



FACULTATEA DE RELATII ECONOMICE INTERNATIONALE

*For the July 2024 Exam*

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## Multiple choice questions - examples

Master Programme Admission Process - ENGLISH Study Programmes, except EDURES

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Master Programme Admission Process - ENGLISH Study Programmes, except EDURES

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*For a list of references, please refer to [www.rei.ase.ro](http://www.rei.ase.ro)*

*These multiple-choice questions are solely based on the bibliography for the Master programmes taught in English in the Faculty of International Business and Economics. The exception to these is EDURES: the candidates for EDURES have their bibliography, and they must pass a more in-depth interview on specialty topics, apart from a language exam (a short interview).*

*If you are a candidate for an English Study Programme, except EDURES, you must pass a short interview in English, to prove your level of the language is suitable for participating in a programme taught fully in English **and** also a multiple-choice question exam. For the latter, you have the MCQ following in these next pages. They correspond to Reference codes REI2 + REI 5.*

***If you have options for programmes in Romanian and English, you must pass separate exams!***

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1. *What is BATNA short for?*
  - a. **Best Alternative to a Negotiated Agreement**
  - b. Best Arbiter to a New Agreement
  - c. Best Analogy in a Negotiating Agreement
  - d. Best Alternative to No Agreement
  - e. It is not short for anything, it is the name of the person who first mentioned it.
2. *What are the fundamental elements of the negotiation process?*
  - a. **The parties involved in negotiation, the interdependence between the parties, the divergences, the voluntary collaboration and the common goal**
  - b. Just the parties involved in negotiation and the common goal
  - c. Just the interdependence and the divergences between the parties
  - d. The price, the quantity and the parties involved
3. *Which of the following may be considered as outcomes of a negotiation?*
  - a. **Win-win, win-lose, lose-lose, no deal**
  - b. Just win-win and win-lose
  - c. The common goal between the two parties negotiating
  - d. The walkaway point
4. *What is the resistance threshold?*
  - a. **The last acceptable position (maximum of concessions)**
  - b. The maximum acceptable price for the seller
  - c. The minimum acceptable price for the buyer
  - d. The initial position for either the buyer or the seller

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5. *Which of the following is NOT a step towards establishing BATNA?*
- Select the least advantageous alternatives**
  - Establish a list of alternatives that can be taken into account in the event of the failure of the negotiations
  - Select the most advantageous alternatives and turn them into practical options
  - Identify the most advantageous options in the event of blocking / failure of the negotiations
6. *What is the Zone of Potential Agreement (ZOPA)?*
- A case in which both parties negotiating consider that their own BATNA is inferior to the negotiated agreement**
  - An area in which the negotiating parties meet to discuss
  - A situation in which the parties reach definitely an agreement
  - There is no such concept in international business negotiations
7. *Which of the following is not a fundamental element of a negotiation process*
- customs formalities**
  - the parties involved
  - the interdependence between parties
  - the divergences between parties
  - the voluntary collaboration
8. *No deal (or failure to agree) in a negotiation process is*
- a situation which may arise when parties renounce the negotiations, but still keep in mind the option of resuming the negotiations**
  - a situation which may arise when parties have reached an agreement, but they do not sign the contract
  - a break in the discussions during the negotiation process
  - a negotiation stratagem
  - a manipulation technique
9. *What is the Zone of Potential Agreement (ZOPA)?*
- The range between the buyer's resistance threshold and the seller's resistance threshold**
  - A situation in which the parties reach definitely an agreement
  - There is no such concept in international business negotiations
  - An area in which the negotiating parties meet to discuss
  - A negotiation stratagem
10. *How can one classify negotiations based on the negotiation environment?*
- Internal and international**
  - Bilateral and multilateral
  - Distributive, integrative and rational
  - Social, political, commercial, diplomatic
11. *How can one classify negotiations based on the number of parties?*
- Bilateral and multilateral**
  - Internal and international
  - Distributive, integrative and rational
  - Social, political, commercial, diplomatic
12. *How can one classify negotiations based on the parties' behaviour?*
- Distributive, integrative and rational**
  - Internal and international
  - Bilateral and multilateral
  - Social, political, commercial, diplomatic

