# MIDTERM EXAMINATION

Spring 2009

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**ENG201-** Business and Technical English Writing (Session - 4)

Question No: 1 (Marks: 1) - Please choose one

A letter or report to a customer from an employer belongs to which kind of communication?

- Official communication
- Officer Communication
- ► Administrator communication
- ► Manager Communication

Question No: 2 (Marks: 1) - Please choose one

Which of the following aims at gathering specific information?

- Letter of claim
- ► Letter of request
- Letter of inquiry
- ► Letter of information

Question No: 3 (Marks: 1) - Please choose one

Which of the following is best when you want immediate feedback?

- Oral medium
- ► Written medium
- ► Electronic medium
- ► All of the above
- Question No: 4 (Marks: 1) Please choose one

#### Which phrase is correct?

- When were you born?
- ► When you are born?
- ► When are you born?
- ► When you born?

Question No: 5 (Marks: 1) - Please choose one

#### Which is farthest in the past?

- ► couple of days
- ► last week
- ► a day before yesterday
- ▶ a month ago

Question No: 6 (Marks: 1) - Please choose one

#### Which phrase is used during a presentation?

- ► Thanks for giving me a hand.
- ► Thank you very much for your time today.
- ► Thank you for your quick response.
- ► Thank you for your corporation.

Question No: 7 (Marks: 1) - Please choose one

#### Which of the followings are included in Functional words?

- Conjunctions, prepositions, nouns, pronouns
- Conjunctions, prepositions, articles, pronouns



► Conjunctions, prepositions, articles, adjectives

► Conjunctions, interjections, articles, pronouns

Question No: 8 (Marks: 1) - Please choose one

Which of the following is achieved through a balance between precise language and familia<u>r language</u>?

► Clarity

- ► Correctness
- ► Concreteness
- ► Conciseness

Question No: 9 (Marks: 1) - Please choose one

(Application)Letters are usually just one page and consist of three sections -----

- ► Salutation, subject matter, references
- ► Front matter, summary, conclusion

► Body, references, end matter

Front matter, body, end matter

Question No: 10 (Marks: 1) - Please choose one

Which of the following is used in a letter to emphasize a point or to include a brief personal message?

- Foot notes
- ► Post script
- ► End notes
- ► All of the above

Question No: 11 (Marks: 1) - Please choose one

Which of the following should be essentially considered during speeches and presentations?

- ► Dress
- ► Time
- ► Appearance
- ► Microphone

Question No: 12 (Marks: 1) - Please choose one

Which of the followings use Salutations?

- Memorandums
- ► **Letters**
- Informal speech

Proposals

Question No: 13 (Marks: 1) - Please choose one

#### What strategies should be opted for writing to Technicians?

- ► Keep introductions and background information brief
- ► Make information accessible
- ▶ Provide short definitions or explanations of any unfamiliar term
- ► All of the above

Question No: 14 (Marks: 1) - Please choose one

Claim letter is also called:



Transmittal letter

- ► Credit refusing letter
- ► Adjustment letter
- Complaint letter

Question No: 15 (Marks: 1) - Please choose one

While writing persuasive messages which four things should be kept in mind about your audience?

- ► Main idea, consideration, needs and appeals, logic
- Semantics, emotion and logics, clarity, consideration
- ▶ Needs and appeals, emotion and logic, credibility, semantics

► Credibility, logics, main idea, emotion

Question No: 16 (Marks: 1) - Please choose one

Which of the following can be defined as follows "It is not merely politeness with mechanical insertion of 'please' and 'thank you', rather it is politeness that grows out of respect and concern for others."

- ► Clarity
- ► Courtesy
- ► Consideration
- ► Credibility

Question # 1: best communicated across cultures by using the tone, organization, and other cultural conventions that your audience expects?

