Fill in your name, date of birth and registration number in the boxes below.

Surname:  
Other Names:  
Gateway Qualifications registration number:  
DOB:  
Centre Name:  

My signature confirms that I will not discuss the content of this assessment with anyone.

Signature:  

You must have:
A pen with black or blue ink.

Instruction
- Read the texts and answer each question carefully.
- Answer all questions.

Information
- The total mark for this paper is 30.
- The marks for each question are shown in brackets – use this as a guide to how much time to spend on each question.
- You may use a dictionary or bilingual dictionary.
- You do not need to write in full sentences. You will not be assessed on spelling, punctuation and grammar.
Functional Skills Level 2 Reading

Context
You hear on the news about the shortage of people with foreign language skills in the UK and decide to find out more about learning languages.

Read Text A, Text B and Text C and answer the questions.

You do not need to write any of your answers in complete sentences, but you must communicate the required information in a way that can be clearly understood.
I am Malaysian Chinese. Although my parents can speak Mandarin and Cantonese, English is primarily spoken at home. I can understand some Cantonese but can't exactly speak it. I attended Chinese school every Saturday for a few years, but I took it for granted and didn't try very hard.

However, when I visited Beijing at the age of 14, I saw the importance of Chinese. I stayed with my Singaporean relatives, who lived there. I discovered that there are many foreigners in Beijing who hold high positions in companies, and my relatives really showed me the importance of knowing the language. Last year, I visited Switzerland and I was astonished to observe that there were both Chinese assistants and Swiss workers who could speak Mandarin in high-end luxury shops due to the high demands of Chinese customers. Languages can ultimately open up opportunities, especially for careers.

In my opinion, today, learning a language isn't stressed enough, and isn't enforced at a young age, which is arguably the best time to start learning a language. When I was a kid, I wasn't inspired to learn another language because I simply thought it wasn't important. I thought, "Well, if I live in England, all I need to know is English, right?"

But when you travel to a foreign country, how can you get around? If you put a little bit of effort into learning phrases, locals will appreciate it. You can interact with people more freely, make new friends, and have more fun!

Currently, I'm learning French in school. I love learning it -- some aspects of it are similar to English, and not to mention it sounds lovely. I'm lucky to have a brilliant French tutor; we talk as much as possible in French. I hope that in the future when I travel to France, I can put my French to use.

Fundamentally, if we study a language, it gives us the ability to have a different perspective and context so we can understand different beliefs and see beyond stereotypes. This way we can break the barriers of cultural insensitivity and build stronger relationships internationally.

All those years of Chinese school wasted, my Mandarin is very primitive. By the time I discovered the importance of the language, it was a little too late to master it at school. However, I plan to study the language sometime in the future and hopefully become more fluent. Anyone can learn a language, no matter how young or old you are.

Adapted from http://www.huffingtonpost.com/yiihuei-phang/learning-another-language_b_5464392.html
In-house language skills win clients

Three-quarters of British adults can’t speak a foreign language competently. But the benefits of being able to communicate with overseas clients, suppliers and buyers are huge and the costs of not having language skills are enormous. It appears that the UK economy is already losing around £50bn a year in lost contracts because of lack of language skills in the workforce.

By offering language skills, small and medium sized businesses could find their business growing. One solicitor’s firm has always welcomed bilingual employees – its staff includes French, German, Mandarin, Russian and Japanese speakers. So it was well-placed to respond when it was approached by Polish charities seeking help for clients who had suffered personal injuries.

Not only do employees with language skills have better communication skills: knowing a language also means understanding a culture. The fact that employees are multilingual can have a direct impact on a company’s success with winning international work. An account manager at a large bank and a native Turkish speaker works very closely with one of the firm’s Turkish clients. “I visit Turkey a lot,” she says. “So I’m able to understand their challenges, and their way of working, and how these might translate into English.”

Help employees to learn

So how do you get employees up to speed? There’s a multitude of ways that they can access training. This includes online providers which offer a variety of e-learning methods, including live online tutoring as well as college and evening courses.
However, fluency doesn’t just come from courses. Learning a language is hard work, so the motivation and desire to undertake a language course really needs to come from the individual. “

A translation services company encourages staff to practice with one another. “We do offer language courses but nothing beats actually using the language in your day job.”

As for which languages you should invest in, it depends on where you want to go. For the translation company, the languages most in demand are German, French, Arabic, Spanish and Mandarin Chinese, with Arabic and Mandarin being the big growers. All feature in the British Council Languages for the Future report’s list of ten languages that will be of “crucial importance” for UK future prosperity – the others being Japanese, Turkish, Portuguese, Russian and Italian.

But it’s important to remember that even if you’re not fluent, a few words can go a long way. It seems that people appreciate the effort more than the accuracy. If your language skills aren’t great, there’s no point in trying to fake it. But it’s always good to try.