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13. *How can one classify negotiations based on the subject?*
- Social, political, commercial, diplomatic**
  - Internal and international
  - Bilateral and multilateral
  - Distributive, integrative and rational
14. *What is the distributive strategy in international negotiations?*
- Win-lose**
  - Win-win
  - Rational
  - No deal
15. *What is the integrative strategy in international negotiations?*
- Win-win**
  - Win-lose
  - Rational
  - No deal
16. *What is a concession in international negotiations?*
- The unilateral renunciation by one of the parties of one or more initial positions in order to create the conditions for the agreement**
  - The granting of mutual concessions to unlock negotiations
  - A compromise
  - There is no such concept in international business negotiations
17. *What is a compromise in international negotiations?*
- The granting of mutual concessions to unlock negotiations**
  - The unilateral renunciation by one of the parties of one or more initial positions in order to create the conditions for the agreement
  - A concession
  - There is no such concept in international business negotiations
18. *Which of the following is not a part of the process of defining the negotiation strategy and plan?*
- Establish the ZOPA**
  - Define the issues
  - Define the negotiation mix
  - Define the parties' interest
19. *What is the "issue-by-issue" negotiation technique?*
- A way to cut a deal based on distinct negotiation issues, which are discussed in order, one by one, without digressing**
  - A way to cut a deal based on negotiating all aspects as a whole
  - A manner to smooth the negotiations, by bringing into discussion the balance between the advantages and the concessions
  - A manner to divert attention from the critical points and to allow the negotiator to give the impression that they have previously made significant concessions
20. *What is the "packaged" negotiation technique?*
- A way to cut a deal based on negotiating all aspects as a whole**
  - A way to cut a deal based on distinct negotiation issues, which are discussed in order, one by one, without digressing
  - A manner to smooth the negotiations, by bringing into discussion the balance between the advantages and the concessions
  - A manner to divert attention from the critical points and to allow the negotiator to give the impression that they have previously made significant concessions

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21. *What is the “balance sheet” negotiation technique?*
- A manner to smooth the negotiations, by bringing into discussion the balance between the advantages and the concessions**
  - A way to cut a deal based on negotiating all aspects as a whole
  - A way to cut a deal based on distinct negotiation issues, which are discussed in order, one by one, without digressing
  - A manner to divert attention from the critical points and to allow the negotiator to give the impression that they have previously made significant concessions
22. *What is the “fake pivot or pivotal” negotiation technique?*
- A manner to divert attention from the critical points and to allow the negotiator to give the impression that they have previously made significant concessions**
  - A manner to smooth the negotiations, by bringing into discussion the balance between the advantages and the concessions
  - A way to cut a deal based on negotiating all aspects as a whole
  - A way to cut a deal based on distinct negotiation issues, which are discussed in order, one by one, without digressing
23. *What is a persuasion tactic used in cooperative negotiation?*
- The promise “If yes, then...”**
  - The threat: “If not, then...”
  - Play on trust
  - The bluff
24. *What is a persuasion tactic used in conflictual negotiation?*
- The threat: “If not, then...”**
  - The promise “If yes, then...”
  - Play on trust
  - The bluff
25. *What is an influencing tactic used in conflictual negotiation?*
- The bluff**
  - The imperative: “It is your decision...”
  - The promise “If yes, then...”
  - Play on trust
26. *What is an influencing tactic used in cooperative negotiation?*
- Play on trust**
  - The promise “If yes, then...”
  - The threat: “If not, then...”
  - The bluff
27. *Which of the following is NOT a fundamental characteristic of culture?*
- Interculturality**
  - Complete pattern of behaviour
  - Learned behaviour
  - Behaviour shared by a group of people