#### Answers

a)bad-news messages b)good-news messages

#### c)a,b both

d)None of them

**Question # 2: The indirect plan consists \_\_ parts?** 

Answers a)5

b)2 c)3

d)4

# Question # 3: Part of indirect plan, except!

#### Answers

a) A buffer

b) Reasons supporting the negative decision

c) A clear, diplomatic statement of the negative decision

d) Weak speaking

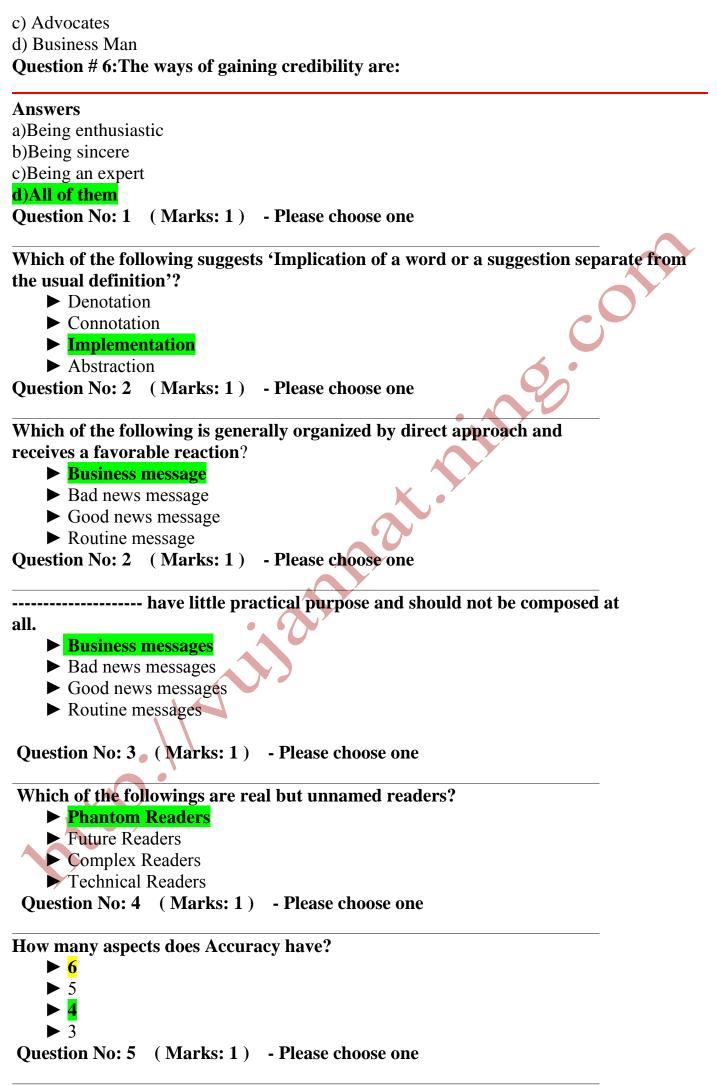
Question # 4:• Needs and appeals • Emotion and logic • Credibility • Semantics Related to?

#### Answers

# a) Audience

#### b) Judges





What can be considered as the heart of a report?



► The introduction of a report ► A variety of components ► Introduction, body, and a close Only the body of the report Question No: 6 (Marks: 1) - Please choose one What is the last thing you need to do before you get ready to distribute your document? ► Designing ► Revising Proofreading ► All of the above **Question No: 7** (Marks: 1) - Please choose one Which of the following is not used in external business communication? ► Enquiries letter ► Curriculum Vitae ► Memo ► Complaint letter Question No: 8 (Marks: 1) - Please choose one Choose the correct option. To decode a message is to: ► reject a message translate ideas into code ► evaluate a message ► interpret a message Question No: 9 (Marks: 1) - Please choose one Which type of Visual aid is the most difficult to execute effectively? ► Graphics ► Projections ► Handouts Film and video Question No: 10 (Marks: 1) - Please choose one Which one of the following can create immense difference between class room communication and job communication? Age of audience Behavior of audience ► Size of audience ► None of the above Question No: 1 (Marks: 1) - Please choose one Which of the following have both; a denotative meaning and a connotative meaning? ► Closed words Content words ► Structure words Strong words Question No: 2 (Marks: 1) - Please choose one VUJANNAT.NING.COM

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Which of the following can be defined as "the words one chooses to state one's message, say much more than their dictionary definitions"? Semantics ► Phonetics ► Synonyms ► Phonemes Question No: 3 (Marks: 1) - Please choose one Which of the following concerns the careful use of language to express meaning? Stylistic accuracy ► Stylistic clarity ► Contextual clarity ► Contextual accuracy Question No: 4 (Marks: 1) - Please choose one If you are writing a persuasive message, what are the common ways of establishing **vour credibility?** ▶ Naming your sources when you use information from others Demonstrating expertise ► Supporting your message with factual evidence ► All of the above Question No: 5 (Marks: 1) - Please choose one How can you make your messages effective? ▶ Make them practical and factual but not persuasive. ► Make them practical and factual but include your impression. ▶ Make them practical, factual, concise, clear, and persuasive. Omit key facts 67 • Question No: 6 (Marks: 1) - Please choose one Which section of a résume creates most disagreements among experts about its relative advantages and disadvantages? Skills ► Work experience ► Career objective ► Education Question No: 7 (Marks: 1) - Please choose one Which of the following should be done when writing recommendation letters? Include only relevant and factual information. ► Avoid value judgments. ► Balance criticisms with favorable points. ► All of the above **Question No: 8** (Marks: 1) - Please choose one Which one of the following is more effective Technical Communication? Oral communication ► Mata communication ► Non verbal communication

► Written communication



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Question No: 9 (Marks: 1) - Please choose one
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Which one of the following options should be used during business correspondence?

