



TEST ARGOMENTI TECNICI - OTTOBRE 2023

- 1) Qual è la radice quadrata di $\left(\frac{2}{5} - \frac{6}{25}\right)$:
- a) 1,25
 - b) 4 / 5
 - c) 2 / 5
 - d) 4 / 25
- 2) Quanto fa 900 per 10,5:
- a) 9045
 - b) 904,5
 - c) 9450
 - d) 9000,5
- 3) In un'area di servizio leggi un cartello dove è scritto: "Oggi sconti, paghi il carburante il 5% in meno". Se un litro di benzina costa 1,460 €, in offerta lo paghi:
- a) 1,387
 - b) 1,410
 - c) 0,730
 - d) 0,073
- 4) Un'auto impiega 4 ore per raggiungere casa, viaggiando alla velocità costante di 45 km/h. Quale velocità dovrebbe tenere per giungere a destinazione in 3 ore?
- a) 66 Km/h
 - b) 60 km/h
 - c) 90 Km/h
 - d) 50 Km/h



5) La derivata della seguente funzione $y = 2x^3 + e^x + \cos x$ è pari a:

- a) $y' = 6x^2 + e^x - \sin x$
- b) $y' = 6x + \ln x + \sin x$
- c) $y' = 6x^3 - \ln x - \cos x$
- d) $y' = 6x^2 + 1/x - \sin x$

6) Non è una funzione del *Sistema Operativo*:

- a) Eseguire la correzione grammaticale
- b) Gestire il file system
- c) Gestire i processi
- d) Gestire la memoria centrale

7) Un programma *freeware*:

- a) E' un programma fondamentale del sistema operativo
- b) Risulta libero di attivare direttamente l'hardware
- c) Dopo essere stato installato in memoria non può più essere eliminato
- d) Può essere usato senza licenza d'uso

8) La digitalizzazione delle immagini può essere:

- a) Effettuata con un modem
- b) Bitmap o vettoriale
- c) In singola, doppia o quadrupla precisione
- d) Reversibile o irreversibile

9) Per utilizzare lo strumento del riempimento automatico:

- a) Utilizzo il quadratino di riempimento posto nell'angolo in basso a destra della cella
- b) Le celle coinvolte non devono contenere formule
- c) Il cursore deve assumere la forma di una T rovesciata
- d) Selezione Riempimento automatico dal menù Strumenti

10) Copiando la formula " $=A2+\$B\3 " dalla cella C1 alla cella D1 ottengo:

- a) $A2+\$B\3
- b) $B2+\$B\3
- c) $B2+\$C\3
- d) $A2+\$C\3

11) Quali sono le principali attività che si svolgono nell'area marketing di un'impresa?

- a) Tenere la contabilità, effettuare i pagamenti, controllare e gestire gli incassi
- b) Organizzare e gestire il flusso dei materiali, dei componenti, dei semilavorati e dei prodotti finiti
- c) Analizzare il mercato, sviluppare strategie di mercato, vendere, gestire servizi al cliente
- d) Analizzare il mercato, sviluppare strategie aziendali, vendere, controllare e gestire gli incassi

12) Come si può definire il Sudafrica in base all'andamento della propria economia?

- a) Un paese in via di sviluppo
- b) Un paese in rapida crescita
- c) Un paese ad alto tasso di sviluppo
- d) Un paese di nuova industrializzazione



- 13) Quali sono i principali elementi considerati da un cliente nell'acquistare un prodotto di consumo durevole?**
- a) Prezzo, qualità prestazionali, costi di funzionamento, dimensioni, packaging, design, modalità di pagamento, brand, obsolescenza del prodotto
 - b) Prezzo, modalità di pagamento, tempi di consegna, dimensioni, packaging, design, caratteristiche processo produttivo, brand, logistica
 - c) Qualità prestazionali, tempi di consegna, dimensioni, packaging, scorte di magazzino, modalità di pagamento, brand, obsolescenza del prodotto
 - d) Prezzo, qualità prestazionali, tempi di consegna, dimensioni, packaging, design, modalità di pagamento, brand, caratteristiche del processo produttivo
- 14) Quali sono le principali categorie di prodotti importati in Italia?**
- a) Medicinali e preparati farmaceutici, abbigliamento, macchinari meccanici, mobilio
 - b) Petrolio greggio, materie plastiche e gomma sintetica, prodotti agroalimentari, abbigliamento e tessuti
 - c) Autoveicoli, petrolio greggio, prodotti chimici di base, calzature e accessori di abbigliamento, materiale elettrico
 - d) Autoveicoli, petrolio greggio, prodotti chimici di base, materie plastiche e gomma sintetica
- 15) Quali sono i principali elementi da considerare quando si vuole avviare un'attività imprenditoriale?**
- a) Prodotti offerti, clienti, concorrenti, soluzione tecnologica, soluzione organizzativa, immagine aziendale, valori espressi da gruppo imprenditoriale, assetto giuridico e di governance
 - b) Beni da acquistare, tempi di consegna dei prodotti, soluzione tecnologica, soluzione organizzativa, immagine aziendale, valori espressi da gruppo imprenditoriale, assetto giuridico e di governance
 - c) Logistica, clienti, concorrenti, livello di qualità espresso, tempi di consegna dei prodotti, immagine aziendale, valori espressi da gruppo imprenditoriale, assetto giuridico e di governance.
 - d) Prodotti offerti, tempi di consegna dei prodotti, soluzione tecnologica, soluzione organizzativa, immagine aziendale, valori espressi da gruppo imprenditoriale, informazioni.