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28. One of the following is not included among the nominal convergence criteria of the EMU (so-called the Maastricht criteria):

- a. country's inflation rate should not exceed by more than 1.5 percentage points the average of the three lowest inflation rates achieved by the European Union member countries
- b. public debt should not exceed 60% of its GDP or be moving in that direction
- c. government deficit should be less than 3%
- d. the country should not be under the excessive deficit procedure
- e. **GDP/cap in the EU's most deprived regions should exceed 75% of the EU GDP/cap average**

29. Within the EU Single Market, the free movement of persons implies:

- a. **removal of internal border controls and barriers to the movement of persons;**
- b. gradual removal of import and export customs duties between EU member states;
- c. implementation of the EU Customs Union;
- d. governance of EU common economic policies;
- e. financial solidarity among members of the Schengen area

30. Drafting the new legislative proposals is the responsibility of the:

- a. European Council
- b. **European Commission**
- c. European Central Bank
- d. European Court of Auditors
- e. European Parliament

31. Only one of the following assertions concerning the role of the European Council is true:

- a. **European Council provides broad guidelines for the EU policy**
- b. European Council implements the EU economic policy at micro-level
- c. European Council advises smaller EU Member States
- d. European Council has no an active role in the EU
- e. European Council's members are directly elected by the EU national governments

32. The Stability and Growth Pact:

- a. **is laying out the rules for the budgetary discipline of the EMU member states;**
- b. is laying out the rules for the political stabilization on Balkans area
- c. is laying out the rules and objective of the investment policies of the member states
- d. is laying out the rules for the European Commission to monitor the inflation rates in the member states
- e. is laying out the rules for the European Central Bank to monitor the interest rates in the member states

33. Which of the following is NOT a role of the European Commission?

- a. **control and, when it is the case, supervise the management of all EU institutions**
- b. submit a legislative proposal to the Council and Parliament
- c. manage the EU funding programmes carried out by its departments
- d. propose and implement the EU budget
- e. sets EU spending priorities, together with the Council and Parliament

34. One of the following assertions concerning the European Parliament is correct:

- a. **European Parliament members are directly elected by the EU citizens in special election organized by each Member State every five years**
- b. European Parliament members are named by the EU Member States governments
- c. European Parliament members are just members of the national governments sent to Brussels for a short period of time
- d. European Parliament provides surveillance and enforcement of EU law in coordination with the EU Court of Justice
- e. European Parliament negotiates international agreements on behalf of the EU

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35. *One of the following assertions regarding the role of the Council of the European Union is correct:*
- Council of the European Union approves the EU budget, jointly with the European Parliament**
  - Council of the European Union approves the EU budget by itself
  - Council of the European Union is the same with the European Council
  - Council of the European Union has no an active role in the EU
  - Council of the European Union proposes the draft of the EU Budget
36. *According to the Lisbon Treaty, the EU exclusive competences do not cover one of the following:*
- areas where only the EU alone is able to legislate and adopt binding acts
  - areas where the EU member states are able to do so themselves only if are empowered by the EU to implement these acts
  - common monetary policy for Euro area member states
  - areas where the EU countries exercise their own competence only when the EU does not exercise (or has decided not to exercise) its own competence**
  - establishing of competition rules necessary for the functioning of the internal market
37. *One of the following assertions is not true:*
- in the WTO, the EU is represented by the European Commission
  - trade represents an area of exclusive competence in the EU
  - Lisbon Treaty extended the EU competencies in the field of the foreign policy
  - European citizenship was first introduced by the Maastricht Treaty
  - in the ordinary legislative procedure, the European Commission and the European Parliament act as co-legislators.**
38. *Which of the following is NOT a role of the European Court of Auditors?*
- checks if the EU Budget was correctly implemented.
  - supports the EU budgetary authorities, the European Parliament and the Council
  - reports suspicions of fraud, corruption, illegal activities directly to the OLAF
  - draws up the annual EU Budgets**
  - it is in charge with the audit of the EU finances.
39. *The shared competences of the European Union relate to:*
- areas in which both the EU and the Member States have the right to legislate and adopt legally binding acts**
  - the coordination in the field of economic and employment policies
  - areas where only the EU can legislate and adopt legally binding acts
  - all matters relating to the common foreign and security policy of the European Union
  - areas where only some EU institutions co-legislate, respectively European Parliament and Council
40. *Which institutions share the executive and legislative power within the the so-called EU "institutional triangle"?*
- the European Commission, the Council of the European Union and the European Parliament**
  - the Council of the European Union, the European Commission and the European Council
  - the Council of the European Union, the European Central Bank and the European Council
  - the European Parliament, the European Commission and the European Court of Justice
  - the European Central Bank, the European Court of Justice and the European Court of Auditors
41. *According to the nominal convergence criteria (Maastricht criteria), to what percentage of the Gross Domestic Product (GDP) should be the government deficit limited?*
- 60%
  - 3%**
  - 30%
  - 6%
  - 5%