- Choppy sentences
- Passive sentences
- Bias-free language
- ► Cliches

Question No: 10 (Marks: 1) - Please choose one

Which one of the following can create immense difference between class room communication and job communication? 

- ► Age of audience Behavior of audience
- ► Size of audience
- ► None of the above

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Question No: 1 (Marks: 1) - Please choose one
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Which one of these words is not a synonym for "business"?

- Capital
- ► Enterprise
- ► Project
- ► Venture

Question No: 2 (Marks: 1) - Please choose one

In which of the following bars are replaced by drawings that represent the thing described?

- ► Bar graphs
- ► Line Graphs
- Pictographs
- ▶ Photographs

Question No: 3 (Marks: 1) - Please choose one

Which of the following presents the main idea before the supporting data?

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- Strategic plan
- Indirect plan
- Direct plan
- Business plan

Question No: 4 (Marks: 1) - Please choose one

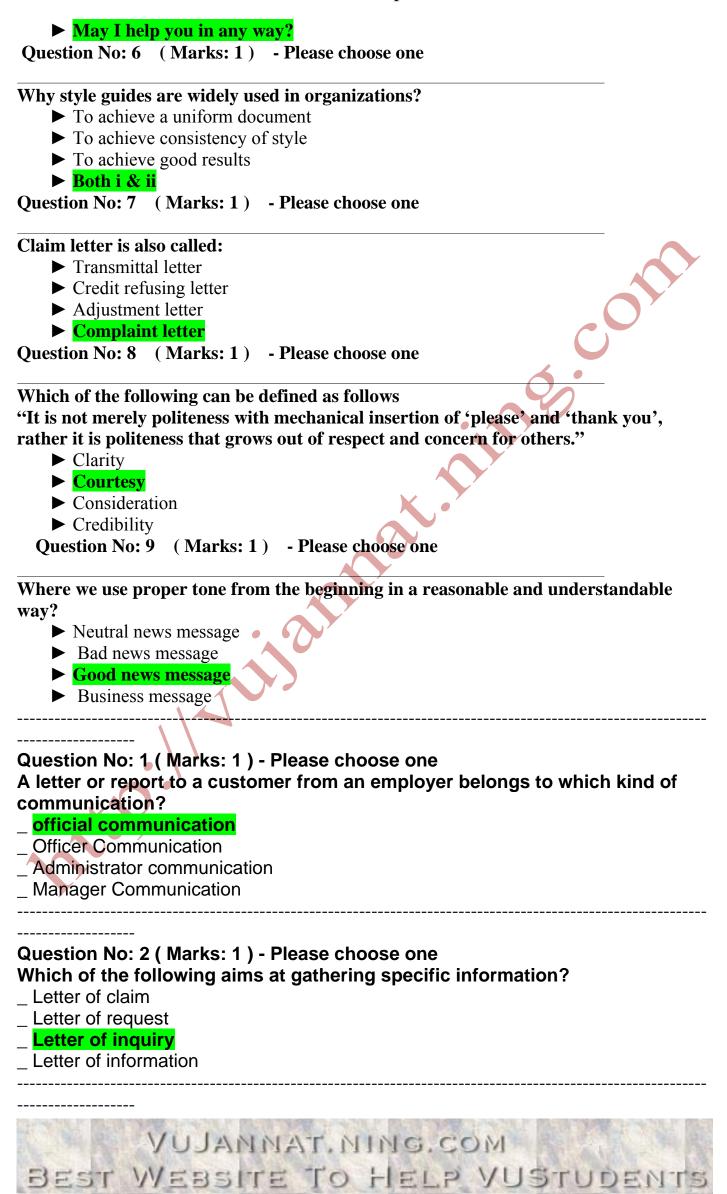
Which question is used to ask about residential status?