Introduction to globalisation

The evolution of globalisation

When talking about globalisation* it is extremely difficult to separate the different implications of the word – economic, social and political. The International Monetary Fund describes it as ‘the process through which an increasingly free flow of ideas, people, goods, services and capital leads to the integration of economies and societies’, but from whichever angle we wish to view it, we can certainly say that even if the word is relatively new, the phenomenon certainly is not. In fact, economic and social integration has been going on since people first started exploring the world, trading goods with one another and migrating to other countries. What has changed over the centuries is the speed and extent of the globalisation process.

Globalisation is often spelled *globalization* outside the UK. The adjective ‘global’ has its roots in America and dates back to the time when the American military was developing the first weapon of mass destruction, the atomic bomb. The explosion of this bomb went beyond localities and even nations, having the capacity to harm the entire world. The expression ‘**Global Village**’ came into popular use in the late 1960s, referring to the impact of the spread of culture through television. ‘Global’ transformed into ‘**globalisation**’ in the 1990s.

Two waves of globalisation

It is common to consider two periods of modern globalisation: the first from around the mid-nineteenth century to the start of World War I and the second from about 1960 onwards.

During this **first period of globalisation** it can be said that the world really did start to get smaller. The inventions of the Industrial Revolution (e.g. steamships, railways and the telegraph) were being put to good use, improving transport and communication so that it was easier to trade with and travel to distant parts of the world. The industrialisation of production processes meant that goods could be produced more quickly and cheaply.



Reading comprehension

BEC Read the texts on these pages and choose the correct option.

- Globalisation can be considered to be...
 - a 21st century phenomenon.
 - as old as the history of trade and commerce.
 - a purely economic trend.
 - an invention of the IMF.
- The first wave of globalisation was helped by...
 - industrial developments.
 - the start of World War I.
 - the decline in imperialism.
 - the increase in international tourism.
- The period after World War II saw...
 - a rapid increase in globalisation.
 - the introduction of protectionist measures.
 - a halt in globalisation until the 1990s.
 - the growth of multinationals.
- What effect did the end of the Cold War have on globalisation?
 - Trade levels in capitalist countries decreased.
 - There were fewer international trade disputes.
 - New business and trade opportunities were opened up.
 - There was less demand for military material.
- Which of the following ideas is NOT stated in the text?
 - Progress in IT speeded up the process of globalisation.
 - Globalisation has brought peace to the world.
 - Our everyday lives have been affected by globalisation.
 - Globalisation has changed our world.



The spread of imperialism also positively affected international trade, which continued to develop until the time of World War I and the Great Depression.

The **second wave of globalisation** began after World War II with international talks and agreements to facilitate economic growth and reduce the forms of protectionism and trade barriers that had been created. Global trade and economic integration continued to grow, for example with the expansion of multinational corporations, but it was the 1990s that brought a dramatic change to the scope and pace of globalisation.

Firstly, this period marked the ending of an era with the fall of the Berlin Wall (1991), which had symbolised the separation of the world's two superpowers, and the end of the Cold War.

The ensuing peace between the Eastern Communist countries and the Capitalist West affected the business world in two major ways: the first meant that new markets, once cut off from each other, were now open for trade; the second was that technologies developed for military purposes were transferred to the private sector for commercial use. The other massive change in this period was caused by the incredible developments and progress in communication, technology and transport: cheaper, faster, more efficient. Without these important changes the rate of globalisation would certainly not have been so dramatic.

The term 'globalisation' had been unleashed into our vocabulary and is now – for better or worse – a permanent part of our lives.

scope possibilità

MORE ABOUT...

Globalisation did not just suddenly start from nowhere. We can consider the spread of ancient Greek culture and the exchange of goods and inventions along The Silk Road trade route between China and the Mediterranean Sea as two early examples of globalisation. The age of maritime exploration and colonisation was another stage in the globalisation process as new resources were discovered and raw materials began to be transported from distant colonies and used to make finished products to be later sold around the world. All of this was accelerated by the Industrial Revolution and the development of mechanical mills and factories, with their advantages of economies of scale.

COMPLETE THIS DEFINITION OF GLOBALISATION WITH THE WORDS FROM THE BOX

- 1 borderless - 2 globalisation - 3 exchange – 4 economic integration –
5 technologies – 6 movement

There are many different definitions of _____ but most acknowledge it as the increased _____ of people, goods, capital and ideas due to greater _____, which is driven by increased trade and investment. It is like moving towards a _____ world. In recent years the speed of _____ has been much faster thanks to improve _____ and a reduction in barriers.