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42. *The EU Council is a single legal entity, which meets in ... different "formations", depending on the subject under discussion:*
- 10**
  - 8
  - 9
  - 11
  - 15
43. *How long does the presidency of the Council of the European Union last?*
- 6 months**
  - 5 years
  - 2 and a half years
  - 4 years
  - 1 year
44. *One of the following is not a function of the European Parliament:*
- the subsidiarity function**
  - the legislative function
  - the political control function
  - the budgetary function
  - the supervisory function
45. *Choose the correct statement regarding the European institutions:*
- EU Council meetings is attended by representatives of the most important national non-governmental organizations
  - European Central Bank with the national central banks forms together the Central European Financial Institutions
  - The first European Commission was set by the ECSC Treaty under the name of the High Authority**
  - the European Court of Auditors was established in 1957 by Rome Treaty
  - the role of the Court of Justice of the EU is to propose necessary drafting legislation to be then adopted by the European Parliament
46. *Which of the following assertions is true in which regards the role of the European Council?*
- The European Council provides broad guidelines for EU policy**
  - The European Council implements at micro-level the EU policy
  - The European Council officially advises and control the Member States
  - The European Council has a formal role in law-making
  - The European Council has no active role in the EU
47. *Which of the following assertions is true regarding the role of the Council of the European Union?*
- The Council of the European Union approves the EU budget, jointly with the European Parliament**
  - The Council of the European Union approves the EU budget by itself
  - The Council of the European Union is the same with the European Council
  - The Council of the European Union has no active role in the EU
  - The Council of the European Union does not take decisions related to the Common Foreign and Security Policies (CFSP)
48. *Which of the following is NOT a role of the European Commission?*
- To oversee all EU institutions**
  - To propose legislation to the Council and Parliament
  - To administer EU policies
  - To implement EU policies
  - To provide surveillance and enforcement of EU law in coordination with the EU Court