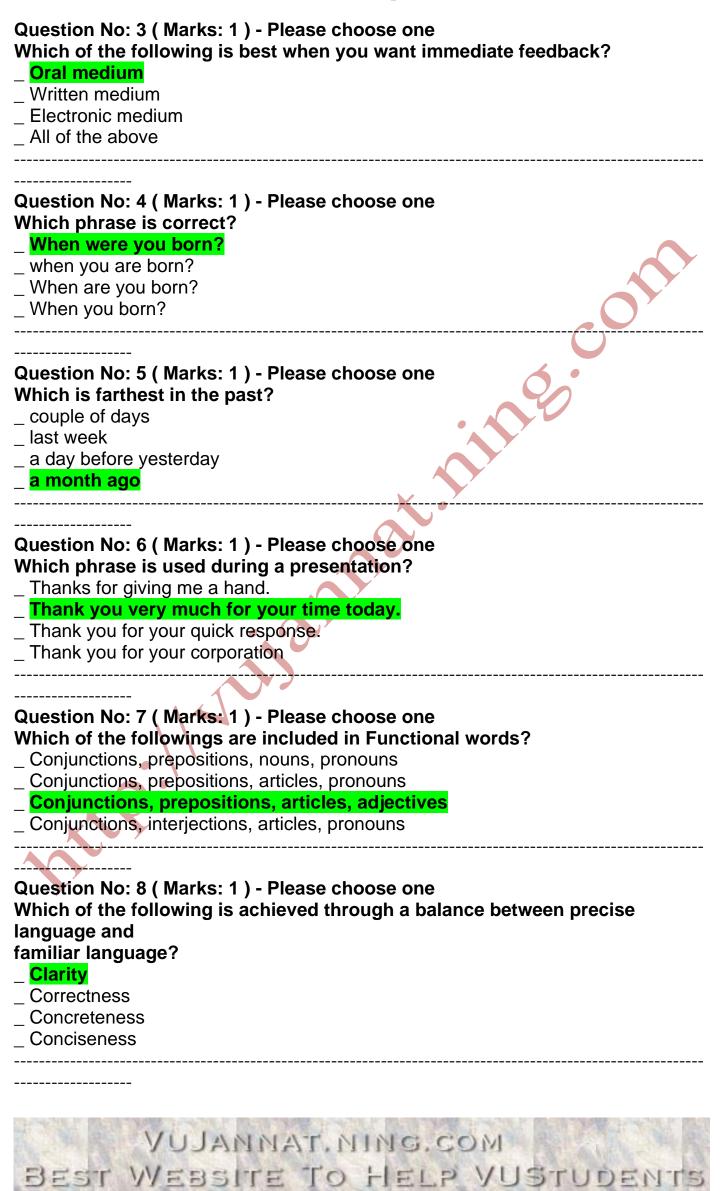
- ► What's your address?
- ► Where are you from?
- ► Where do you belong to?
- ▶ Please sign here.

Question No: 5 (Marks: 1) - Please choose one

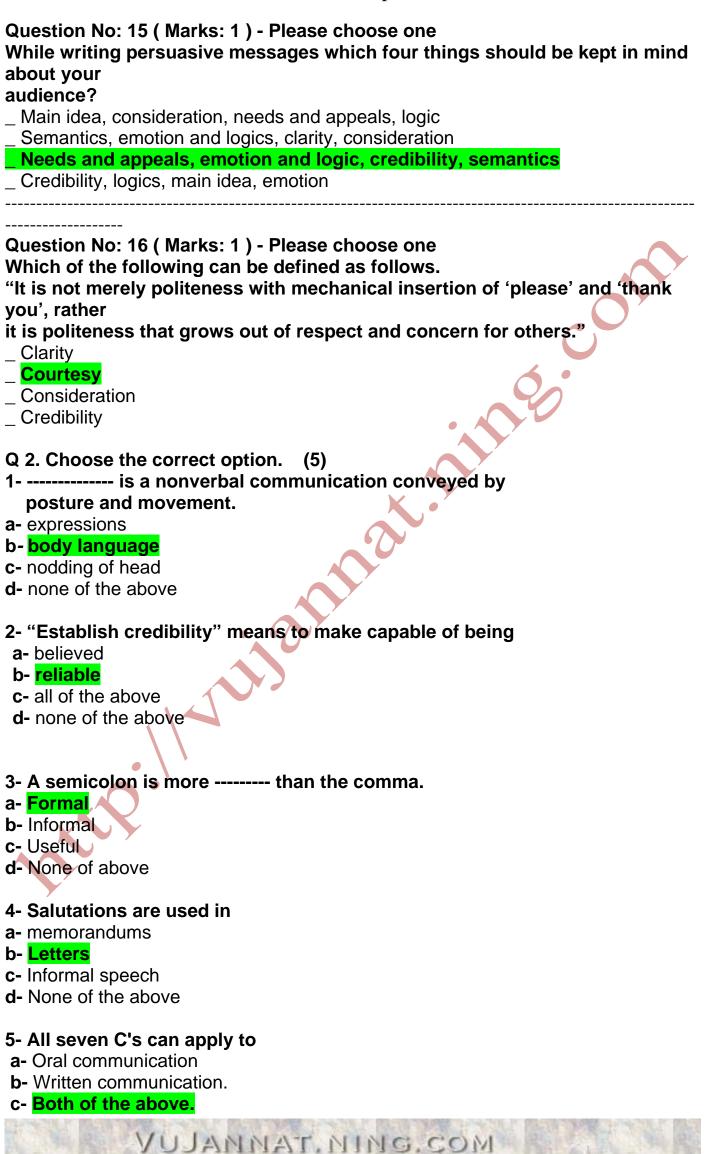
#### Which question asks for advice?