Adapted from http://www.theguardian.com/small-business-network/2014/dec/16/language-skills-great-business
**International Language College**

**Start learning a language today - For business for travel, for pleasure!**

<table>
<thead>
<tr>
<th>Only International Language College offers language courses at all levels, in a range of languages for individuals and businesses</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Evening, weekend and private language courses in central London.</td>
</tr>
<tr>
<td>• Business language training courses can be delivered in your company or at our school. We can create business language training to improve employees’ skills and increase revenue. We help businesses develop a multicultural approach to work effectively with clients, colleagues and partners from different cultural backgrounds.</td>
</tr>
<tr>
<td>• Evening language classes at International House London are dynamic and interactive. Your teacher speaks in the language being taught and uses teaching aids to help you understand.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Which Language?</th>
</tr>
</thead>
<tbody>
<tr>
<td>The next important decision is to choose which language is the one for you. We offer a wide range including many valued by employers. Whether you learn a language for a specific reason or out of interest, learning any foreign language will lead to long-term success and open up new avenues before you.</td>
</tr>
<tr>
<td>We offer the following languages at all levels:</td>
</tr>
<tr>
<td>• Arabic</td>
</tr>
<tr>
<td>• French</td>
</tr>
<tr>
<td>• German</td>
</tr>
<tr>
<td>• Italian</td>
</tr>
<tr>
<td>• Japanese</td>
</tr>
<tr>
<td>• Mandarin</td>
</tr>
<tr>
<td>• Portuguese</td>
</tr>
<tr>
<td>• Russian</td>
</tr>
<tr>
<td>• Spanish</td>
</tr>
</tbody>
</table>
Read what our clients say about us:

“We needed language training for our senior staff so they could take advantage of international business opportunities. International Language College provided the best flexible training solution for staff to fit with their busy work schedule. What was really good was the way the courses combined cultural aspects with work related language. International Language College provided exactly what we needed.”

J.D. Managing Director

“I work in banking and thought a language would really help me find a more interesting job. Everybody told me that International Language College was the best so I signed up for evening classes in Spanish. I can now put Spanish on my CV and maybe even work abroad!”

S.P. banking administrator

Which course?

Flexible language courses

- Our evening and day time language courses are split into ability levels from complete beginner through to advanced.
- Each language level is divided into four six-week modules designed to follow smoothly on from each other.
- Our language modules allow you to take language learning as far as you want to - from a single 6 week course to as many modules in a level as you need.

All our courses offer a great chance to learn quickly, at unbeatable prices and with the best teachers. They are perfect preparation for a holiday abroad or for long-term learning.

Join us at one of our FREE taster classes to see if a language course is for you!
Find out more from our website www.ILC.co.uk or call one of our language advisers on 0123 887788
Questions

1. **Tick the correct box.** According to the writer in **Text A**, she believes that:
   - it is best to learn a language in high school [ ]
   - it helps to learn a language at weekends [ ]
   - you can easily learn a language at home [ ]
   - it is best to start learning a language when you are young [ ]

   (1 mark)

2. What did the writer of **Text A** learn about languages only when she went abroad?

   (1 mark)

3. What does the writer of **Text A** regret and how does she plan to change this?

   (2 marks)

4. According to **Text B**, why should businesses be worried about employees' poor language skills in this country?

   (1 mark)
5. Explain why the writer of Text B thinks just going on a course is not enough to learn a language. **Give two details.**


(2 marks)

6. **Tick two correct boxes.** The main purposes of Text C is to
   - instruct [ ]
   - justify [ ]
   - inform [ ]
   - promote [ ]
   - entertain [ ]
   - review [ ]

(2 marks)

7. **Text C** uses different features of language and layout to convey information clearly and effectively. **Identify two of these features and for each, state how the feature helps the reader make sense of the text.**

   Feature: ____________________
   How it helps the reader:

   ________________________________________________________________
   ________________________________________________________________

   Feature: ____________________
   How it helps the reader:

   ________________________________________________________________
   ________________________________________________________________

(4 marks)
8. Your friend thinks knowing English is enough. Use the views and evidence from Text A and Text B to convince your friend of the benefits to him of learning another language.

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

(6 marks)

9. Your friend wants to know about the importance of language skills for business. Use information from Text B and Text C to explain to your friend why languages are important for business.

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

(4 marks)

10. Explain how Text C tries to persuade the reader that International Language College is a great place to learn languages. Give examples from the text to support your answer

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

(4 marks)
11. You are preparing a presentation about the importance of language skills for the economy. Which Text (A, B or C) is most useful for your presentation? Give a reason for your choice and one example of the information you will use that supports your choice.

Text: ________

Reason for choice:

________________________________________________________________________
________________________________________________________________________

Example:

________________________________________________________________________

________________________________________________________________________

(3 marks)
END OF ASSESSMENT