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49. Which of the following assertions is true in which regards the European Parliament?
- The European Parliament members are directly elected by the EU citizens in special election organized in Each Member State every five years.**
  - The European Parliament members are named by the Member States governments
  - The European Parliament members are just members of the national governments sent to Brussels for a short period
  - The European Parliament administers and implements EU policies
  - The European Parliament provides surveillance and enforcement of EU law in coordination with the EU Court
50. What is a key outcome of the Lisbon Treaty regarding EU institutions?
- It established the European Central Bank as the sole financial authority.
  - It introduced the legislative power of the European Council.
  - It listed the primary EU institutions and confirmed their powers as outlined in the treaties.**
  - It designated the European Court of Justice as the primary legislative body.
51. What is the main purpose of the EU's Regional Policy?
- To ensure equal voting rights across all regions.
  - To centralize governmental functions in economically stronger regions.
  - To reduce administrative overhead by simplifying regional laws.
  - To promote economic, social, and territorial cohesion by supporting less developed regions.**
52. Which of the following statements about the size of multinational corporations (MNCs) is correct?
- No MNC is larger than the national economies of any world country
  - MNCs are usually larger than most national economies of world countries
  - By international law, MNCs may not be larger than the economies of the countries in which they are located
  - Many MNCs are larger than some national economies of the countries of the world**
  - The size of MNCs is diminishing relative to the size of the economies of the world's countries
53. John Dunning defines transnational corporations as:
- a company that engages in foreign direct investment and that owns and controls value-creating activities in more than one country**
  - a company that engages in foreign direct investment and is controlled by a shareholder from a developed country
  - a company that engages in foreign direct investment and owns and controls value-creating activities in a developing country
  - a firm that engages in foreign direct investment and owns and controls value-creating activities in a developed country
  - a company that owns and invest in manufactured goods
54. One of the dimensions of the natural potential is:
- Human potential**
  - Economic potential
  - Technological potential
  - Investment potential
  - Military potential

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55. *An ethnocentric orientation of a transnational society involves:*
- adaptation to local conditions
  - concentration on the country of origin**
  - concentration on regional markets
  - imposing conditions in the least developed country
  - discrimination against local companies
56. *A polycentric orientation of a transnational society involves:*
- adaptation to local conditions**
  - imposition the conditions of the country of origin
  - imposing conditions in the most developed country
  - imposing conditions in the least developed country
  - discrimination against local companies.
57. *From a cost perspective, internationalization may offer advantages related to:*
- economies of scale**
  - favorable legislation
  - cultural factors
  - religious aspects
  - geographical aspects.
58. *The most favorable environment for the appearance and unprecedented development of the corporate phenomenon is characterized by:*
- entrepreneurial spirit**
  - command economy
  - centralized management
  - countries access to maritime routes
  - cultural aspects.
59. *Purchasing Power Parity (PPP) is, in fact, an economic approach that allows:*
- the comparison of the currencies of two countries through several statistical methods**
  - the comparison of the level of development of two countries through several statistical methods
  - the comparison of the economic growth of two countries through several statistical methods
  - the comparison of the level of foreign direct investments of two countries through several statistical methods
  - the comparison of the level of external debt of two countries through several statistical methods
60. *Which of the following statements is true?*
- Developed countries suffer from lack of capital investments
  - Gross Domestic Product (GDP) may be less illustrative for international comparisons than GDP per capita**
  - Gross Domestic Product (GDP) is always used when level of development of different countries is considered
  - Less developed Countries (LDCs) have high foreign direct investment rate
  - Less developed Countries (LDCs) have easy access to credit lines
61. *What does the systemic character of the world economy refer to in terms of international relations?*
- The preference for economic over political issues
  - The lack of interconnectedness among global players
  - The complexity of economic, political, social, and cultural interactions**
  - The isolationist tendencies of major economic players