- ► What would you like to know?
- ► What should I do with my plastic bottles?
- ▶ I'm afraid I don't know where the entrance is.





Question No: 9 (Marks: 1) - Please choose one Letters are usually just one page and consist of three sections _ Salutation, subject matter, references _ Front matter, summary, conclusion _ Body, references, end matter _ Front matter, body, end matter 		
personal message?		
_ Foot notes _ Post script		
_ End notes		
_ All of the above		
Question No: 11 ( Marks: 1 ) - Please choose one Which of the following should be essentially considered during speeches and		
presentations?		
Appearance _ Microphone		
Question No: 12 (Marks: 1) - Please choose one Which of the followings use Salutations? _ Memorandums _ Letters _ Informal speech _ Proposals		
Question No: 13 (Marks: 1) - Please choose one What strategies should be opted for writing to Technicians? _ Keep introductions and background information brief Make information accessible		
Provide short definitions or explanations of any unfamiliar term All of the above		
Question No: 14 (Marks: 1) - Please choose one Claim letter is also called: _ Transmittal letter _ Credit refusing letter _ Adjustment letter _ Complaint letter		
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d- None of above.

# 1. Revision of seven C's of effective communication depends upon

a) Completeness, craftiness, confusion, clarity, courtesy, consideration, correctness

 b) Completeness, conciseness, consideration, concreteness, clarity, courtesy, correctness

c) Conceptual, confidence, confirm, clarity, courtesy, consideration, completeness

d) Completeness, conciseness, consideration, concreteness, clarity, courtesy, confidence

# 2. Collaboration means

a) It is a skill used only for technical purpose

b) It occurs some time when organizations roll back their staff

c) In many organizations, the final piece of writing is a team effort, with more than one writer working on a document

d) None of them

# 3. Denotation means

a) A direct specific meaning as distinct from an implied or associated idea

- b) Indirect meaning
- c) Some vocabulary items which are used only for common purpose
- d) None of them

# 4. Transmittal letters can be defined as

- a) It covers references and essential component of all admissions
- b) It covers contractual relationship between you and the organization
- c) It covers promotional material

d) A specific context in which to place the larger document and gives the sender a permanent record

# 5. In Bad News Message ....

a) Your job is to end the message on a more upbeat note

 b) A logical outcome of the reasons prepare the audience psychologically to receive it

c) You admit your willingness to complete requirements

d) None of them

# 1. Which one of the following options best defines Stylistic Accuracy?

a. the careful use of ideas to express meaning

#### b. the careful use of language to express meaning

- c. the hasty use of speech to convey meaning
- d. the sensible use of dialogue to express meaning



# 2. Which one of the following is the most formal way of saying, "To obtain outside funding?"

- a. To get cash
- b. To request outside help
- c. To acquire external capital
- d. To collect money

#### 3. An idea is more likely to win approval when the ------ is / are up.

- a. profits
- b. income
- c. wages
- d. rates

#### 4. Which one of the following provides information and advice for the decision makers in an organization?

#### a. Advisor

- b. Customer
- c. Consultant
- d. Layman

# 5. What is the extremely important implicit goal of a business document?

- a. To provide information
- b. To give instructions
- c. To argue with reader
- d. To establish a relationship

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How many steps are essential for successful oral statement?

