

**EKSAMEN**

**6020 og 6050**

**FORRETNINGSENGELSK OG ENGLISH FOR EXCHANGE  
STUDENTS**

**23.05.2016**

Tid/Time:	3 timer/hours (9-12)
Målform/Language:	Engelsk/English
Sidetal/Pages:	4 (inkludert denne/including this)
Hjelpemiddel/Aid:	English dictionary Course book: <i>Effective Organisational Communication</i> Hand-written or printed notes
Merknader/Special remarks:	Tre oppgaver og to vedlegg
Vedlegg/Number of attachments:	2



This exam consists of three parts, each worth 1/3 or 33% of the final exam grade. You **MUST** answer **ALL THREE PARTS** of the exam.

**Part 1) Based on the charts and graphs in Appendix I, write an analysis answering the questions listed below. This analysis should be written in complete sentences and paragraphs. You do not have to answer the questions in the order in which they appear below.**

- Based on chart 5, what impact would you say the Recession of 2008/2009 has had on GDP growth worldwide?
- Based on chart 1, how would you describe the trend in the global poverty rate these past 25 years?
- On chart 3 we can see that the share of global poverty found in Sub-Saharan Africa has increased from roughly 12% to almost 50%. What are likely causes for this drastic increase in share of global poverty in this region since 1990?
- Is the world getting better or worse in terms of poverty? What is your prognosis on this question based on the charts in Appendix I?

**Part 2) Use the information found below to negotiate for a favorable but acceptable price so you can buy the gas station. Use an email as your form of communication.**

Laila Johnson is selling a Shell gas station at a major freeway intersection for 2,4 million NOK. She has run the station for the past 12 years, but now all her children are grown up and she is ready (at 50) to start another career in real estate. Last year the gas station ran up a large deficit, and you are guessing that this is also one of the reasons for why she is selling. The gas station has been for sale since early January, and it is now the end of May. Last time you checked, the gas station had been removed from finn.no. When you called the real estate agent managing the property, he told you that the property still had not been sold. He explained that “We have received some interest from different parties, and we think everyone that could be interested has been informed that the station is for sale.” You have learned from sources that currently the highest bid for the station is at 1,8 million NOK. The bid is from a company that operates fully automated gas stations, and they would fire all the employees. Laila knows all the employees personally, and she wants them to have a secure future with the company that takes over after her. However, one of the reasons for the large deficit last year is that she has 7 employees to cover what is really a 5-person job. You specialize in gas stations that also offer car services and quality food to long-distance travelers. This gas station is at a perfect location for your business, but it’s not like you need this particular one to keep yourself in business. The highest you could go in bidding for this gas station is 2,2 million NOK.

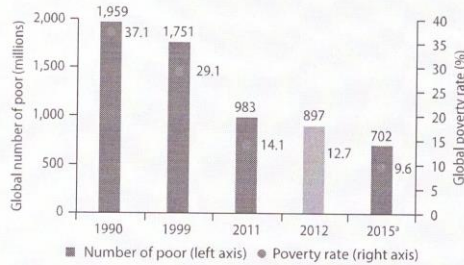
**Part 3) Read through “APPENDIX II” and write an executive summary of the text. DO NOT include an outline and keywords.**



# APPENDIX I

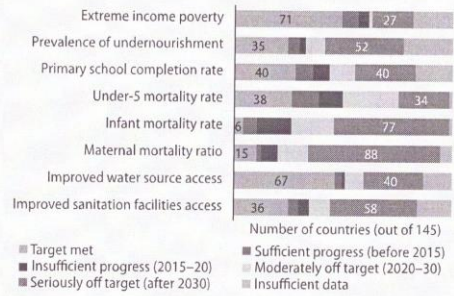
## MONITORING GLOBAL DEVELOPMENT PROGRESS: A SNAPSHOT

1) Projections show that the global poverty rate may have fallen to single digits in 2015. Yet, the number of poor remains high.

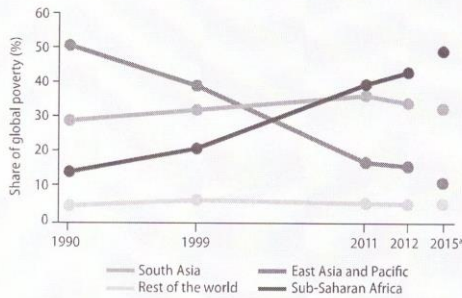


Note: Based on the \$1.90 poverty line and 2011 PPP.  
a. Forecast.

2) While income poverty fell rapidly during the MDG-era, a large unfinished agenda remains for the SDGs with respect to non-income goals.