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62. *In the context of global economic flows, what does the term "financial flows" primarily describe?*
- The migration of people for employment across borders
  - The prevention of economic crises through regulatory measures
  - The transfer of monetary and financial resources internationally**
  - The exchange of cultural values among nations
63. *According to the manual, how did the economic crisis of 2006-2007 in the United States affect the global economy?*
- It had little to no impact on global economic structures
  - It resulted in a temporary increase in global trade
  - It influenced Japanese exports and triggered a financial crisis in Iceland**
  - It stabilized financial markets through rapid governmental interventions
64. *What role do Transnational Corporations (TNCs) play according to neo-Marxism?*
- They are minor players in global economic development.
  - They act as instruments of capitalist exploitation and domination.
  - They primarily function to stabilize national economies.
  - They act as instruments of capitalist exploitation and domination.**
65. *What is emphasized as a critical element of global governance?*
- The autonomous power of nation-states.
  - The dominant influence of multinational corporations.
  - The interdependence and interaction among states, corporations, and international organizations.**
  - The reliance on traditional power dynamics in international relations.
66. *According to the text, how does global governance differ from traditional international relations?*
- It focuses solely on economic interactions.
  - It reduces the significance of international organizations.
  - It emphasizes unilateral actions by powerful nations.
  - It incorporates norms, rules, and cooperation beyond mere power relations.**
67. *Which of the following statements is true? Choose the correct option:*
- Multilingualism refers to the presence of several languages in the same geographical area, regardless of size.**
  - Plurilingualism refers to the presence of several languages in the same geographical area, regardless of size.
  - The European Union is a mono-linguistic space.
  - The coexistence of several languages in a given society is not possible.
  - Multilingualism refers to the ability to communicate in the mother tongue.
68. *How does the following statement end? Choose the correct option: We speak of "intrapersonal communication" when we refer to...*
- ...the inner communication of each individual.**
  - ...communication with state institutions.
  - ...communication between individuals.
  - ...the exchange of information with the group we belong to.
  - ...convincing the interlocutor and influencing him.
69. *How does the following statement end? Choose the correct option: When interpersonal communication both in the private and in the professional environment is not carried out effectively, we can talk about...*
- ... defective communication (communication breakdowns).**
  - ... formal communication.
  - ... informal communication.
  - ... intercultural communication.
  - ... ludic communication.

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70. Choose the correct option: When we carry out academic and/or professional activities we are often in a situation where communication must be written. The linguistic register used becomes very important for effective communication. One of the descriptions below is the most appropriate with reference to the choice of language register.

- a. **The linguistic register used must be chosen according to the hierarchical relationship between the interlocutors.**
- b. The linguistic register chosen will always be informal.
- c. The linguistic register used should not be chosen according to the communication situation (formal, hierarchical, etc.).
- d. The linguistic register used in written communication is not in direct correlation with the professional/academic relationship between the interlocutors.
- e. The linguistic register chosen is not important if the message is transmitted.

71. Identify below the most appropriate and complete explanation of the occurrence of communication breakdowns.

- a. **Communication breakdowns may arise due to the misunderstanding of the messages transmitted between the interlocutors (for cultural, linguistic reasons, etc.) and/or due to the inadequacy of the contents of the messages, depending on the situation or in the context of the different social roles of the interlocutors.**
- b. Communication breakdowns are the result of cultural and social differences between interlocutors that give rise to different interpretations of the same contexts.
- c. Communication breakdowns can appear when one or more of the interlocutors do not respect the linguistic register appropriate to the communication situation.
- d. Communication breakdowns are caused by the lack of knowledge of communication etiquette.
- e. Communication breakdowns appear only in verbal communications.

72. Which of the following statements is true? Choose the correct option:

- a. **The success of international negotiations relies on both interpersonal communication and intercultural competence, the latter allowing negotiators to harmonize economic goals with the rituals of interaction in certain cultures.**
- b. International negotiations are a result of globalization and are based on the adaptation of advertising messages in different cultural contexts.
- c. To be a successful international negotiator you do not need to have knowledge of the different conversational codes specific to different cultures, as long as you master a foreign language.
- d. Intercultural communication is not essential in conducting an international negotiation.
- e. Interpersonal distance is the same in all cultures of the world.

73. How does the following statement end? Choose the correct option: We talk about “interpersonal communication” when we refer to...

- a. **... communication between two or more people.**
- b. ... communication with oneself.
- c. ... exchange of information with the authorities.
- d. ... an alleged exchange of messages.
- e. ... unilateral persuasion.

74. Which of the following statements is true? Choose the correct option:

- a. **In commercial correspondence, the greeting and the closing formulas are used depending on the relationship with the recipient, both maintaining the same degree of formality.**
- b. The greeting and closing formulas in commercial correspondence can be chosen randomly, regardless of the relationship with the recipient.
- c. The degree of formality and the linguistic register in commercial correspondence are irrelevant factors.
- d. Greeting and closing formulas in commercial correspondence may belong to different language registers in the same context.
- e. Commercial correspondence does not require the use of specific greeting or closing formulas.