5 6 7

8

# Which of the following usually accompanies a document?

#### **Cover letter**

Adjustment letter Correction letter

Credit letter

# Which transitional word is used to show comparison and contrast?

In other words

At the same time

# Especially

# Conversely

#### Which of the following presents the main idea before the supporting data? Strategic plan

# Indirect plan

#### **Direct plan**

#### Business plan

Which is the usual range of the number of recommendations required by the employers and university?

1 - 7



1-5 5-7 1-2 Which is the following is a correct length or an average sentence? 17 to 20 words 11 to 20 words 20 to 25 words 20 to 30 words Which of the following should be kept in mind to achieve Completeness? Provide all necessary information Use accurate grammar Avoid unnecessary details Use 'You attitude' Which of the following complimentary close is accurate letter writing? Yours sincerely, Sincerely. Yours respectfully, All of the above Which of the following are real but unnamed readers? **Phantom Readers Future Readers Complex Readers Technical Readers** Which of the following us best when you want immediate feedback? **Oral medium** Written medium Electronic medium All of the above Which guideless should be followed to achieve Courtesy? Be sincerely tactful, thoughtful and appreciative. Use expressions that show respect, Choose nondiscriminatory expressions. All of the above Which one of the following is a specialized document prepared to share relevant information with the media? An e-mail A letter A news release A memo Which one of the following offers information without analysis or recommendations? Analytical report **Informal report** Proposal None of the above Which one of the following media would be the best choice when you have to deny a promotion to a long-term employee?

# A voice-mail message

A fact-to-face meeting

An E-mail A faxed message



Which of the following should be avoided while writing business message?
Pompous language
Intimacy
Preaching and bragging
All of the above
Which change can make a sentence correct?
"Both an essay and paragraph is required for successful graduation"
Change "is" to "are"
Change "is" to "will being"
Change "is required" to "would have been requiring"
Change "is required" to "had requiring"
Which is the following is best when you want immediate feedback?
Oral medium
Written medium
Electronic medium
All of the above
Which of the following have both; a denotative meaning and a connotative meaning?
Closed words
Content words
Structure words
Strong words
Which of the following you should avoid while written a claim letter?
Professional tone
Direct request
Specific request A complaining tone
Which of the following can be defined as follows?  it is not merely politeness with
mechanical insertion of 'please' and 'thank you', rather it is politeness that grows out
of respect and concern for others.
Clarity
Courtesy Consideration
Consideration
Credibility
Letter is written when you want to recognize some one for his help or support when
you were in trouble.
Recommendation
Approval
Appreciation
Acknowledgment
It's getting very late
I "II have to speed you
I "Il have to accelerate you
I "Il have to hurry
I "Il have to push you
Which type of letter states the positive aspects of the applicant's personality and how
he/she would be an asset for the organization?
Letter of recommendation
Letter of acknowledgement
can be achieved if the writer has conceptual mastery over the subject, vocabulary,
his or her ability to analyze and sharp data with a minimum of distortion.
Stylistic Accuracy
IN STATISTICS IN THE OWNERS AND THE IN OUR COMPANY AND THE INCOMPANY AND THE INCOMPANY AND THE INCOMPANY AND THE INCOMPANY



**Document Accuracy** Structural Accuracy Technical Accuracy What does 'Good organization' mean? The subject and purpose are clear All information is related to the subject and purpose Al necessary information is include All of the above Which of the following are principal meeting documents? Agenda and minutes Memo and minutes Memo and agenda Agenda and politic Which one of the the following phrases are likely to offend and should be avoided? We allow, we must reject I prefer, we must deny I must refuse, we must deny We welcome. I must refuse Which is good advice when writing a memorandum? Use a profit style for your colleagues. You can correct verbs, but do not be too informal. Use a formal register and sign: Your's faithfully. What is wrong with the following sentence: Since the beginning of this term. A coma is missing "Beginning" is spelled incorrectly It is an incomplete sentence Since" should be changed to "at" Which change can make the sentence correct? |The administration of the school district asks that each student bring their identification before enrolling in the ALC. Change "enrolling" to "is enrolling" Change "their" to "his or her" Change "ask" to "asked" Change "their" to "him or she" Which of the following is associated with scholarly writing? Informal writing **Formal writing** Archaic writing Technical writing Which of the following have both; a denotative meaning and a connotative meaning? Closed words **Content words** Structure words Strong words In how many parts the overall structure of a proposal can be broken down? 2 3 4 5

Don't worry what other people think.....

