regarding our conference facilities for your sales convention in September this year.

I have pleasure in enclosing our current conference brochure and tariffs. You will note that we offer a variety of venues inside the hotel itself, for groups of between 20 and 150 people, with a choice of catering facilities and with or without accommodation. This year we are also able to arrange functions in marquees in the hotel grounds, with a more limited range of catering, again with or without hotel accommodation.

We have two lecture rooms, with audiovisual equipment-overhead projectors and video and DVD facilities-which might be of interest to you. There are also product display facilities within the hotel.

If you require all or some of your delegates to be accommodated in the hotel, I recommend early booking as September is one of our peak months. We offer 4-star accommodation, every room with en-suite facilities, minibar, television, personal safe, trouser press. We have two restaurants, four bars, a fully equipped gymnasium, and an indoor/outdoor swimming pool.

I look forward to hearing from you further, and I shall be happy to supply any additional information you might require; you will be very welcome to visit the hotel to see for yourself the facilities we offer.

Yours faithfully,

Hector Manning
General Manager

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- **Answer the following questions:**

1. What does the letter give information about?
2. What group size can the hotel accept?
3. What are the lectures rooms equipped with?
4. What sort of accommodation does the hotel offer?

- **Write the enquiry letter to which the letter you have read is a reply.**