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75. Which of the following statements is true? Choose the correct option:
- Written communication in commercial correspondence requires in-depth knowledge of the business culture of the space in whose language we communicate.**
  - Commercial correspondence relies exclusively on the knowledge of the language in which the parties involved manage to communicate.
  - The specific culture of a certain linguistic area is not overly important in written communication.
  - In commercial correspondence, the differences between linguistic areas are not necessarily significant from one country to another.
  - Business culture is not significantly different according to the language used.
76. Identify the most appropriate and complete explanation of "professional experience" below.
- A key concept in professional life is experience, which results from accumulated learning experiences alongside perfect knowledge of the field of activity. Lifelong learning, professional and personal development are essential elements in the global economic environment.**
  - Professional experience is based exclusively on specialized knowledge in the field of activity and does not include other concepts.
  - Lifelong learning is the ability to acquire knowledge, not necessarily life-long experiences.
  - Professional experience is based exclusively on professional development. Skills such as teamwork, responsibility or public speaking are secondary and less important factors.
  - Accumulated learning experiences represent the most important factor in acquiring professional experience, specialized knowledge being the secondary factor.
77. How does the following statement end? Choose the correct option: We speak of "intercultural communication" when we refer to...
- ...the ability to treat people from other cultures with respect, to accept differences between cultures and to collaborate successfully and independently with them to avoid misunderstandings, conflicts, or culture shocks.**
  - ... communication through language with any person.
  - ...body language when communicating in the mother tongue.
  - ...exchange of information with people of the same culture or language.
  - ...an exchange of messages between people belonging to different cultures, each speaking their own native language.
78. Which of the following statements is false? Choose the correct option:
- Effective communication is irrelevant to the success of any human interaction, whether institutional or personal.**
  - Plurilingual citizens have more economic, professional, and educational opportunities in a globalized world.
  - The use of foreign languages and intercultural competence is the key to understanding a different culture but also to professional and personal success.
  - Intercultural communication includes not only verbal communication, through language, but also non-verbal elements such as gestures and other body language elements.
  - Plurilingualism is opposed to monolingualism and is not synonymous to multilingualism.
79. What is the primary role of language in global communication?
- It enhances personal relationships across borders.
  - It is necessary for educational purposes only.
  - It is secondary to technological communication tools.
  - It facilitates international trade and cooperation.**
80. According to Holdsworth (2003), what does true mutual understanding in international settings require?
- Frequent international travel
  - Economic exchanges
  - Technological aids in communication
  - Mastery of multiple languages**

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81. *What does the concept of 'World English' signify?*
- The spread of English alongside local languages**
  - English used primarily in the Western world
  - A form of English with simplified grammar
  - No such concept exists
82. *How is plurilingualism defined in modern educational contexts?*
- Speaking English predominantly
  - Using local languages only
  - Understanding only native languages
  - Mastering several languages for effective communication**
83. *What characterizes effective intercultural competence?*
- Ability to communicate in English only
  - Knowing cultural facts about other countries
  - Proficiency in using international legal terms
  - Ability to mediate between different cultural perspectives**
84. *What is a significant consequence of multilingual competence?*
- Increased ability to travel internationally
  - Access to diverse cultural and educational resources
  - Limitation to work within one's native country
  - Enhanced negotiation skills in business**
85. *Which of the following is NOT a feature necessary for effective interpersonal communication?*
- Openness to new ideas
  - Empathy towards others
  - Positive attitude towards different cultures
  - Ability to speak multiple languages fluently**
86. *How does the European Union promote plurilingualism?*
- By mandating a single European language
  - By focusing solely on the promotion of English
  - By discouraging the use of non-European languages
  - Through policies supporting language learning across multiple languages**
87. *What does the spread of English globally reflect according to Brütt-Griffler (2002)?*
- A decline in the use of other languages
  - Economic dependencies only
  - Technological advancements in English-speaking countries
  - Both cultural imperialism and resistance to it**
88. *Why is plurilingualism considered important in contemporary education?*
- It is not considered important; focus is on science and technology
  - It supports the dominance of English
  - It simplifies educational policies
  - It facilitates understanding and integration in a globalized world**
89. *What is the significance of 'intercultural competence' in global business?*
- Ensuring all business is conducted in English
  - Following a standardized global business model
  - Reducing the need for personal interactions in business
  - Understanding and integrating different cultural norms and practices**
90. *How does the European Union view multilingualism in its citizens?*
- As a barrier to communication
  - As a redundant skill in the age of technology
  - As important only for diplomats and politicians
  - As a key to unlocking personal and professional opportunities**