Just take no note of them



#### Just take no sign of them Just take no hint of them

# Just take no notice of them

# Which format should be used if the information is being sent inside an organization? Memorandum

Report

Letter

Proposals

## The conclusion or ending paragraph should being the communication to a polite and

..... close. Businesslike Interminable Measurable

#### Subtle

For what type of audience the direct approach is suitable?

For the uninterested audiences

For the displeased audiences

#### For the unwilling audiences

For the neutral audiences

Which of the following are essential components of employment process?

#### Reflection

#### References

Fraction

Recommendations

Marie wanted to buy a new book,\_\_\_\_\_\_ she could not remember the title or the name of the author.

#### But

Nor

For So

Which of the following letter accompanies a larger item, usually a document?

Job application letter

Acceptance letter Transmittal letter

#### **Inquiry** letter

Where is the bad news placed in a negative message while using the direct approach? In the middle of the message

In the beginning of the message In the end of the message In the postscript of the message **Claim letter is also called:** Transmittal letter Credit refusing letter Adjustment letter

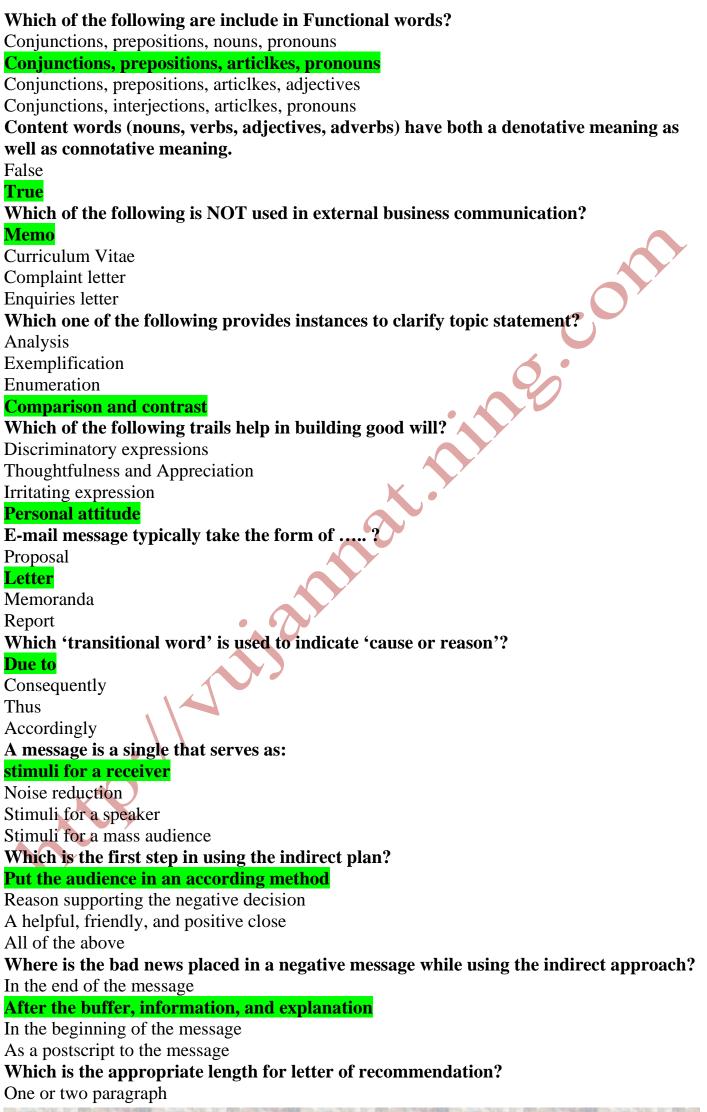
#### **Complaint letter**

#### How many aspects does Accuracy have?

- <mark>6</mark>
- 5
- 4

3

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Two or three paragraph

#### Three or four paragraph

One or two pages

Which of the following provides you information, analysis, and recommendations?

#### **Informal report**

Proposal Analytical report All of the above **Why information in a message should be well organised?** 

It helps motivation the audience to accept your message It helps to get your ideas across without upsetting the audience

People will understand exactly what you mean

# All of the above

Which of the following can be achieved by expressing ideas logically in a specific Pattern?

Clarity

# Coherence

Conciseness

Accuracy

Which of the endings best goes with the opening 'Dear Personnel Director, in Letter Writing?