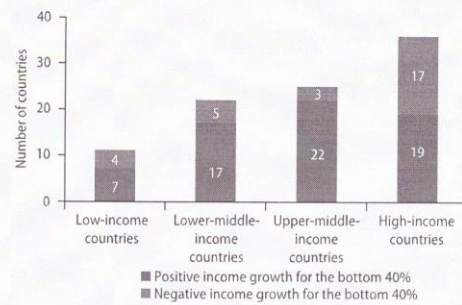


3) With extreme poverty concentrating in Sub-Saharan Africa, more focus is needed on the poorest among the poor.

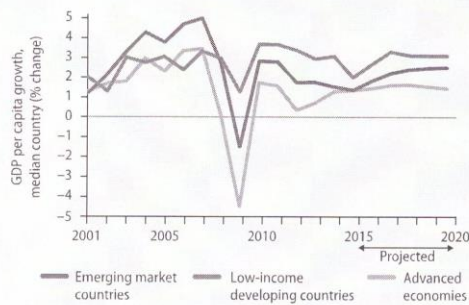


Note: Based on the \$1.90 poverty line and 2011 PPP.  
a. Forecast.

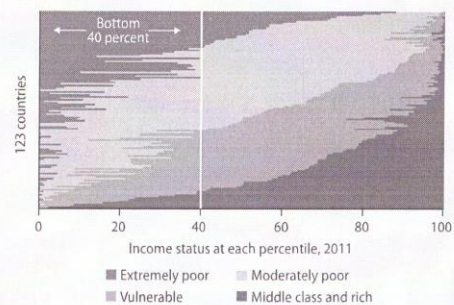
4) Prosperity needs to be better shared with the bottom 40 percent of the income distribution, especially in high-income countries.



5) With less buoyant growth expected at the start of the SDG period, increased effort is needed to sustain broad-based growth.



6) We need to invest in people and protect them from risk with adequate human development policies and social protection.



Note: Based on the \$1.25 poverty line and 2005 PPP. Extreme poverty (< \$1.25 a day), moderate poverty (\$1.25-\$4), vulnerability (\$4-\$10), middle class and rich (> \$10).



## APPENDIX II

### **Global Monitoring Report for the World Bank 2015/2016:**

*Part I: Monitoring global development progress in the Millennium Development Goals era.*

In many ways, development has advanced more rapidly over the 15-year MDG era than at any other time in human history. Since the launch of the MDGs, economic growth has been rapid, aided by strong commodity prices and generally improved macroeconomic policies. Poverty reduction also has been rapid, particularly in East Asia and the Pacific. Millions of children who were unlikely to survive to their fifth birthday have passed beyond these critical years and gone on to school in ever greater numbers, including many more girls than was the case 15 years ago. The incidence of preventable diseases such as acquired immunodeficiency syndrome (AIDS), malaria, and tuberculosis is falling, and the share of people with access to clean water and better sanitation has risen markedly. The MDGs helped frame the broader goals of development and build a coalition of partners to work toward common goals.

One of the most remarkable achievements during the MDG era was the significant decline in the share of the extremely poor in the global population. The first MDG target—cutting the extreme poverty rate to half its 1990 level by 2015—was met five years ahead of schedule. Poverty was on the decline before the MDG period, but progress was fastest in the 2000s (figures O.1a, O.1b). Particularly notable are the substantial reductions in poverty in East Asia and the Pacific and South Asia, where the rapid growth and development of China and India helped lift millions of people out of poverty (figures O.1c and O.1d). As the number of poor declined, the average shortfall of income below the poverty line improved as well from 13.1 percent in 1990 to 3.7 by 2012. Based on the updated poverty line of \$1.90 a day, the estimate for 2012 puts the number of extremely poor people at about 900 million, or 12.7 percent of global population (table O.1). Global poverty estimates have been updated to reflect a re-estimated international poverty line of \$1.90 a day, new 2011-based purchasing power parity (PPP) prices, and revisions to complementary data (box O.1). The 2012 estimate represents continued progress in poverty reduction as the revised headcount in 2011 was 983 million people (14.1 percent of global population). Comparison between 2011 and 2012 reveals a modest decline in the number of poor in Sub-Saharan Africa, potentially heralding an era of poverty reduction not just in the share of the poor but also in their absolute number. Although the estimate for 2012 remains the most reliable recent estimate, World Bank projections suggest that global poverty may have reached 700 million, or 9.6 percent of global population, in 2015. For the first time, the global extreme poverty rate may have reached single digits. The projected decline between 2012 and 2015 is 200 million people (some 80 million in South Asia, about 65 million in East Asia and the Pacific, and close to 40 million in Sub-Saharan Africa). This projection is extrapolated from 2012 based on growth scenarios and distributional assumptions. Given that the collection and processing of nationally representative household surveys—on which actual poverty estimates are based—usually takes two to three years, the 2012 number remains the most reliable recent estimate.

**END**