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91. *What role does language play in the global labor market, according to current research?*
- Minimal role due to digital translation tools
  - It is overshadowed by the need for technical skills only
  - None, as the focus is shifting to artificial intelligence
  - Critical role in enhancing employability and cultural integration**
92. *What does effective plurilingual education aim to develop beyond language skills?*
- A focus on native language mastery only
  - An emphasis on learning Western cultures only
  - Isolationist perspectives to preserve cultural heritage
  - Intercultural understanding and mediation skills**
93. *Which approach does NOT contribute to effective intercultural communication?*
- Emphasizing linguistic similarities only
  - Understanding and respecting cultural differences
  - Adapting communication styles to fit different cultural contexts
  - Ignoring non-verbal cues in communication**
94. *What misconception about English as a global lingua franca is highlighted in the manual?*
- It is the only language needed for international communication
  - It is universally accepted in all business and cultural contexts
  - It is easier to learn than other languages
  - It is insufficient alone for deep intercultural exchange**
95. *What is a key challenge in teaching plurilingualism according to the manual?*
- Finding qualified teachers who speak English
  - Resistance from students who prefer to learn only English
  - Lack of resources for language education
  - Developing curricula that accommodate multiple languages**
96. *How does globalization affect language education, as per the manual?*
- It diminishes the importance of learning any languages
  - It standardizes language education across the globe
  - It makes language education less relevant
  - It increases the need for a diverse linguistic education**
97. *What aspect of 'World English' poses a challenge to cultural diversity?*
- Its ability to adapt to local languages
  - Its lack of grammatical complexity
  - Its uniformity in business contexts
  - Its dominance over local languages in some regions**
98. *In terms of global communication, what does the manual suggest about the role of English?*
- It should be the sole language of communication
  - It is losing its relevance rapidly
  - It should be replaced by a new global lingua franca
  - It serves as a bridge but not as the only means of communication**
99. *What is a fundamental concept of an integrative negotiation strategy?*
- Maximizing only one party's benefits.
  - Focusing solely on short-term gains.
  - Creating value to maximize the gains of all parties involved.**
  - Ensuring that no concessions are made during the process.
100. *According to the manual, what does the distributive negotiation strategy focus on?*
- Long-term business relationships.
  - Winning at the expense of the other party.**
  - Mutual benefits from the negotiation.
  - Avoidance of any form of conflict.

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101. *Which negotiation technique is described as negotiating all aspects as a whole?*
- Sequential negotiation.
  - Issue-by-issue negotiation.
  - Packaged negotiation.**
  - Expansion negotiation.
102. *What is described as a key disadvantage of the integrative negotiation strategy?*
- Quick resolution of negotiations.
  - Focus on tangible gains only.
  - Potential to generate a false sense of collaboration.**
  - High risk of creating conflicts.
103. *How does the manual describe the outcome of mixed negotiation strategies?*
- Leads to a definite loss for all parties.
  - One party may end up with more benefits than the other.**
  - Always results in equal gains for both parties.
  - Causes long-term damage to business relationships.
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