# Best wishes,

Best regards,

I cannot understand my neighbor's accent. I wish she would \_\_\_\_\_

clearer speak

more clearly speak

# speak more clearly

speak clearer

#### Which of the following is the most important part of indirect plan?

Acknowledgements

#### Buffer

Positive Close Reasons

#### What is the first step in using the indirect plan?

Put the audience in an accepting mood

Reasons supporting the negative decision A helpful, friendly, and positive close All of the above Which of the following things are at the core of concreteness?

#### Grammar

Punctuation Spelling All of the above **How many punctuation styles are usually used in business communication?** One

# Two

Three

Four



Question # 2 of 10 (Start time: 06:30:33 PM)

Total Marks: 1

Total Marks: 1

Which one of the following offers information without analysis or recommendations? Select correct option:

- Analytical report
- $\square$ **Informational report**
- $\Box$ Proposal
- None of the above

Question # 3 of 10 ( Start time: 06:31:14 PM )

Which of the following is the most important part of indirect plan?

- Select correct option:
- $\square$ Acknowledgements
- $\square$ **Buffer**
- $\square$ **Positive Close**
- $\square$ Reasons

Question # 4 of 10 ( Start time: 06:31:43 PM Total Marks: 1 How many punctuation styles are usually used in business communication?

Select correct option:

- $\square$ One
- $\square$ Two
- Three

 $\square$ Four

Question # 5 of 10 (Start time: 06:32:05 PM) Total Marks: 1 Which of the endings best goes with the opening 'Dear Personnel Director, in Letter Writing?

Select correct option:

#### Best wishes,

 $\square$ Best regards,

Question # 6 of 10 ( Start time: 06:32:43 PM ) Which of the followings are included in Functional words?



Select correct option:

- Conjunctions, prepositions, nouns, pronouns
- Conjunctions, prepositions, articles, pronouns
- Conjunctions, prepositions, articles, adjectives
- Conjunctions, interjections, articles, pronouns

Question # 7 of 10 (Start time: 06:33:28 PM)
How many aspects does Accuracy have?
Select correct option:

0	6
C	5
0	4
C	3

Question # 8 of 10 (Start time: 06:33:51 PM) What is the first step in using the indirect plan? Select correct option:

- **C** Put the audience in an accepting mood
- C Reasons supporting the negative decision
- C A helpful, friendly, and positive close
- C All of the above

Question # 9 of 10 ( Start time: 06:34:32 PM )

I cannot understand my neighbour's accent. I wish she would \_\_\_\_\_.
Select correct option:

- C clearer speak
- more clearly speak
- **Speak more clearly**
- **S** speak clearer

Question # 10 of 10 ( Start time: 06:35:18 PM ) Which of the following things are at the core of concreteness? Total Marks: 1



Total Marks: 1

Total Marks: 1

Select correct option:

#### C Grammar

- **C** Punctuation
- **C** Spelling
- C All of the above

Question # 2 of 10 ( Start time: 06:30:33 PM )

Which one of the following offers information without analysis or recommendations?

an

- Select correct option:
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- Informational report
- C Proposal
- None of the above

Question # 3 of 10 ( Start time: 06:31:14 PM )

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- Select correct option:
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- C Buffer
- C Positive Close
- C Reasons

Question # 4 of 10 ( Start time: 06:31:43 PM )Total Marks: 1How many punctuation styles are usually used in business communication?Select correct option:

- C One
- C Two
- C Three
- C Four

Question # 5 of 10 ( Start time: 06:32:05 PM )

Total Marks: 1

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Total Marks: 1

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Best regards,

Question # 6 of 10 ( Start time: 06:32:43 PM ) Which of the followings are included in Functional words? Select correct option:

Conjunctions, prepositions, nouns, pronouns

Conjunctions, prepositions, articles, pronouns

- $\square$ Conjunctions, prepositions, articles, adjectives
- $\square$ Conjunctions, interjections, articles, pronouns

Question # 7 of 10 ( Start time: 06:33:28 PM ) How many aspects does Accuracy have?

- Select correct option:
- 6
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- $\square$ 4
- 3

Question # 8 of 10 ( Start time: 06:33:51 PM ) What is the first step in using the indirect plan? Select correct option:

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Question # 9 of 10 (Start time: 06:34:32 PM)

I cannot understand my neighbour's accent. I wish she would \_\_\_\_\_.

Select correct option:



Total Marks: 1

Total Marks: 1

Total Marks: 1

- $\square$ clearer speak
- more clearly speak
- speak more clearly
- speak clearer

.ul Question # 10 of 10 (Start time: 06:35:18 PM) Which of the following things are at the core of concreteness? Select correct option:

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- $\square$